

## BUSINESS CAREER SERVICES

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## **Economics – Government / Non-Profit**

State and federal government as well as international organizations employ a large percentage of economists. They generally conduct surveys and analyze data. Economists within government analyze historical data related to the U.S. economy in an attempt to project future trends and areas of potential growth. Specific areas of data analysis include employment, productivity, wages, and prices. Individuals in government economics study the impact of economic policies, such as tax cuts, welfare policies, economic growth, inflation, and unemployment to determine the impact on the economy. Economists also study the correlation between supply and demand as it relates to workers, available jobs, and the global



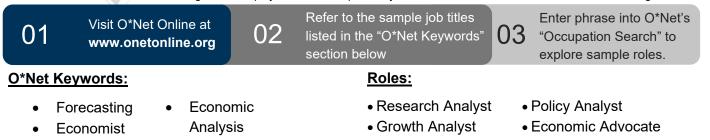
implications of certain policies and trends. After conducting such research and analysis, economists then present their findings to other branches of the federal government, which in turn helps to dictate policy and laws intended to stimulate economic growth.

For example, the Department of Labor studies salaries, industry growth, employment rates, and safety issues. The Department of Commerce looks at the manufacturing, allotment, and use of goods and services both domestically and internationally. Employees of the government also use economic data to forecast the consequences of new legislation or policies, such as Social Security, tax increases or cuts, increases to the budget deficit, trade regulations, and communications.

Entry-Level	Mid-Level	Senior-Level
<b>\$79,000</b> annually	\$112,000 annually	\$147,000 annually
<ul> <li>Operations Analyst</li> <li>Budget Analyst</li> <li>Forensic Analyst</li> <li>Internal Revenue Officer</li> <li>Civil Rights Analyst</li> <li>Policy Analyst</li> </ul>	<ul> <li>Investment Associate</li> <li>Forecast Planning Manager</li> <li>Sr. Research Analyst</li> <li>Data Analyst</li> <li>Community Development Manager</li> </ul>	<ul> <li>Economics Professor</li> <li>Economic Development Director</li> <li>Program Director</li> <li>Community Development Director</li> <li>Senior Economist</li> </ul>

#### Learn More With O\*Net

Visit O\*Net Online to explore the sample roles in government economics. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.



\*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide, we are providing average starting salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.



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### Skills/Experience Suggested:

- Capacity to analyze and solve complex problems and use mathematical reasoning
- Confident in presenting findings to individuals in different departments
- Knowledge of economic and accounting • principles and practices
- Ability to use critical thinking and judgment skills to make decisions
- Understanding of analytical or scientific software
- Strong communications skills

### Advanced Degrees:

- Master of Arts in Economics
- Master of Public Policy
- Master of Science in Analytics
- Doctorate of Economics

### Industry Research & Tools:

- NABE.com
- Aeaweb.org
- Economist.com
- Fullerton.firsthand.co-Login with your **CSUF** email

### Professional Certifications:

- Certified Business Economist
- Certified Economic Developer
- **Economic Development Finance Professional**
- **Chartered Financial Analyst** •

### Professional Associations:

- National Association for Business Economics
- American Economics Association
- National Economists Club
- Association for Social Economics
- International Economic Development Council
- California Council on Economic Education

#### Campus Resources:

- **Economics Association**
- Titan Capital Management (TCM)
- Center for Economic Education (SGMH 3230)
- Department of Economics (SGMH 3313)

### Job & Internship Search Sites:

- USAJobs.gov
- GovernmentJobs.com
- SCPPA.org/page/Internship-Program
- Indeed.com
- Fullerton.joinhandshake.com
- Titan Connection



About this guide: This resource guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or recommendations from an advisor. All creative content rights belong to and shall be the sole and exclusive property of Business Career Services. Unauthorized use for external purposes, modifications, and/or duplications of this material without permission from Business Career Services is prohibited.

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