

# Economics

## Introduction

In broad terms, economics is the study of mankind's efforts to obtain the goods and services required for survival, for reasonable comfort and, when possible, for affluence. It thus concerns itself with all the problems associated with society's struggle to survive and prosper in a world possessing limited productive resources coupled with seemingly unlimited human desires. Every individual must make economic decisions, and economic forces and government economic policies have a continuous impact on our lives. The economics program at Guilford College is designed to contribute to a liberal arts education in three ways. First, it combines scientific analysis with a historical and global perspective, providing a deeper understanding of the complex forces at work in the world. Second, it provides rigorous training in analytical thinking, problem solving, designing and carrying out fruitful research projects, and effectively communicating results both orally and in writing. All of these skills prepare students to perform well in a wide variety of careers. Third, it clarifies issues of human values and perspectives, addressing concerns that lie at the heart of every issue of public policy, thereby preparing students to become more effective and well-rounded citizens.

Economics majors seeking employment immediately after college generally choose jobs in management, insurance, real estate, financial analysis, computing systems, consulting, banking, sales and public administration. Majors may also choose to enroll in graduate programs in law, economics, business administration, urban affairs, public administration, or international relations. As the economics major teaches widely applicable skills that are assets in any industry, there is no one, set path for majors after graduation.

[Guilford Catalog Information](#)

## Related Career Titles for Economics Majors

Financial Analyst	Financial Planner/Analyst
Management Trainee	Financial Reporter
Economic Analyst	Government Administrator
Trade Specialist	Appraiser
Credit Analyst	Buyer
Trust Officer	City Manager
Marketing Manager	Foreign Service Officer
Economist	Internal Revenue Agent
Managing Consultant	Sales Representative
Investment Banker	Stockbroker
Controller	Underwriter
Market Researcher	Healthcare Administrator
Actuary	Hospitality Manager
Auditor	Industrial Economist
Bank Officer	Industrial Transportation Specialist
Bond Trader	Industrial/Institutional Buyer
Business Forecaster	Institutional Research Director
Business Manager	Insurance Salesperson
Chamber of Commerce Analyst	Intelligence Agent
Commodities Trader	International Trade Specialist
Commodity—Industry Analyst	Journalist
Compensation/Benefits Administrator	Labor Economist
Consultant	Labor Relations Specialist
Consumer Affairs Director	Lawyer
Consumer Goods Manufacturers Representative	Litigation Specialist
Cost Analyst	Management Consultant/Analyst
Credit Analyst/Loan Officer	Marketing Research Analyst
Demographer	Politician
Efficiency Expert	Populations Studies Analyst
Entrepreneur	Property Manager
Estate Planner	Public Administrator/Manager
Financial Economist	Purser
Financial Officer	Real Estate Agent/Broker

Retail Sales Manager  
Securities Salesperson/Broker  
Securities Trader  
Statistician  
Teacher  
Technical Writer  
Transportation Specialist

Treasury Management Specialist  
Underwriter  
Urban/Regional Planner  
Wage and Salary Administrator  
Public Utilities Manager  
Information Specialist

## Related Major Skills

- ❑ Ability to prepare and write reports
- ❑ Strong background in economic theory
- ❑ Fondness for research and detail
- ❑ Knowledge of statistical procedures
- ❑ Ability to solve problems
- ❑ Aptitude for accurate details
- ❑ Investigative skills
- ❑ Ability to collect and organize data
- ❑ Explain complex theories and concepts
- ❑ Interest in economic and fiscal trends
- ❑ Ability to make sound predictions
- ❑ Computer literacy
- ❑ Critical thinking
- ❑ Ability to give advice on business

## Related Web Sites

### Job Listings/Job Search

EconJobs <http://www.econjobs.com/>  
American Economic Association's Job Openings for Economists <http://www.eco.utexas.edu/joe/>  
MonsterTrak <http://www.monstertrak.com/>  
Careers in Business <http://www.careers-in-business.com/>  
Economics Research Network Job Listings <http://www.ssrn.com/update/ern/index.html>

### Career Planning and Information

Dickinson College Economics Careers Links <http://www.dickinson.edu/external/departments/career/archive/economicweb.html>  
Virginia Tech's Economics Career Advising Page <http://ball.econ.vt.edu/careers.html>  
North American Universities with Economics PhD Programs [http://www.albany.edu/econ/eco\\_phds.html](http://www.albany.edu/econ/eco_phds.html)  
Grinnell College Economics Information <http://web.grinnell.edu/careerdevelopment/makingchoices/econ.html>  
Resources for Economists on the Internet <http://rfe.wustl.edu/EconFAQ.html>  
Careers in Business <http://www.careers-in-business.com/>  
Economics Career System <http://www.mhhe.com/economics/career.mhtml>

### Organizations and Associations

American Economic Association <http://www.vanderbilt.edu/AEA>  
National Association for Business Economics <http://www.nabe.com/>  
American Agricultural Economics Association <http://www.aaea.org/>  
Marketing Research Association <http://www.mra-net.org/>  
Association for Social Economics <http://www.socialeconomics.org/>  
American Real Estate and Urban Economics Association <http://www.areuea.org/>  
Southern Agricultural Economics Association <http://www.ag.auburn.edu/saea/>  
Economic History Association <http://cs.muohio.edu/EHA/>  
Association for Evolutionary Economics <http://www.orgs.bucknell.edu/afee/>  
National Association of Economic Educators <http://ecedweb.unomaha.edu/naee.htm>  
National Association for County Community and Economic Development <http://www.nacced.org/>  
National Congress for Community Economic Development <http://www.ncced.org/>  
North Carolina Bankers Association <http://www.ncbankers.org/>  
Research Triangle Institute (RTP, NC) <http://www.rti.org/>  
National Council on Economic Education <http://www.ncee.net/>  
American Economic Development Council <http://www.aedc.org/>

## Miscellaneous Resources

Guilford College Economics Department <http://www.guilford.edu/original/academic/econ/>

IDEAS—Largest economics bibliographic database on the Internet <http://ideas.uqam.ca/>

The Forbes Group <http://www.forbesgroup.com/>

FindLaw's Law and Economics Resources <http://lawecon.lp.findlaw.com/>

Research Triangle Regional Partnership <http://www.researchtriangle.org/>