ECONOMICS (MAJORS & CONCENTRATIONS)

Overview of Economics
In general, economists study and analyze the relationships between resources such as raw materials and labor, and the production, distribution and consumption of the resulting goods and products. Cal Poly Economics graduates are prepared for positions in both the private and public sectors as economists, analysts and general managers.

Economics majors may select one of the following concentrations or advisor approved electives:

- **Business Concentrations**: Choose from accounting, entrepreneurship, financial management, management, marketing management, packaging and logistics, and information systems.

- **Quantitative Economics**: Emphasizes the skills needed to analyze market data in fast-paced industries such as manufacturing, financial services, and advertising. Provides the technical training required to engage in consulting. There is also a continued need for quantitative economic analysis by lawyers, accountants, engineers, health service administrators, urban planners, and local/national/international government agencies. This concentration prepares students for jobs that entail forecasting, market assessment, economic feasibility studies, commodity pricing and data analysis, and provides a solid foundation for graduate study in economics and business.

- **Real Estate Economics**: Provides a program of study that focuses on emerging trends and issues in real estate markets. Students learn to apply economic techniques to real estate markets, and to describe, explain, and predict patterns of real estate prices, building production, and real estate consumption. The program prepares real estate professionals for public sector and private industry jobs in real estate analysis, appraisal, corporate asset management, development, insurance, and investment.

- **Advisor Approved Electives**: The Advisor Approved Electives offers the opportunity for students to design a program of study to emphasize individual talents and interests.

Sample Job Functions and Descriptions for Economics Professionals

- **Financial Economists** - develop monetary policies and forecast financial activities. Study the relationships between money, credit and purchasing power.

- **Agricultural Economists** - specialize in the study of the allocation and utilization of resources common to farming.

- **Environmental Economists** - study the relationships between available natural resources and the demand placed upon those resources by people.

- **International Economists** - analyze economic relationships between countries. Focus on issues of trade and currency value.

- **Consumer Economists** - track consumer trends and ways in which households allocate their resources. Consumer economists often work alongside the marketing department of a given company.
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- **Labor Economists** - study the relationships between labor and employers. Forecast trends in labor and help to establish official policies for laborers and employers.

**Related Job Titles**
- Business Economists
- Margin Analyst
- Management Trainee
- Credit Analyst

**Skills and Abilities**
For a person who enjoys critical thinking, researching, and compiling, analyzing, and interpreting data.

**Typical Job Titles (Cal Poly recent graduates)**
- Loan Officer
- Sales Associate
- District Manager
- Underwriter
- Loss Prevention Administrator
- Investment Representative
- Fiscal Analyst
- Corporate Employment Representative
- Sales
- Public Support Director
- Registered Financial Services Associate
- Registered Representative
- Logistics Officer

**Salary Information**

-Career Services’ Graduate Survey for Cal Poly recent grads:
  - 2010-2011—Median Salary—$53,000

**Preparation**
- Find information about the Economics major from [www.cob.calpoly.edu](http://www.cob.calpoly.edu).
- Check out Career Services’ Graduate Survey - lists employers, job titles, and salary information of recent Cal Poly graduates divided by major/concentration - [https://www.careers.calpoly.edu/search.php](https://www.careers.calpoly.edu/search.php)
- Future of Real Estate – FRE.calpoly.com - Meet people in your concentration, network with employers, and get involved to build your resume.

**Career Research Resources**
- [www.careerservices.calpoly.edu](http://www.careerservices.calpoly.edu) – Cal Poly Career Services - career planning links, job listing links, career information and help
- MustangJOBS – On your portal account, find local part-time job, internship, and career postings for Cal Poly students, in addition to information on employers who recruit Economics students
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- http://www.bls.gov/oco/ocos055.htm - Department of Labor and Statistics information about Economists