

PSYCH FOR LIFE

HOW DO I TAKE THE FIRST STEP TOWARDS MY
DREAM JOB WITH A DEGREE IN PSYCHOLOGY?



From sales and marketing to human resources and management, psychology helps you understand what people truly want.

In the business world, you will utilize your understanding of goals and relationships to drive sales, keep customers happy, and help maximize employee performance

Businesses come in many shapes and sizes, but the jobs below exist in nearly all industries.



Sales:

Sales representatives match customers with their desired products, negotiate prices and maintain customer relationships.

Recommended classes:

- PSY 350 - Social Psychology
- PSY 482 - Social Influence and Consumer Behavior
- PSY 461 - Interpersonal Influence

Recommended skills:

- Strong communication abilities
- Knowledge of Customer Relationship Management Software (e.g. HubSpot CRM or Salesforce CRM)



Marketing:

Marketing specialists convey the benefits of a company's products and services to potential customers.

Recommended classes:

- PSY 230 - Statistics
- PSY 420 - Analysis of Behavior
- PSY 482 - Social Influence and Consumer Behavior

Recommended skills:

- Design abilities
- Strong writing skills
- Ability to analyze data
- Knowledge of analytic systems (e.g. Google Analytics)



Finance/Accounting:

Within a business, the finance department keeps track of spending and earnings to keep companies profitable.

Recommended classes:

- PSY 230 - Introduction to Statistics
- PSY 482 - Social Influence and Consumer Behavior
- ECN 315 - Money & Banking

Recommended skills:

- Understanding of Excel and Quickbooks
- Strong organizational skills



Human Resources (HR):

Human resource teams handle recruitment, training, employee benefits, and resolving workplace conflict.

Recommended classes:

- PSY 320 - Learning and Motivation
- PSY 440 - Industrial/Organizational Psychology

Recommended skills:

- Strong communication skills
- Understanding of how to foster teamwork



Management:

Managers help coordinate employees to ensure projects and departments run smoothly and efficiently.

Recommended classes:

- PSY 453 - Organizational Behavior
- PSY 350 - Social Psychology

Recommended skills:

- Strong leadership skills
- Communication skills
- Time management

Successful educators present information in a way that is compelling and memorable.

Understanding how the brain works helps you teach in a way that is meaningful and memorable.

The field of education isn't limited to just teachers - it also includes administrators and advisors, as well as many of the same HR and financial jobs as any other business.



Administrator:

School administrators handle a variety of tasks required for the day-to-day operations of a school.

Recommended classes:

- PSY 320 - Learning and Motivation
- PSY 440 - Industrial/Organizational Psychology

Typical salary:

- \$61,000 - \$140,000 per year

Requirements:

- Bachelor's degree in educational studies or related field
- 2-year master's degree

Advisor:

As a college advisor, you would assist college students in registering for classes, ensure they fulfill graduation requirements and maintain student records.

Recommended classes:

- EDP 310 - Educational Psychology for Non-Teachers
- PSY 315 - Personality Theory and Research
- CAP 120 - Introduction to Counseling

Typical salary:

- \$53,000 per year

Requirements:

- Bachelor's degree in the academic field of your choice
- 2-year master's degree



Teacher:

As a teacher, you would be creating and implementing lesson plans for various age groups and subject matters.

Recommended classes:

- PSY 341 - Developmental Psychology
- PSY 320 - Learning and Motivation

Typical salary:

- \$42,000 - \$80,000 per year

Requirements:

- Bachelor's degree in Early Childhood Education, Elementary Education, or Secondary Education.
- Pass the National Evaluation Series or other appropriate educator exam for the state you wish to teach in.



Professor:

As a professor, you would be creating and implementing lesson plans within your interested field of study, as well as conducting research of your choice.

Recommended classes:

- PSY 320 - Learning and Motivation
- PSY 399/499 - Supervised Research

Typical salary:

- \$39,000 - \$170,000 per year

Requirements:

- Bachelor's degree in the academic field of your choice
- 2-year master's or 5-year doctoral degree depending on the academic field of interest



In the field of social work, you will utilize your knowledge of human behavior to help clients with a variety of problems.

Understanding and working with a variety of people, you will need to understand how to better communicate and problem solve with your chosen population. A background in psychology will provide you with an in depth look into different age groups and how to work with them.



Social Worker:

Social workers work in fields ranging from government agencies to hospitals and adoption agencies. Social workers manage their client's cases to ensure that they are all provided with the care and resources they need.

Recommended classes:

- SWU 171 - Introduction to Social Work
- SWU 291 - Social Service Delivery Systems
- SWU 295 - Foundations of Social Work Practice
- PSY 341 - Developmental Psychology
- PSY 370 - Interpersonal Relationships
- PSY 344 - Directed Child Study

Typical salary:

- \$42,000 - 60,000

Requirements:

- Bachelor's degree in Social Work or a related field
- For clinical positions you will need a Master's in Social Work
- Licensing and certification requirements vary per states

