

# MANAGEMENT

## TN TRANSFER PATHWAY



The A.S. Management degree at Motlow is a Tennessee Transfer Pathway (TTP).



With an advanced degree, the median salary for managers is \$73k per year. (Occupational Outlook Handbook)



A degree in management prepares you to lead staff and grow businesses.



**MOTLOW STATE**

[motlow.edu/management](http://motlow.edu/management)

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## MANAGEMENT

There's no doubt about it—the business field impacts everyone. Every business, from small, mom-and-pop shops to billion-dollar tycoons, contributes to the shifting of the economy, taxes paid, and even the price of milk on the supermarket shelf. As a manager, your job is not to get work done through people—it is to develop people through work. Management courses not only teach you how to manage or start a business; they also teach you a number of other skills along the way.

You will learn how to communicate effectively with others, how to negotiate, and how to prioritize and lead the work of others. These skills can be used in almost every area of your life.

The Associate of Science (A.S.) degree in Management at Motlow State Community College prepares you for transfer to a university through the Tennessee Transfer Pathway (TTP). TTPs enable you to complete your degree at Motlow and then transfer to any Tennessee public university, and several Tennessee private universities, as a junior to complete your bachelor's degree.

## Management Careers with an Advanced Degree

- Executive (\$94-105k/year)
- General Manager (\$57-67k/year)
- Human Resources Manager (\$75-115k/year)
- Retail Manager (\$35-51k/year)
- Sales Manager (\$97-125k/year)

*(Occupational Outlook Handbook)*

Studying management gives you all the skills you need to deal with employees in a professional and organized manner. Completing a management degree will help you to learn a range of essential skills such as self-discipline and organization, which you'll also be able to use when managing others in the future. Studying Management teaches you to understand how people behave in organizations, and the nature of power, influence, and leadership.

A degree in Management makes many different career paths possible, with or without further education.

