

Career Guide: Organizational Psychology & Management

This list is not inclusive of every possible career for Psychology students. It is also possible that certain careers are listed on multiple career guides.

Descriptions Used in the Resource

Each career is followed by a set of hotlinks to a variety of online sources that provide users with answers to the following questions.

1. What knowledge, skills, abilities, tools, and technologies are required in this career?
2. What do workers actually do in this career and under what conditions do they carry out these duties?
3. What types of job training or education are required to enter this career?
4. What interests, values, and characteristics do workers in this career possess?
5. How much money do people employed in this career earn?
6. How many people are employed in this career, and what is the projected need for it in the future?
7. What other occupations are related to this career?

Each hotlink is labeled using one of the following:

- **OOH and O*NET:** government websites that enable visitors to explore careers
- **Wild Card:** a nongovernmental website that enables visitors to explore careers
- **Video:** a YouTube or other online visual media source created to enable site visitors to explore careers, some of which feature “a day in the life” of a person employed in a particular career
- **Interview:** a transcribed interview with a person employed in a particular career

An Explanation of O*NET

This description of O*NET is taken from its website (National Center for O*NET Development, 2015, ¶ 1). The O*NET program is the nation's primary source of occupational information. Central to the project is the O*NET database, containing information on hundreds of standardized and occupation-specific descriptors. The database, which is available to the public at no cost, is continually updated by surveying a broad range of workers from each occupation. Information from this database forms the heart of O*NET OnLine, an interactive application for exploring and searching occupations. The database also provides the basis for our Career Exploration Tools, a set of valuable assessment instruments for workers and students looking to find or change careers. Go to <http://www.onetonline.org> to explore this amazing source of career information.

Career Level: Bachelor's Degree

Advertising Sales Representative / Agent / Executive ([O*NET](#) * [OOH](#) * [Video](#))

Assistant Bank Manager ([O*NET](#))

Benefits Manager ([O*NET](#))

Claims Supervisor ([O*NET](#))

Customer Service Representative ([O*NET](#) * [OOH](#))

Customer Service Representative Supervisor ([O*NET](#) * [Video](#))

Department Manager ([O*NET](#) * [Video](#))

Disability Policy Worker ([Wild Card](#))

Disability Case Manager ([Video](#))

Disability Support Worker ([Wild Card](#) * [Video](#))

Adapted from “An Online Career-Exploration Resource for Psychology Majors” by D.C. Appleby at Indiana University—Purdue University Indianapolis, Office of Teaching Resources in Psychology. Copyright 2016 by D.C. Appleby.

Employee Health Maintenance Program Specialist ([O*NET](#) * [Wild Card](#))
Employee Relations Specialist ([DOT](#) * [Wild Card](#))
Employment Interviewer ([O*NET](#))
Financial Advisor ([O*NET](#) * [OOH](#) * [Video](#))
Fund Raiser ([O*NET](#))
General Operations Manager ([O*NET](#) * [Video](#))
Human Resource Advisor ([Wild Card](#) * [Video](#))
Job Analyst ([O*NET](#) * [Wild Card](#))
Labor Relations Manager ([DOT](#) * [Wild Card](#) * [Wild Card](#))
Labor Relations Specialist ([O*NET](#) * [OOH](#) * [Video](#))
Loan Counselor ([O*NET](#) * [Video](#))
Loan Officer ([O*NET](#) * [OOH](#) * [Video](#))
Loss Prevention Manager ([O*NET](#) * [Video](#))
Management Analyst ([O*NET](#) * [OOH](#) * [Video](#))
Market Research Analyst ([O*NET](#) * [Video](#))
Medical and Health Services Manager ([O*NET](#) * [OOH](#) * [Wild Card](#) * [Video](#))
Media Buyer ([O*NET](#))
Occupational Analyst ([O*NET](#))
Personnel Recruiter ([Video](#))
Pharmaceutical Sales Representative ([Wild Card](#))
Public Relations Representative ([O*NET](#))
Purchasing Agent ([O*NET](#))
Realtor or Real Estate Agent ([O*NET](#) * [OOH](#) * [Video](#))
Realtor or Real Estate Broker ([O*NET](#) * [OOH](#) * [Video](#))
Retail Salesperson ([O*NET](#) * [OOH](#) * [Video](#))
Sales Representative ([O*NET](#))
Training and Development Manager ([O*NET](#) * [OOH](#) * [Wild Card](#) * [Video](#))
Training and Development Specialist ([O*NET](#) * [OOH](#))

Career Level: Master's Degree

Career, Employment, or Vocational Counselor ([DOT](#) * [O*NET](#) * [Wild Card](#))
Consumer Psychologist ([Wild Card](#) * [Wild Card](#) * [Interview](#) * [Video](#))
Executive Coach or Public Relations Counselor ([Wild Card](#) * [Wild Card](#) * [Interview](#))
Industrial / Organizational Psychologist ([O*NET](#) * [Wild Card](#) * [Interview](#))
Organizational Development Specialist / Professional / Consultant ([Wild Card](#))