

SAFHS Career Guide: Companion to the Kuder Career Survey



Introduction

The School of Agriculture, Fisheries and Human Sciences (SAFHS) offers academic programs in the Departments of Agriculture, Aquaculture/Fisheries and Human Sciences, as well as an interdisciplinary program in regulatory science within the Department of Agriculture.

SAFHS academic programs provide educational and professional opportunities that prepare students for careers and graduate education, encourage constructive citizenship, and develop leadership skills and potential.

Students can use their Kuder survey results and the information provided here to identify programs of study within SAFHS that will prepare them for their chosen career pathways. Many programs of study in SAFHS are interdisciplinary, meaning that knowledge and skills gained in a degree program are applicable to multiple career clusters and pathways. This is a valuable program feature that makes graduates of these programs more employable.

This document is organized by **Career Clusters**, **Career Pathways**, relevant **SAFHS Programs of Study** and some selected **Careers**. Some job titles may require additional education and training above the bachelor's degree. Each job title includes a *median annual salary and job openings 2010-2020*.

The **Career Clusters** related to degree programs in SAFHS are:

- *Agriculture, Food and National Resources*
- *Arts, Audio-Video Technology and Communication*
- *Business Management and Administration*
- *Education and Training*
- *Finance*
- *Government and Public Administration*
- *Health Science*
- *Hospitality and Tourism*
- *Human Services*
- *Marketing*

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KUDER CAREER CLUSTERS AND PATHWAYS



Career Cluster: Agriculture, Food and Natural Resources

The production, processing, marketing, distribution, financing, and development of agricultural commodities and resources including food, fiber, wood products, natural resources, horticulture, and other plant and animal products and resources.

Career Pathway: Agribusiness Systems

Agribusiness Systems workers use technology to coordinate activities that contribute to production, processing, marketing, distribution, financing and development of agricultural commodities.

SAFHS PROGRAMS and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Farm, Ranch or Agricultural Managers	\$64,660	234,500
• Agricultural/Environmental Economists	\$90,550	5,800
• Sales Agents and Financial Service	\$72,060	133,700
• Buyer and Purchasing Agents-Farm Products	\$55,860	3,200
 <u>Plant and Soil Science and Animal Science</u>		
• Crop and Livestock Managers	\$64,600	234,500
• Sales Agents	\$72,060	133,700
• Buyers and Purchasing Agents-Farm Products	\$55,860	3,200
 <u>Fisheries Biology</u>		
• Aquacultural Managers	\$64,600	234,500
• Aquaculture Marketing Specialists	\$60,250	191,800
• Hatchery Managers	\$60,700	234,000

Career Pathway: Animal Systems

People who work in the Animal Systems Pathway develop better, more efficient ways of producing and processing meat, poultry, eggs and dairy products. They study genetics, nutrition, reproduction, growth and development of farm animals. Some individuals inspect and grade livestock, food products, purchase livestock or work in technical sales or marketing.

SAFHS PROGRAMS and CAREERS

<u>Animal Science</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Livestock Managers	\$64,600	234,500
• Farm and Ranch Managers	\$64,900	234,500
• Animal Nutritionists	\$61,230	1,800
• Veterinarians	\$82,900	34,200
 <u>Fisheries Biology</u>		
• Aquaculture Managers	\$64,660	234,500
• Fisheries Biologists	\$59,330	36,900
• Fish Nutritionists	\$54,470	35,400
• Game and Fish Wardens	\$50,070	2,200

Career Pathway: Environmental Service Systems

Environmental Service Systems workers are involved in pollution control, recycling, waste disposal and public health. They conduct hazardous-waste management studies, analysis and research environmental projects.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Plant and Soil Science</u>		
• Soil or Plant Scientists	\$58,940	8,600
• Precision Agricultural Technicians	\$43,120	33,500
• Weed Scientists/Soil and Plant Scientists	\$58,940	8,600
• Ecologists	\$62,920	43,200
<u>Regulatory Science</u>		
• Conservation Biologists	\$59,530	4,000
• Agricultural Inspectors	\$41,390	6,000
• Environmental Compliance Inspectors	\$60,740	58,600
• Natural Resource Policy Specialists	\$59,530	4,000
• Watershed Coordinators	\$59,530	4,000
• Waste Treatment Operators	\$41,780	41,500
<u>Fisheries Biology</u>		
• Natural Resource Policy Specialists	\$59,530	4,000
• Extension Agents/Specialists	\$59,530	4,000
• Fisheries Biologists	\$57,520	36,900

Career Pathway: Food Products and Processing Systems

People who work in the Food Products and Processing Pathway discover new food sources, analyze food content and develop ways to process, preserve and package or store food according to industry and government regulations. They create new food products to meet consumer needs and inspect food-processing areas to ensure that sanitation, safety, quality and waste management standards are met.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Regulatory Science</u>		
• Food Scientists	\$58,340	6,800
• Food Science Technicians	\$33,550	8,700
• Regulatory Affairs Specialists	\$60,740	58,600
<u>Nutrition and Dietetics</u>		
• Nutritionists	\$53,250	35,400
• Dietetic Technicians	\$34,168	8,100
• Product and Recipes Development Technologists	\$58,340	6,800
• Food Safety Inspectors	\$58,300	6,800
<u>Food Service and Restaurant Management</u>		
• Food Service and Beverage Managers	\$51,751	310,000
• Food Safety Inspectors	\$33,030	33,300

Career Pathway: Natural Resources Systems

People who work in the Natural Resource Systems Pathway help develop, maintain and manage the forest and natural environment. The catching and trapping various types of marine life for human consumption, animal feed, bait and other uses. Forest and rangelands supply wood products, livestock forage, minerals and water; serve as sites for recreational activities; and provide habitats for wildlife. Conservation scientists and foresters manage, develop, use and help protect these and other natural resources.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Plant and Soil Science</u>		
• Plant and Soil Scientists/Agronomists	\$58,940	8,600
• Soil and Water Conservationists	\$59,530	4,000
• Nursery/Greenhouse Managers	\$64,600	234,500
• Natural Resource Specialists	\$59,530	4,000
<u>Regulatory Science</u>		
• Conservation Scientists	\$59,530	4,000
• Soil or Water Conservationists	\$59,530	4,000
• Agricultural Inspectors	\$41,390	6,000
• Environmental Compliance Inspectors	\$60,740	58,600
• Environmental Science and Protection Technicians	\$62,920	43,200
• Watershed Managers	\$59,530	4,000
• Environmental Scientists	\$61,700	43,200
• Natural Resources Specialists	\$59,530	4,000
<u>Fisheries Biology</u>		
• Fish and Game Wardens	\$50,070	2,200
• Aquacultural Managers	\$64,660	234,500
• Marine Scientists	\$59,330	36,900
• Wildlife Biologists	\$59,330	36,900
• Natural Resource Specialists	\$59,530	4,000

Career Pathway: Plant Systems

People who work in the Plant Systems Pathway study plants and their growth, help the producers of food, feed and fiber crops continue to feed a growing population while conserving natural resources and maintaining the environment. Individuals develop improvements to the nutritional value of crops and the quality of seeds.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Plant and Soil Science</u>		
• Horticulturists	\$58,940	8,600
• Plant and Soil Scientists/Agronomists	\$58,940	86,000
• Soil and Water Conservationists	\$59,530	4,000
• Weed Scientists	\$58,940	8,600
<u>Fisheries Biology</u>		
• Aquacultural Managers	\$64,660	234,500
• Natural Resource Specialists	\$59,530	4,000
• Extension Agents/Specialists	\$45,430	5,000
• Fisheries Biologists	\$59,330	36,900
<u>Regulatory Science</u>		
• Agricultural Inspectors	\$41,390	6,000
• Import/Export Inspectors	\$41,390	6,000



Career Cluster: Arts, Audio-Video Technology and Communication

Includes designing, producing, exhibiting, performing, writing and publishing multimedia content including visual and performing arts and design, journalism and entertainment services.

Career Pathway: Journalism and Broadcasting

People who work in this group gather information and write news stories for the public that is distributed by print media, radio and TV.

SAFHS PROGRAMS and CAREERS

<u>Agriculture Education</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Agriculture Extension Communicators	\$45,430	500,000
• Agricultural Copy Writers	\$55,870	47,600
• Public Relation Specialists	\$53,190	127,200

Career Pathway: Visual Arts

Visual arts professionals create works of art, using oils, watercolors, photography, plaster, clay or computer software. Some create images and designs requested by customers to be used in their products or marketing pieces such as fashions, accessories and home furnishings.

SAFHS PROGRAMS and CAREERS

<u>Merchandising, Textiles and Design</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Fashion Designers	\$64,690	6,700
• Interior Designers	\$47,620	28,400
• Fashion Exhibit Designers	\$48,480	4,800



Career Cluster: Business Management and Administration

Encompasses planning, organizing, directing and evaluating business functions essential to efficient and productive business operations. Opportunities are available in every sector of the economy.

Career Pathway: General Management Systems

General Management focuses on careers that plan, organize, direct and evaluate all or part of a business organization through the allocation and use of financial, human and material resources.

SAFHS PROGRAMS and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Sales Representatives	\$53,540	559,900
• Purchasing Managers	\$97,130	25,600
• Market Research Analysts	\$60,250	191,800
• Management Analysts	\$78,490	274,300
• Cost Estimators	\$58,460	103,000
<u>Fisheries Biology</u>		
• Market Research Analysts	\$60,250	191,800
• Survey Researchers	\$40,150	9,900
• Cost Estimators	\$58,460	103,000

Nutrition and Dietetics

• Wellness and Fitness Center Managers	\$76,780	13,600
• Consumer Affairs Specialists	\$58,660	64,800
• Sales Representatives	\$53,540	210,100

Food Service and Restaurant Management

• Food Service and Beverage Managers	\$51,751	59,100
• Restaurant Managers	\$47,968	59,100
• Sales Representatives	\$53,540	270,100
• Purchasing Managers	\$89,726	25,600
• Market Representatives	\$50,500	92,000
• Cost Estimators	\$58,460	103,000

Merchandising, Textiles and Designs

• Sales Representatives	\$53,540	270,100
• Purchasing Managers	\$97,130	25,600
• Market Research Analysts	\$60,250	191,800
• Management Analysts	\$78,490	274,300
• Cost Estimators	\$58,460	103,000

Human Development and Family Studies

• Social and Community Service Managers	\$58,660	64,800
• Human Resource Specialists	\$54,310	165,300

Career Pathway: Human Resources Management Systems

Human Resources Management Pathway focuses on the staffing activities that involve planning, recruitment, selection, orientation, training, performance appraisal, compensation and safety of employees.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agricultural Business/Economics</u>		
• Compensation, Benefits and Job Analysis Specialists	\$57,960	24,000
• Human Resources Managers	\$99,130	26,900
• Training and Development Managers	\$91,740	11,600
<u>Food Service and Restaurant Management</u>		
• Food Service Managers	\$48,110	59,100
• Compensation, Benefits and Job Analysis Specialists	\$57,960	24,000
<u>Merchandising, Textiles and Designs</u>		
• Sales Representatives	\$53,540	270,100
• Purchasing Managers	\$97,130	25,600
• Market Research Analysts	\$60,250	191,800
• Management Analysts	\$78,490	274,300
• Cost Estimators	\$58,460	103,000

Career Pathway: Operations Management Systems

Operations Management Pathway focuses on planning, organizing, coordinating and controlling the resources needed to produce and/or provide a business's goods and/or services. Examples of activities are quality control, scheduling, procurement and warehousing.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agricultural Business/Economics</u>		
• Management Analysts	\$78,490	274,300
• Purchasing Managers	\$97,130	25,600
• Agricultural Inspectors	\$41,600	6,000
<u>Regulatory Science</u>		
• Occupational Health and Safety Inspectors	\$41,390	6,000



Career Cluster: Education and Training

Planning, managing and providing education and training services, and related learning support services to individuals and the community.

Career Pathway: Administration and Administrative Support Systems

Education and training administrators provide direction, leadership and day-to-day management of schools, preschools, daycare centers, colleges, universities, businesses and industries, correctional institutions, museums, and job training and community service organizations.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agriculture Education</u>		
• Education Administrators	\$87,470	89,700
<u>Human Development and Family Studies</u>		
• Education Administrators, Preschool and Child Care Center/Program	\$43,830	33,800
• Fitness and Wellness Coordinators	\$76,730	13,600
<u>Human Sciences Education</u>		
• Education Administrators	\$87,470	89,700
• Education Administrators, Preschool and Child Care Center/Program	\$43,830	33,800

Career Pathway: Professional Support Services Systems

The Professional Support Services Pathway represents highly specialized occupations critical to education and training systems. Counselors, psychologists, social workers, speech-language pathologists and audiologists assist people with personal and family needs, mental health assistance, educational goals and career decision making.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agriculture Education</u>		
• Vocational Education Teachers	\$48,790	586,100
• County Extension Agents	\$45,430	500,000
<u>Nutrition and Dietetics</u>		
• Extension Agents/Specialists	\$59,530	4,000
<u>Human Sciences Education</u>		
• Vocational Education Teachers	\$48,790	586,100
• County Extension Agents	\$45,430	500,000
<u>Human Development and Family Studies</u>		
• Family and Marriage Counselors	\$46,240	22,600
• County Extension Agents	\$45,430	500,000

Career Pathway: Teaching and Training Systems

Teachers and trainers, knowledgeable in their subject, must have the ability to communicate, inspire trust and confidence, and motivate learners while understanding their educational and emotional needs. Teachers must recognize and respond to individual differences in diverse learners and employ methods that results in learner achievement.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agriculture Education</u>		
• Adult Literacy, Remedial Education and GET Teachers	\$47,370	26,000
• Vocational Education Teachers	\$48,790	586,100
• Agricultural Communications Specialists	\$53,190	127,200

Human Sciences Education

• Adult Literacy, Remedial Education and GET Teachers	\$47,370	26,000
• Vocational Education Teachers	\$48,790	586,100
• Family and Consumer Sciences Extension Agents	\$45,430	5,000
• Social and Community Service Managers	\$58,660	64,800



Career Cluster: Finance

Services for financial and investment planning, banking, insurance and business financial management.

Career Pathway: Accounting

Accounting encompasses careers that record, classify, summarize, analyze and communicate financial information and transactions for use in a business's decision-making. Accounting includes bookkeeping, systems design, analysis and interpretation of information.

SAFHS PROGRAM and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Fraud Examiners, Investigators and Analysts	\$59,810	44,900

Career Pathway: Banking Services Systems

The Banking Services Pathway includes cash management, mortgages, credit, investments, loans, credit cards and bill payment. Banking services are delivered in commercial banks, savings and loans associations, credit unions, local banks, insurance companies, brokerage houses and the internet.

SAFHS PROGRAM and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Credit Analysts	\$60,730	25,900
• Fraud Examiners, Investigators and Analysts	\$59,810	44,900

Career Pathway: Business Finance Systems

The business finance function in a company manages policy and strategies for the implementation of capital structure, budgeting, acquisition and investment, financial modeling and planning, funding, dividends and taxation.

SAFHS PROGRAM and CAREER OPTONS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Budget Analysts	\$69,090	19,600
• Financial Analysts	\$75,650	104,200
• Cost Estimators	\$58,460	103,000
• Fraud Examiners, Investigators and Analysts	\$59,810	44,900

Career Pathway: Insurance Systems

The insurance industry, which exists to protect individuals and businesses from financial losses, delivers services that transfer financial risk from an individual or business to an insurance company.

SAFHS PROGRAM and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Insurance Sales Agents	\$47,450	184,400
• Loss and Prevention Managers	\$99,540	249,400
• Risk Management Specialists	\$59,810	44,900

Career Pathways: Securities and Investments Systems

The securities and investments industry includes brokerage firms, investment banks and stock exchanges, all of which support the flow of funds from investors to companies and institutions. Related services include financial planning, asset and hedge funds management, and custody services.

SAFHS PROGRAM and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Budget and Credit Analysts	\$69,090	19,600
• Financial Analysts	\$75,650	104,200
• Financial Managers	\$107,160	142,800
• Loan Counselors	\$38,430	15,200



Career Cluster: Government and Public Administration

Executing government functions of governance; national security; foreign service; planning; revenue and taxation; regulation; management and administration at the local, state and federal levels.

Career Pathway: Public Management and Administration

The Public Management Pathway requires technical skills related to budgeting, personnel management, procurement and knowledge of the regulations and policies that govern public management for the stewardship of public resources.

SAFHS PROGRAM and CAREERS

<u>Regulatory Science</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Social and Community Service Managers	\$58,660	64,800

Career Pathway: Regulation Systems

People who work in the Regulation Pathway possess knowledge about industry, the environment and technology and the related laws, rules and regulatory systems to permit regulators to protect the health and safety of the public and the environment. Regulatory work may include on-site inspections, audits and investigations. Reports, citations, hearings and courtroom trials may be required to enforce regulatory requirements.

SAFHS PROGRAM and CAREERS

<u>Regulatory Science</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Compliance Officers	\$60,740	58,600
• Regulatory Affairs Specialists	\$60,740	58,600
• Environmental Compliance Inspectors	\$60,740	58,600
• Occupational Health and Safety Inspectors	\$66,270	25,700
• Soil and Water Conservationists	\$59,530	4,000



Career Cluster: Health Science

Planning, managing and providing therapeutic services, diagnostic services, health information and support services, and biotechnology research and development to individuals and the community.

Career Pathway: Therapeutic Services Systems

Careers in the Therapeutic Services Pathway focus primarily on changing the health status of individuals. Health professionals work directly with individuals providing care, treatment, counseling and health education information.

SAFHS PROGRAM and CAREERS

<u>Nutrition and Dietetics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Health Educators	\$52,871	36,900
• Nutritionists	\$53,250	35,400
• Registered Dieticians	\$53,250	35,400
• Dietetic Technicians	\$34,168	8,100
• Extension Agents/Specialists	\$59,530	4,000



Career Cluster: Hospitality and Tourism

Encompasses management, marketing and operations of restaurants and other foodservices, lodging, attractions, recreation events and travel related services.

Career Pathway: Restaurants and Food/Beverage Services Systems

Employees working in the Restaurant and Food/Beverage Services Pathway maintain operations and promote guest services in eating and drinking establishments.

SAFHS PROGRAM and CAREERS

<u>Nutrition and Dietetics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Food Safety Inspectors	\$58,340	6,800
<u>Food Service and Restaurant Management</u>		
• Food Service and Beverage Managers	\$57,751	59,100
• Food Science Technicians	\$33,550	8,700
• Food Safety Inspectors	\$58,300	6,800
• Meeting and Convention Planners	\$50,027	45,000

Career Pathway: Travel and Tourism Systems

Employees in the Travel and Tourism Pathway develop, research, package, promote and deliver travelers' experiences. Employees may develop a heritage area for the enjoyment and education of visitors, create guide books, plan trips and events, managing customers' travel plans or oversee a convention center.

SAFHS PROGRAMS and CAREERS

<u>Food Service and Restaurant Management</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Meeting and Convention Planners	\$50,027	45,000
• Food Service and Beverage Managers	\$51,751	59,100
<u>Human Development and Family Studies</u>		
• Social and Community Service Managers	\$58,660	64,800
• Meeting and Convention Planners	\$50,027	45,000



Career Cluster: Human Services

Human Services prepares individuals for employment pathways that relate to families and human needs.

Career Pathway: Consumer Services Systems

People with careers in Consumer Services assist individuals with decisions and problems relating to finance, real estate, insurance and consumer goods.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agricultural Business/Economics</u>		
• Loan Counselors	\$38,430	15,200
• Marketing Representatives	\$30,610	92,000
• Sales Representatives	\$53,540	270,100
• Farm Financial Advisors	\$45,430	5,000
<u>Nutrition and Dietetics</u>		
• Public Affairs Specialists	\$58,660	64,800
• Marketing Representatives	\$30,610	92,000
<u>Fisheries Biology</u>		
• Marketing Representatives	\$30,610	92,000
• Sales Representatives	\$53,540	270,100
• Farm Financial Advisors	\$45,430	5,000
<u>Merchandising, Textiles and Designs</u>		
• Sales Representatives	\$53,540	270,100

Career Pathway: Counseling and Mental Health Services Systems

People working in Counseling and Mental Health Services assist people with personal, family, educational, mental health and career decisions and problems. Care may be provided in hospitals, clinics, schools or private settings.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Nutrition and Dietetics</u>		
• Health Educators	\$52,871	36,900
• Nutritionists	\$53,250	35,400
• Registered Dieticians	\$53,250	35,400
• Dietetic Technicians	\$34,168	8,100
• Fitness and Wellness Managers	\$76,730	13,600
<u>Human Development and Family Studies</u>		
• School or Vocational Counselors	\$54,130	281,000
• Mental Health Behavioral Counselors	\$38,560	41,700
• Marriage and Family Counselors	\$46,240	22,600
• Protective Service Workers	\$31,310	82,000

Career Pathway: Early Childhood Development and Services Systems

People with careers in Early Childhood Development and Services nurture and teach children in childcare centers, nursery schools, preschools, public schools, private households, family childcare homes and before- and after-school programs.

SAFHS PROGRAM and CAREERS

<u>Human Development and Family Studies</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Child, Family and School Social Workers	\$40,680	128,300
• Preschool and Child Care Teachers	\$26,620	457,000
• Preschool and Child Care Center Administrators	\$43,830	64,000

Career Pathway: Family and Community Services System

Employees with careers in Family and Community Services help the homeless, housebound and infirm cope with daily living, counsel troubled and emotionally disturbed individuals, train or retrain the unemployed or underemployed, care for the elderly and the physically and mentally disabled, help the needy obtain financial assistance and solicit contributions for various social services organizations.

SAFHS PROGRAM and CAREERS

<u>Human Development and Family Studies</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Child, Family and School Social Workers	\$40,680	128,300
• Social and Community Service Managers	\$58,660	64,800
• Marriage and Family Counselors	\$46,240	22,600
• Protective Service Workers	\$31,310	82,000



Career Cluster: Marketing

Planning, managing and performing marketing activities to reach the objectives of businesses and industries.

Career Pathway: Marketing Communications Systems

Marketing Communications employees plan, coordinate and implement marketing strategies, advertise and promote and perform public relations activities. These individuals often have high visibility jobs making them prime candidates for advancement.

SAFHS PROGRAMS and CAREERS

<u>Agricultural Business/Economics</u>	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
• Public Relations Specialists	\$53,190	127,200
• Sales Representatives	\$50,630	270,100
<u>Nutrition and Dietetics</u>		
• Public Affairs Specialists	\$58,660	64,800
• Sales Representatives	\$53,540	270,100
• Marketing Representatives	\$30,610	92,000
<u>Fisheries Biology</u>		
• Public Relations Specialists	\$53,190	127,200
• Sales Representatives	\$50,630	270,100
<u>Merchandising, Textiles and Designs</u>		
• Public Relations Specialists	\$53,190	127,200
• Sales Representative	\$50,630	270,100
• Online Merchants	\$64,030	327,200

Career Pathway: Merchandising Systems

Employees in buying and merchandising positions help place products into the hands of the customer by forecasting, planning, buying, displaying, selling and providing customer service.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agricultural Business/Economics</u>		
• Public Relations Specialists	\$53,190	127,200
• Sales Representatives	\$50,630	270,100
<u>Fisheries Biology</u>		
• Public Relations Specialists	\$53,190	127,200
• Sales Representatives	\$50,630	270,100
<u>Food Service and Restaurant Management</u>		
• Food Service and Beverage Managers	\$51,751	59,100
• Food Science Technicians	\$33,550	8,700
• Food Safety Inspectors	\$58,300	6,800
• Meeting and Convention Planners	\$50,027	45,000
<u>Merchandising, Textiles and Designs</u>		
• Public Relations Specialists	\$53,190	127,200
• Sales Representatives	\$50,630	270,100
• Online Merchants	\$64,030	327,200

Career Pathway: Professional Sales Systems

Employees in professional sales transfer goods and services to businesses and individual consumers.

SAFHS PROGRAMS and CAREERS

	<u>Median Salary</u>	<u>Job Openings 2010-2020</u>
<u>Agricultural Business/Economics</u>		
• Appraisers, Real Estate	\$48,870	22,200
• Supervisors/Managers of Non-Retail Sales Workers	\$70,520	123,500
• Marketing Representatives	\$30,610	92,000
• Sales Representatives, Technical and Scientific Products	\$74,750	159,700
<u>Fisheries Biology</u>		
• Supervisors/Managers of Non-Retail Sales Workers	\$70,520	123,500
• Marketing Representatives	\$30,610	92,000
• Sales Representatives, Technical and Scientific Products	\$74,750	159,700
<u>Nutrition and Dietetics</u>		
• Marketing Representatives	\$30,610	92,000
• Sales Representatives	\$53,540	270,100
<u>Food Service and Restaurant Management</u>		
• Food Service and Beverage Managers	\$51,751	59,100
• Food Science Technicians	\$33,550	8,700
• Food Safety Inspectors	\$58,300	6,800
• Meeting and Convention Planners	\$50,027	45,000
<u>Merchandising, Textiles and Designs</u>		
• Interior Designers	\$47,620	28,400
• Meeting and Convention Planners	\$50,027	45,000

Programs of Study

School of Agriculture, Fisheries and Human Sciences

Department of Agriculture

B.S. Degree in Agricultural Sciences with options in:

Agricultural Economics and Agricultural Business

The core curricula of these options include courses in economics, production economics, agricultural finance, cooperatives, agricultural policy, marketing, management, accounting, computer science and other related sciences. Graduates are prepared for careers involving the management of people, products and numbers in various sectors of the industry from food manufacturers to agricultural supply firms to financial lending institutions, service firms and government agencies.

Agricultural Education

Agricultural education is a collaborative interdisciplinary program between SAFHS and the School of Education, administered by the Department of Agriculture. Students are admitted to teacher education in the School of Education and exit the program after completing the curriculum and passing the PRAXIS examinations I and II. Graduates become teachers, Extension agents and Extension communication specialists.

Animal Science

The animal science curriculum provides students with basic knowledge of the science of farm animals including nutrition, physiology, breeding, management and control of diseases and parasites of poultry and livestock. The curriculum points students toward careers in the livestock and poultry industries and related government agencies.

Plant and Soil Science

The curriculum focuses on the study of plants and soils and allows students flexibility through its elective courses to specialize in the focused areas of agronomy or horticulture. Students are prepared for careers in horticulture, agronomy and soil conservation and associated businesses, industries and government agencies.

B.S. Degree in Regulatory Science with options in:

Agriculture, Environmental Biology and Industrial Health and Safety

The SAFHS, in cooperation with the departments of Biology and Industrial Technology, administers the multidisciplinary curriculum in regulatory science with three optional specializations: agriculture science, environmental biology and industrial health and safety. This unique program is the first bachelor's degree curriculum of its kind in the country.

Program graduates are qualified for entry-level positions with federal and state agencies related to regulatory policies and enforcement procedures as required to protect the public's health and safety. Students completing the curriculum are excellent candidates for managerial positions with agencies and private industries seeking applicants with an understanding of and experience in regulations.

Department of Aquaculture/Fisheries

B.S. Degree in Fisheries Biology

The fisheries biology program prepares students in the disciplines of aquaculture, fisheries, aquatic biology, ecology and environmental studies. Graduates have the skills for employment in the aquaculture farming and support industries, in natural fisheries management, aquatic biology, ecology and related environmental studies. Graduates are employed with private, state and federal natural resource businesses or agencies or pursue graduate degrees in aquaculture, fisheries, veterinary science, toxicology, ecology and related sciences.

Department of Human Sciences

B.S. Degree in Human Sciences with options in:

Food Service/Restaurant Management

Students gain knowledge and experience with fundamental foodservice operations and management, including food safety. Graduates seek managerial positions in the hospitality/foodservice industry or pursue graduate study in hospitality/foodservice administration.

Human Development and Family Studies

The human development and family studies program focuses on physical, social and psychological growth and development, and interpersonal relationships in family settings. It prepares students for employment as directors of child development centers, day care teachers, adoption placement agents and caseworkers. Graduates are prepared for careers in child welfare, social services, Cooperative Extension and community service working with families and groups with special needs.

Merchandising, Textiles and Design

The merchandising, textiles and design program includes fundamentals in merchandising, textiles, business, art and design. The curriculum prepares students for management positions in the textiles and apparel industry. Careers as department and store managers, apparel buyers, fashion designers and coordinators, textile researchers and consumer representatives are available.

Nutrition and Dietetics

The nutrition and dietetics curriculum provides students with a solid science background, preparation in basic and clinical nutrition, quantity food production and food service management. The program prepares students for a dietetic internship which must be completed prior to them taking the Registered Dietitian examination. Students who elect not to complete an internship can still maintain employment as nutritionists, food service directors/managers, consumer affairs specialists and recipe developers, state and federal food and nutrition program managers and community advocates.

References

1. USDA/Purdue University Living Science, <http://www.agriculture.purdue.edu/USDA/careers/index.html>
2. O*Net online, www.onetonline.org
3. Bureau of Labor Statistics, www.bls.gov
4. United States Fish and Wildlife Service, www.usfws.gov

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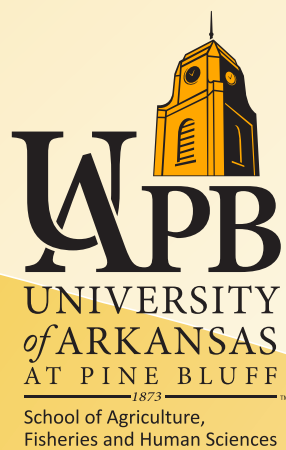
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