

# Management

**SPEARS SCHOOL OF BUSINESS OKLAHOMA STATE UNIVERSITY**

Undergraduate Program | Bachelor of Science in Business Administration

## Internship Spotlight



### Reggie Gossett's Story

GRADUATION DATE **December 2010**

MAJOR **Marketing and Management with a Sports Management Option**

JOB TITLE **Sports Management Intern, College World Series, Omaha, Nebraska**

Reggie Gossett has always had a passion for sports, and he spent much of his early life practicing and playing everything from baseball to basketball to golf. But when his playing career ended, Reggie missed the world of sports so much that he changed his major from graphic design to marketing and management with a sports management option.

“Once I learned about the program here at OSU, I never considered transferring schools to study sports management,” Reggie said.

Now, Reggie said he is really glad he made this decision. He just completed an internship for the College World Series in Omaha, Neb. In his position, Reggie was responsible for coordinating events such as the ESPN VIP dinner, corresponding with more than 2,500 season ticket holders for the CWS, communicating daily with fans who have questions about the CWS, and writing and editing copy for the CWS.

“I think the part of my internship that I enjoyed most was simply attending meetings,” Reggie said. “Although I did not get to make any major decisions as an intern, I got to be present when major decisions were made. This gave me great insight into the inner working of sports and collegiate athletics.”

To students who are thinking about pursuing a similar path, Reggie said he recommends getting as many internships as possible. Throughout his college career, Reggie interned with the OSU P.O.S.S.E. office, the OSU Athletics Marketing office and the Palm Springs POWER baseball organization in California.

“The last thing I would like to share with prospective students is that they can maximize their collegiate career with the power of networking,” Reggie said. “OSU’s sports management network is rapidly growing, and networking is also the main focus of the Sports Management Club on campus, which gives sports management students the opportunity to network with peers and influential figures in the sports management industry. Through these networking opportunities, many of my peers have found great jobs working in different areas of sports management around the country. Networking can undoubtedly help you land internships and jobs in the future.”

If you think you would like to do something like this in *your* future, then maybe management is the right major for you!

## Why management?

If you want to pursue a leadership role with a business or nonprofit organization, a major in management from the Spears School of Business at OSU would be perfect for you. It will offer you dynamic, exciting possibilities, practical applications and relevant theories so you can learn how to creatively solve problems.

In your 120 hours of coursework, you will learn how to understand leadership dynamics, strategic management, organizational behavior, allocate resources, plan courses of action and build management systems. If you choose to major in management, you will have the option of pursuing a general management degree or adding a human resource management option or a sports management option.

## Internships

The Spears School encourages participation in internship opportunities prior to graduation to gain work experience, improve your competitiveness in the labor market, and discover through real world experience whether the career you are pursuing is a good fit. One of the best places you can find internships and begin interacting with employers is through the OSU Career Services website, [hireosugrads.com](http://hireosugrads.com).

## Student organizations

The Department of Management is the home of the Human Resources Management Association (HRMA) and the Sports Management Club. The HRMA helps members gain the knowledge, skills and experience necessary to successfully transition into a human resource or management position. The Sports Management Club focuses on helping students gain important business management skills and learn about the unique nature of sports organizations.

## Study abroad/travel programs

The Center for Executive and Professional Development in the Spears School provides a number of short-term, study abroad and travel programs to expose you to different cultures, experiences, and business views. Courses within these programs are designed specifically for the setting within which the travel experience takes place and allow you to advance your academic and professional education.



### Department of Management

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# Career Spotlight



## Emily Cole's story

GRADUATION DATE **May 2011**

MAJOR **Management and Entrepreneurship**

JOB TITLE **Transportation Procurement Coordinator, ConocoPhillips, Houston, Texas**

**H**ave you ever dreamed of being the leader of a team? Do you think you would enjoy a work environment requiring a variety of skills? Could you picture yourself making decisions that could help others? Then perhaps a degree in management is the perfect choice for you.

It was certainly the ideal major for Emily Cole, a May 2011 graduate from the Spears School of Business's Department of Management.

"I chose management because I knew the skills attained through those types of classes would prepare me to take advantage of any opportunity that came along," Emily said.

"I enjoy trying new things and working in different positions, so I wanted a major that would allow me to move around and impact different parts of an organization.

My degree in management allowed me to do just that!"

Emily is now working as the transportation procurement coordinator for ConocoPhillips in Houston, Texas. She is responsible for negotiating bids with contractors for projects whose costs total anywhere from \$100,000 to \$50 million. Her division includes Texas, New Mexico, Oklahoma, Colorado, Kansas, Nebraska, Wyoming and South Dakota.

Emily attributes much of her success to her degree in management and her experiences at Oklahoma State University. Emily said her study abroad trip, her involvement in student organizations and her internship really helped give her the initiative and the leadership, communication and professional skills she needed to succeed.

"My goal for my time at OSU was just to leave the university a better person than I was when I came there," Emily said. "OSU has taught me so much and prepared me to succeed in the real world, so the least I could do was give back to the university that has helped shape who I am today."

To prospective students, Emily recommends capitalizing on every opportunity OSU and the Spears School have to offer. During her time at OSU, Emily was heavily involved in her sorority, Pi Beta Phi, as well as the Student Alumni Board, the Blue Key Honor Society, the Business Student Council, the Order of Omega, the University Student Honors Council and the Business Scholar Leader Program. For her hard work, excellent academic record and community and campus involvement, Emily was selected as a Spears School Outstanding Senior, an OSU Senior of Significance and an OSU Outstanding Senior.

"I feel so incredibly blessed to have achieved so much this early in my life," Emily said.

"I'd suggest that new students should get involved in whatever they enjoy and should put themselves out there. Take advantage of every opportunity that comes your way because you only get this time in your life once!"

If Emily's career and life-altering experiences at the Spears School sound exciting to you, contact the Department of Management today!

## Scholarships

Each year, the Spears School grants more than 275 individual awards for a total of nearly \$500,000 in scholarships to both undergraduate and graduate students. These numbers continue to grow as donors recognize the value of providing assistance to college students.

## Management career areas

- Account representative
- Bank manager
- Benefits manager
- Branch manager
- Business analyst
- Operations manager
- Credit analyst
- Entertainment agent
- Employment counselor
- Event planner
- Financial advisor
- Hotel manager
- Sales manager
- Compensation Analyst
- Personnel recruiter
- Human resources manager
- Property manager
- Quality control
- Sports marketer
- Facilities manager

## Career resources for management majors

A few helpful Web sites and professional organizations for management students include:

OSU Career Services .....[hireosugrads.com](http://hireosugrads.com)

Careers in Retail ..... [allretailjobs.com](http://allretailjobs.com)

U.S. Bureau of Labor Statistics.....[bls.gov](http://bls.gov)

Management Jobs..... [topusajobs.com](http://topusajobs.com)

Careers in HR Management.....[shrm.org/jobs](http://shrm.org/jobs)

Sports Jobs ..... [teamworkonline.com](http://teamworkonline.com)

Sports Jobs.....[jobmonkey.com/sports](http://jobmonkey.com/sports)

Some helpful business associations include:

National Collegiate Athletic Association.....[ncaa.org](http://ncaa.org)

National Association of Intercollegiate Athletes.....[naia.cstv.com](http://naia.cstv.com)

Society for Human Resource Management.....[shrm.org](http://shrm.org)

The American Society for Training and Development.....[astd.org](http://astd.org)

The U.S. Association for Small Business and Entrepreneurship.....[usasbe.org](http://usasbe.org)

## Spears School of Business Career Services

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