## Business Area

(A minor in business would be helpful)

<table>
<thead>
<tr>
<th>Advertising trainee</th>
<th>Insurance agent</th>
<th>Personnel worker/administrator</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative assistant</td>
<td>Job analyst</td>
<td>Public information officer</td>
</tr>
<tr>
<td>Advertising agent</td>
<td>Loan officer</td>
<td>Public relations</td>
</tr>
<tr>
<td>Airline reservations clerk</td>
<td>Management trainee</td>
<td>Sales representative</td>
</tr>
<tr>
<td>Claims specialist</td>
<td>Marketing representative</td>
<td>Small business owner</td>
</tr>
<tr>
<td>Customer relations</td>
<td>Marketing researcher</td>
<td>Store manager</td>
</tr>
<tr>
<td>Employee counselor</td>
<td>Media buyer</td>
<td>Staff training and development</td>
</tr>
<tr>
<td>Employment counselor</td>
<td>Occupational analyst</td>
<td>Warehouse manager</td>
</tr>
</tbody>
</table>

## Mental Health/Social Services Area

(A minor in family and child studies, justice studies, health and aging studies, or sociology would be helpful)

<table>
<thead>
<tr>
<th>Behavior analyst</th>
<th>Director of volunteer services</th>
<th>Probation/parole officer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Case worker</td>
<td>Drug/substance abuse counselor</td>
<td>Program manager</td>
</tr>
<tr>
<td>Child protection worker</td>
<td>Employment counselor</td>
<td>Rehabilitation advisor</td>
</tr>
<tr>
<td>Corrections officer</td>
<td>Family service worker</td>
<td>Residential youth counselor</td>
</tr>
<tr>
<td>Counselor aide</td>
<td>Group home coordinator</td>
<td>Social service director</td>
</tr>
<tr>
<td>Day care center supervisor</td>
<td>Mental retardation unit manager</td>
<td>Veterans' advisor</td>
</tr>
</tbody>
</table>

## Other Positions

(Various other minors may be helpful when combined with psychology in these fields)

<table>
<thead>
<tr>
<th>Affirmative action officer</th>
<th>Community relations officer</th>
<th>Hospital patient service representative</th>
</tr>
</thead>
<tbody>
<tr>
<td>Child care worker</td>
<td>Congressional aide</td>
<td>Newspaper reporter</td>
</tr>
<tr>
<td>College admissions counselor</td>
<td>Director of alumni relations (college)</td>
<td>Park and recreation director</td>
</tr>
<tr>
<td>College admissions recruiter</td>
<td>Director of fund raising (college)</td>
<td>Statistical assistant</td>
</tr>
<tr>
<td>Community recreation worker</td>
<td>Fast food restaurant manager</td>
<td>Technical writer</td>
</tr>
</tbody>
</table>
You Can Get A Job With A BA in Psychology!
by Michael B. Brown, Ph.D.
Professor of Psychology at East Carolina University

Careers with a BA degree are generally in one of three broad areas:
- Human Services
- Business/Industry
- Research

Human Services positions may allow you to work directly with people in a structured therapeutic setting, usually under the supervision of others with more education and experience. While positions are likely to increase in the future, salaries and opportunities for advancement tend to be limited. You can move up into administrative and managerial positions in some agencies, which will increase your salary. When you are looking for these positions you will rarely find them listed as psychologist or under psychology. Try the position names listed in the box above. Potential employers that include state and local mental health services, mental retardation and developmental disabilities services, substance abuse programs, departments of social services, retirement centers, crisis intervention programs, shelters, and social services organizations. The state job service and governmental employment center may be helpful.

In the Business area psychology majors may hold positions that assist others in the performance of a psychology related field (such as training or personnel). You may find positions in management training programs which are typically offered by larger corporations and can lead to management positions. The job with the most independence and highest potential earnings is in sales. Remember, managers and salespeople are people who use an understanding of people (psychology?) everyday to do their jobs. Potential employers include state and local government, banks, finance and insurance agencies, manufacturing, service agencies, and temporary employment agencies.

In Research related areas you can apply what you have learned about research, such as observation, data collection, library research, and statistical analysis. These positions are available in private, corporate or governmental agencies whose major goal is research. You might become a research assistant or market interviewer you can put your skills to work under the supervision of a more senior researcher.