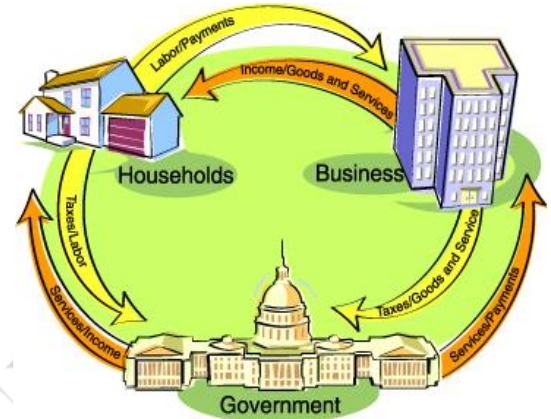


Economics – Private / Corporate

Economists analyze social and individual behaviors based on available incentives and disincentives. Using a cost-benefit approach, they often evaluate data related to national, international, or micro-level institutions and individuals. Economists must understand past trends, interpret data, and make policy predictions in order to assist an organization with important decision-making. Many corporations require the skills of macroeconomists for projecting customer demand or product sales of their clients' firm and their competitors to maximize profit. These economists also review new legislation, like minimum wage requirements or tariffs to analyze how it will affect their clients. Multi-national companies with satellite branches in different locations might also have economists assess the economy of countries where branches exist or where they are looking to open new branches. Smaller businesses often hire economists as consultants or from research firms to identify consumer preferences, links between health and economic well-being, and how people can maximize savings for retirement.



Source: Bureau of Labor Statistics

Average Salary & Trajectory*

Entry-Level

\$80,000 annually

- Market Research Analyst
- Cost Analyst
- Compensation Analyst
- Risk Analyst
- Loss Control Specialist
- Actuary
- Acquisitions Analyst

Mid-Level

\$123,000 annually

- Senior Compensation Analyst
- Senior Financial Analyst
- Corporate Operations Manager
- Compensation Manager
- Forecast Planning Manager (Private)
- Loss Control Manager
- Credit Risk Manager

Senior-Level

\$185,000 annually

- Senior Economist
- Director of Finance
- Research and Development Director

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.

01

Visit O*Net Online at www.onetonline.org

02

Refer to the sample job titles listed in the "O*Net Keywords" section below

03

Enter phrase into O*Net's "Occupation Search" to explore sample roles.

O*Net Keywords:

- Forecasting
- Risk Management
- Economics
- Credit Analyst

Roles:

- Acquisitionist
- Branch Manager
- Operations Manager
- Economic Developer

*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.

Economics – Private / Corporate

Skills/Experience Suggested:

- Knowledge of analytical or scientific software
- Ability to use critical thinking and judgment skills to make decisions
- Capacity to analyze and solve complex problems and use mathematical reasoning
- Strong communication skills
- Understanding of databases, information retrieval, and research

Advanced Degrees:

- Master of Art in Economics
- Master of Applied Economics
- Doctorate of Economics

Professional Certifications:

- Certified Business Economist
- Certified Economic Developer
- Economic Development Finance Professional

Professional Associations:

- American Economics Association
- National Association for Business Economics
- 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)

Industry Research & Tools:

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

Job & Internship Search Sites:

- Titan Connection
- Fullerton.joinhandshake.com
- EconJobsNABE.CareerWebsite.com
- Econ-Jobs.com
- Indeed.com
- Fullerton.firsthand.co

Employers Hiring CSUF Business Graduates:

**WELLS
FARGO**



IRVINE COMPANY
OFFICE PROPERTIES

Sprint

**Goldman
Sachs**

Ventura Foods

UnitedHealthcare