The Department of Economics at Sacramento State offers both Undergraduate and Graduate degrees in Economics. Students in the Sac State Economics program benefit from a wide range of unique opportunities: numerous government agencies located in Sacramento are the source for both the supply of, and demand for, Sac State Economics majors.

The Economics major is comprised of 42-45 units: 9-12* lower division units, 15 units of required upper division courses, and 18 units of upper division elective courses. This handbook includes roadmaps for freshmen, sophomores, juniors, and transfer students interested in majoring in Economics. *Math 24 is a new requirement - however, if you take Math 26A or Math 30 - you do not need to take Math 24.

The Economics minor requires 21 units, including a minimum of 12 units of upper division coursework.

Former Sacramento State Economics students are working at all levels of government and in the private sector in finance, real estate, and other professional services. Some are in the teaching profession, K-12 and community colleges, while others have continued their studies toward the Ph.D. For information on career possibilities for Economics majors and minors, please visit www.csus.edu/econ/jobs/index.htm

Visit us at our department office located in Tahoe Hall, room 3028 or online at www.csus.edu/econ.

Last updated: June 2017
## ECONOMICS MAJOR

### THE ECONOMICS CURRICULUM

The B.A. in Economics requires a total of 42-45 units, 9-12 lower division and 33 upper division. Specific requirements are as follows:

#### A. Required Lower Division Courses (9-12 units)

- (3) ECON 1A Introduction to Macroeconomic Analysis
- (3) ECON 1B Introduction to Microeconomic Analysis
- (3) Math 24 - Business Calculus (Not required if you take Math 26A or Math 30).
- (3) STAT 1 Introduction to Statistics

#### B. Required Upper Division Courses (15 units, Minimum grade of "C" required in each course)

- (3) ECON 100A Intermediate Macroeconomic Theory
- (3) ECON 100B Intermediate Microeconomic Theory
- (3) ECON 101 History of Economic Thought or ECON 113 Economic History of the U.S.
- (3) ECON 140 Quantitative Economic Analysis
- (3) ECON 145 Economic Research Methods

#### C. Upper Division Electives (18 units)

- (18) Additional upper division courses in Economics numbered 110 or above

The Economics Major does not require students to choose a specific concentration, but students choose electives based on their interests. Elective courses grouped by career interests and graduate study:

### Careers in Federal, State, or Local Government
- ECON 110: Cost Benefit Analysis
- ECON 114: The California Economy
- ECON 130: Public Finance
- ECON 132: State & Local Government Finance
- ECON 162: Energy Economics
- ECON 170: Public Economics and Regulation
- ECON 180: Urban Economics

### Careers in Banking and Finance
- ECON 135: Money and Banking
- ECON 138: Monetary and Fiscal Policy
- ECON 141: Introduction to Econometrics
- ECON 192: International Finance

### Graduate Study in Economics
- MATH 30: Calculus I (or MATH 26A)
- ECON 135: Money and Banking
- ECON 141: Introduction to Econometrics
- ECON 142: Intro to Mathematical Economics
- Additional advanced courses in Mathematics recommended

### Graduate Study in Law
- ECON 160: Industrial Organization
- ECON 161: Fundamentals of Game Theory
- ECON 170: Public Economics and Regulation

### Graduate Study in Business (MBA)
- MATH 30: Calculus I (or MATH 26A)
- ECON 135: Money and Banking
- ECON 141: Introduction to Econometrics
- ECON 195: Economic Internship

### Graduate Study in Law
- ECON 160: Industrial Organization
- ECON 161: Fundamentals of Game Theory
- ECON 170: Public Economics and Regulation

### Careers in Education (Teaching)
- ECON 112: European Economic History
- ECON 113: Economic History of the U.S.
- ECON 114: The California Economy
- ECON 135: Money and Banking
- ECON 152: Economics of Education
- ECON 189: Economics at the Movies
- ECON 195: Teaching Internship
- ECON 198: Tutoring in Economics

### Graduate Study in Business (MBA)
- MATH 30: Calculus I (or MATH 26A)
- ECON 135: Money and Banking
- ECON 141: Introduction to Econometrics
- ECON 195: Economic Internship

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1. There are some restrictions on which upper division courses may be counted toward the major. Students may only count one of the following courses toward the major: ECON 112, ECON 120, ECON 181, ECON 184, and ECON 189.

2. Students interested in pursuing a graduate degree in Economics or Business should see an advisor early in their academic careers. Most graduate programs require extensive preparatory work in mathematics and statistics prior to admission. For MBA programs, consider supplementing your major in Economics with courses in Finance and Accounting. Most MBA programs require several years of work experience when admitting students.

3. The Department offers a Certificate in Economics Education. Please see the catalog, or contact the Director of the Center for Economic Education for details.
Elective courses grouped by general field of study:

**Economic History/History of Thought**
- ECON 101: History of Economic Thought
- ECON 112: European Economic History
- ECON 113: Economic History of the U.S.
- ECON 114: The California Economy

**Quantitative/Mathematical Analysis**
- ECON 141: Introduction to Econometrics
- ECON 161: Fundamentals of Game Theory

**Environmental and Resource Economics**
- ECON 110: Cost Benefit Analysis
- ECON 120: Econ & Environmental Degradation
- ECON 123: Resource Economics
- ECON 162: Energy Economics

**Macroeconomics/International Economics**
- ECON 135: Money and Banking
- ECON 138: Monetary and Fiscal Policy
- ECON 190: International Trade
- ECON 192: International Finance
- ECON 193: Development Economics

**Government and Public Economics**
- ECON 110: Cost Benefit Analysis
- ECON 130: Public Finance
- ECON 132: State & Local Government Finance
- ECON 162: Energy Economics
- ECON 170: Public Economics and Regulation
- ECON 180: Urban Economics

**Labor and Social Issues**
- ECON 150: Labor Economics
- ECON 152: Economics of Education
- ECON 180: Urban Economics
- ECON 186: Sports Economics

*And/or one of the following:*
- ECON 181: Economics of Racism
- ECON 184: Women and the Economy
- ECON 189: Economics at the Movies

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**ECONOMICS MINOR**

**THE ECONOMICS CURRICULUM**

The minor in Economics requires a total of 21 units including 12 units of upper division coursework in Economics. Specific requirements are as follows:

**Required Lower Division Courses (6 units)**
- (3) ECON 1A Introduction to Macroeconomic Analysis
- (3) ECON 1B Introduction to Microeconomic Analysis

**Elective Courses (15 units)**
- (15) Additional units of which Stat 1 or Math 24 may be counted towards the minor.

See groups of elective courses above to select Economics courses that best complement your major and career interests.

- STAT 1 or Math 24 may be counted toward the minor.
- No more than 3 units of ECON 199 and no more than 6 units from the following courses may be used to meet the Economic Minor requirements: ECON 112, ECON 120, ECON 181, ECON 184, ECON 186, ECON 189.
- ECON 104, ECON 195 and ECON 198 cannot be used to meet the requirements of the Economics minor.

*Only one of these courses may be counted toward the Economics major or minor. See note 1 on the previous page.*
THE ECONOMICS FACULTY

Daniel Burghart, Ph.D., University of Oregon
Assistant Professor
Research Interests: Health Economics, Decision Theory, and Experimental Economics

Katherine Chalmers, Ph.D., Colorado State University
Associate Professor, Faculty Advisor to the Economics Student Association
Research interests: Public Economics, Economic Development, Regional Economics, Feminist Economics

Smile Dube, Ph.D., University of Texas, Austin
Professor

Tim Ford, Ph.D., University of New Hampshire
Associate Professor, Director of the Center for Economic Education

Craig Gallet, Ph.D., Iowa State University
Professor
Research interests: Industrial Organization, Environmental Economics, Econometrics, Applied Microeconomics

Jonathan Kaplan, Ph.D., University of California, Davis
Professor
Research interests: Environmental and Resource Economics, Experimental Economics and Applied Metrics

David Lang, Ph.D., Washington University St. Louis
Professor, Department Chair
Research interests: Labor Economics, Economics of Education, Applied Microeconomics

Herman Li, Ph.D., Penn State University
Assistant Professor
Research interests: Urban Economics, Real Estate, Applied Microeconomics

Suzanne O'Keefe, Ph.D., University of California, Berkeley
Professor
Research interests: Applied Microeconomics, Public Finance, Labor Economics

Mark Siegler, Ph.D., University of California, Davis
Professor
Research interests: Macroeconomics, Monetary Economics, U.S. Economic History

Raul Tadle, Ph.D., University of California, Santa Cruz
Assistant Professor
Research Interests: Monetary Policy, Finance, Financial Textual Analysis, International Finance, International Markets

Kristin Van Gaasbeck, Ph.D., University of California, Davis
Associate Professor, Department Vice-Chair, Internship Coordinator
Research interests: Macroeconomics, Monetary Economics, Time Series Econometrics

Ta-Chen Wang, Ph.D., Stanford University
Professor
Research interests: Economic History, Economic Development

Yan Zhou, Ph.D., University of California, Santa Cruz
Professor
Research interests: International Finance, Open Economy Macroeconomics, Applied Econometrics
THE STUDENT ECONOMICS CLUB

The Student Economics Club is an organization that supports academic achievement and career development activities for economics students at Sac State. Members of the Economics Club can take advantage of educational events such as organized study sessions for Economics classes, field trips to economic institutions, seminars by professionals in Economics, and workshops on career opportunities, internships, and graduate school.

The greatest benefit of membership comes from leadership and organizational skills: students have the opportunity to serve as peer advisors, academic tutors, and role models. Such skills are highly valued by employers and the Economics Club is an excellent venue for building experience in these areas. Please contact Professor Chalmers for more information.

SAMPLE DEGREE SCHEDULES

This section contains roadmaps for the completion of the Economics major. These schedules are only suggestions and students should meet with an advisor to address the specific needs of each individual. Each year, four faculty members serve as Undergraduate Advisors. Please contact the Department of Economics at (916) 278-6223 to schedule an appointment with an advisor.

The University has four general categories of graduation requirements: general education (GE), English composition, and coursework for the major.

**GE Program:** The University requires a total of 51 units of GE coursework, 9 of which must be in upper division courses. These upper division GE courses may not be counted toward the Economics major (or any other major). For example, if a student takes ECON 112 in order to satisfy GE Area C1, the student may not count this class toward the Economics major. Students may count GE coursework toward a minor.

Within these 51 units of General Education, students must satisfy a Race and Ethnicity requirement and a Writing Intensive requirement. The majority of both Race and Ethnicity AND Writing Intensive GE courses are upper division. Courses taken to satisfy these specific requirements may not be counted toward the Economics major. For example, if a student takes ECON 181 to satisfy the Race and Ethnicity GE requirement, this student may not count ECON 181 toward the Economics major. For more details on GE requirements, please see Academic Advising. This office has a GE worksheet for students to complete, available online at http://www.csus.edu/acad/faq/gewksht.pdf.

**Other University Requirements:** The University writing requirements include two courses (ENGL 1A and ENGL 20) and passing the Writing Proficiency Exam (WPE). Note that a passing score on the WPE is a prerequisite for ECON 145.

In addition to the courses listed in the sample schedules below, the University requires 120 units to graduate. **This means that a student must take 5 courses (3 units each) each semester in order to graduate in four years.** Among these 120 units, 40 units must be upper division coursework.

<table>
<thead>
<tr>
<th>Course Type</th>
<th>Units</th>
</tr>
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<tbody>
<tr>
<td>Economics major units</td>
<td>42-45 units</td>
</tr>
<tr>
<td>GE units outside of the Economics major</td>
<td>42 units</td>
</tr>
<tr>
<td>ENGL 20</td>
<td>3 units</td>
</tr>
<tr>
<td>Foreign Language requirement</td>
<td>0-6 units</td>
</tr>
<tr>
<td><strong>Total from above</strong></td>
<td>81-87 units</td>
</tr>
<tr>
<td><strong>Total needed to graduate</strong></td>
<td>120 units</td>
</tr>
<tr>
<td><strong>Total remaining elective units</strong></td>
<td>24-30 units</td>
</tr>
</tbody>
</table>

The remaining 27-33 units of elective coursework may be counted toward a minor or double major.
Freshmen

The roadmap below assumes that students have not yet completed the lower division requirements for the major, or the University’s graduation requirements. It is critical to complete the lower division and upper division core requirements as soon as possible. This general rule applies to GE and English composition courses as well. GE courses are noted below. These are only suggestions for GE Areas, the majority of GE courses can be taken in any order. Major courses are indicated with an asterisk.

8-Semester Roadmap (4 years)

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Fall Semester</th>
<th>Units</th>
<th>Courses</th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>GE/ Oral Communications (Area A1)</td>
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<td>3</td>
<td>*GE/ ECON 1A (Area D1A)</td>
</tr>
<tr>
<td>3</td>
<td>GE/ ENGL 1A (Area A2)</td>
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<td>3</td>
<td>GE/ Critical Thinking (Area A3)</td>
</tr>
<tr>
<td>3</td>
<td>GE/ Math 24 (Area B4)</td>
<td></td>
<td>3</td>
<td>GE/ Science w/o lab (Areas B1 or B2)</td>
</tr>
<tr>
<td>3</td>
<td>GE/ Introduction to the Arts (Area C2)</td>
<td></td>
<td>3</td>
<td>GE/ World Civilizations (Area C1)</td>
</tr>
<tr>
<td>3</td>
<td>GE/ American Institutions (Area D3)</td>
<td></td>
<td>3</td>
<td>GE/ Personal Development (Area E) 15</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sophomore Year

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Fall Semester</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*GE/ ECON 1B (Area D1A)</td>
<td></td>
<td>3</td>
<td>*ECON 100A: Intermediate Macro Theory</td>
</tr>
<tr>
<td>3</td>
<td>*GE/ STAT 1 (Area B4/B5)</td>
<td></td>
<td>3</td>
<td>*ECON Elective 1</td>
</tr>
<tr>
<td>3</td>
<td>ENGL 20: College Composition II</td>
<td></td>
<td>3</td>
<td>GE/ Intro to the Humanities (Area C3)</td>
</tr>
<tr>
<td>3</td>
<td>GE/ Science w/ lab (Areas B1 or B2 and B3)</td>
<td></td>
<td>3</td>
<td>Foreign Language Requirement/Elective</td>
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<tr>
<td>3</td>
<td>Foreign Language Requirement/Elective</td>
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<td>Elective</td>
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Junior Year

<table>
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<tr>
<th>Units</th>
<th>Course</th>
<th>Fall Semester</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*ECON 100B: Intermediate Micro Theory</td>
<td></td>
<td>3</td>
<td>*ECON 140: Quantitative Economic Analysis</td>
</tr>
<tr>
<td>3</td>
<td>*ECON 101: History of Economic Thought</td>
<td></td>
<td>3</td>
<td>*ECON Elective 2</td>
</tr>
<tr>
<td></td>
<td>or ECON 113: Economic History of the U.S.</td>
<td></td>
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<td>*ECON Elective 3</td>
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<tr>
<td>3</td>
<td>GE/ Arts and the Humanities (Area C4)†</td>
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<td>3</td>
<td>GE/ American Institutions (Area D3)†</td>
</tr>
<tr>
<td>3</td>
<td>Elective</td>
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<td>3</td>
<td>Elective</td>
</tr>
<tr>
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<td>Elective</td>
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<td>3</td>
<td>Elective</td>
</tr>
<tr>
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<td></td>
<td>15</td>
<td></td>
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</table>

Senior Year

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Fall Semester</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*ECON Elective 4</td>
<td></td>
<td>3</td>
<td>*ECON 145: Economic Research Methods</td>
</tr>
<tr>
<td>3</td>
<td>*ECON Elective 5</td>
<td></td>
<td>3</td>
<td>*ECON Elective 6</td>
</tr>
<tr>
<td>3</td>
<td>GE/ Major Social Issues (Area D2)†</td>
<td></td>
<td>3</td>
<td>Elective</td>
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<tr>
<td>3</td>
<td>Elective</td>
<td></td>
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<td>Elective</td>
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<tr>
<td>3</td>
<td>Elective</td>
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<td>Elective</td>
</tr>
<tr>
<td></td>
<td></td>
<td>15</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

† Indicates GE Areas students should use to satisfy the 9-unit upper division GE requirement, and the Race and Ethnicity or Writing Intensive requirements.
Sophomores

The roadmap below assumes that students have completed a total of 30 units of coursework, including 24-units of General Education (outside of Areas D1A and B4) and ENGL 1A: College Composition I. In addition to the 42 units needed to complete the Economics major, this leaves the student to complete 27 GE units (9 units of upper division GE), the Writing Intensive and Race and Ethnicity requirements, and ENGL 20: College Composition II.

For students who have completed the lower division requirements for the Economics major, substitute ECON 1A, ECON 1B, and STAT 1 with GE courses outside of areas D1A and B4.

It is critical to complete the lower division and upper division core requirements as soon as possible. This general rule applies to GE and English composition courses as well. GE courses are noted below. These are only suggestions for GE Areas, the majority of GE courses can be taken in any order. Major courses are indicated with an asterisk.

### 6-Semester Roadmap (3 years)

#### Sophomore Year

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*GE/ECON 1A (Area D1A)</td>
<td>3</td>
<td>*GE/ECON 1B (Area D1A)</td>
</tr>
<tr>
<td>3</td>
<td>*GE/STAT 1 (Area B4/B5)</td>
<td>3</td>
<td>*ECON Elective 1</td>
</tr>
<tr>
<td>3</td>
<td>ENGL 20: College Composition II</td>
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<td>GE course</td>
</tr>
<tr>
<td>3</td>
<td>GE course†</td>
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<td>Foreign Language Requirement/Elective</td>
</tr>
<tr>
<td>3</td>
<td>Foreign Language Requirement/Elective</td>
<td></td>
<td>Elective 15</td>
</tr>
</tbody>
</table>

#### Junior Year

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*ECON 100A: Intermediate Macro Theory</td>
<td>3</td>
<td>ECN 100B: Intermediate Micro Theory</td>
</tr>
<tr>
<td>3</td>
<td>*ECON 101: History of Economic Thought or Econ 113: Economic History of the U.S.</td>
<td>3</td>
<td>*ECON 140: Quantitative Economic Analysis</td>
</tr>
<tr>
<td>3</td>
<td>*ECON Elective 1</td>
<td>3</td>
<td>*ECON Elective 2</td>
</tr>
<tr>
<td>3</td>
<td>GE course†</td>
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<td>*ECON Elective 3</td>
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<td>GE course†</td>
</tr>
<tr>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
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</table>

#### Senior Year

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*ECON Elective 4</td>
<td>3</td>
<td>*ECON 145</td>
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<td>3</td>
<td>*ECON Elective 5</td>
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<td>*ECON Elective 6</td>
</tr>
<tr>
<td>3</td>
<td>GE course†</td>
<td>3</td>
<td>Elective</td>
</tr>
<tr>
<td>3</td>
<td>Elective</td>
<td>3</td>
<td>Elective</td>
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<tr>
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<td>Elective</td>
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<tr>
<td>15</td>
<td></td>
<td></td>
<td>15</td>
</tr>
</tbody>
</table>

† Indicates GE Areas students should use to satisfy the 9-unit upper division GE requirement, and the Race and Ethnicity or Writing Intensive requirements.
Transfer Students and Juniors

The roadmap below assumes that students have completed a total of 60 units of University coursework, including 42-units of General Education, the English composition courses (ENGL 1A and ENGL 20), and the lower division courses required in the Economics major. In addition to the remaining 33 upper division units needed to complete the Economics major, this leaves the student to complete 9 units of upper division GE, and the Writing Intensive and Race and Ethnicity requirements.

The schedule shown below assumes that students have completed their lower division requirements. This are designed for transfer students and students who have completed the lower division requirements to satisfy general education requirements or requirements for another major (business). It is critical to complete the upper division core requirements as soon as possible. These courses are prerequisites for ECON 145.

### 4-Semester Roadmap (2 years)

#### Junior Year

<table>
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<tr>
<th>Units</th>
<th>Course</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>*ECON 100A</td>
<td>3</td>
<td>*ECON 100B</td>
</tr>
<tr>
<td>3</td>
<td>*ECON 101 or ECON 113</td>
<td>3</td>
<td>*ECON 140</td>
</tr>
<tr>
<td>3</td>
<td>*ECON Elective 1</td>
<td>3</td>
<td>*ECON Elective 2</td>
</tr>
<tr>
<td>3</td>
<td>Upper division GE course†</td>
<td>3</td>
<td>Upper division GE course†</td>
</tr>
<tr>
<td>3</td>
<td>Elective</td>
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</tr>
</tbody>
</table>

Elective 15
15

#### Senior Year

<table>
<thead>
<tr>
<th>Units</th>
<th>Course</th>
<th>Units</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
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<td>*ECON Elective 3</td>
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<tr>
<td>3</td>
<td>*ECON Elective 4</td>
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<td>*ECON Elective 6</td>
</tr>
<tr>
<td>3</td>
<td>*ECON Elective 5</td>
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<td>Elective</td>
</tr>
<tr>
<td>3</td>
<td>Upper division GE course†</td>
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<tr>
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<td>3</td>
</tr>
</tbody>
</table>

Elective 15
15

† Indicates GE Areas students should use to satisfy the 9-unit upper division GE requirement, and the Race and Ethnicity or Writing Intensive requirements.
CAREER POSSIBILITIES

A Wide Range of Options

Undergraduates who major in Economics acquire a wide range of employment opportunities as well as an excellent background for graduate study in a variety of disciplines. While Economics is a social science, and unlike vocational training, does not prepare one for one specific job, Economics graduates are in considerable demand by both the private and public sectors. Those with superior quantitative and analytical training have the best employment prospects. Large corporations use economists to fill a variety of management, administrative, and financial positions, with most undergraduates so hired receiving additional on-the-job training. Federal, state, and local governments employ economists to conduct economic research and to assume managerial and administrative responsibilities. Research firms, consulting firms, and public interest groups also actively recruit economics majors.

Economists study how society distributes scarce resources such as land, labor, raw materials, and machinery to produce goods and services. They conduct research, collect and analyze data, monitor economic trends, and develop forecasts. They research issues such as energy costs, inflation, interest rates, imports, or employment levels.

Most economists are concerned with practical applications of economic policy. They use their understanding of economic relationships to advise businesses and other organizations, including insurance companies, banks, securities firms, industry and trade associations, labor unions, and government agencies. Economists use mathematical models to help predict answers to questions such as the nature and length of business cycles, the effects of a specific rate of inflation on the economy, or the effects of tax legislation on unemployment levels.

Economists devise methods and procedures for obtaining the data they need. For example, sampling techniques may be used to conduct a survey, and various mathematical modeling techniques may be used to develop forecasts. Presenting economic and statistical concepts in a clear and meaningful way is particularly important for economists whose research is directed toward policy making.

Economists who work for government agencies may assess economic conditions in the United States or abroad, in order to estimate the economic effects of specific changes in legislation or public policy. They may study areas such as how the dollar’s fluctuations against foreign currencies affect import and export levels. The majority of government economists work in the area of agriculture, labor, or quantitative analysis; however, economists work in almost every area of government. For example, economists in the U.S. Department of Commerce study production, distribution, and consumption of commodities produced overseas, while economists employed with the U.S. Bureau of Labor Statistics analyze data on the domestic economy such as prices, wages, employment, productivity, and safety and health. An economist working in state or local government might analyze data on the growth of school-aged populations, prison growth, and unemployment rates, in order to project future spending needs.

Economics majors are found in a wide variety of careers after graduation. The largest employers of economists are firms engaged in business services and consulting, the communications industry, utilities, banking and financial institutions, and federal, state and local government. Economics is an approach to decision-making that is valuable throughout “the ordinary business of life.”

The following is a sample of job titles that could be filled by economics majors: Actuary * Advertising Executive * Auditor * Bank Officer * Bond Trader * Business Forecaster * Business Manager * College Professor * Cost Analyst * Credit Analyst / Loan Officer * Demographer * Entrepreneur * Estate Planner * Financial Planner/Analyst * Financial Officer * Government Administrator * Healthcare Administrator * Human Resources Administrator * Industry Analyst * Industrial/Institutional Buyer * Information Scientist * Insurance Salesperson * Intelligence Agent * International Trade Specialist * Journalist * Labor Relations Specialist * Lawyer * Litigation Analyst * Management Consultant/Analyst * Market Research Analyst * Policy Analyst * Politician * Property Manager * Public Administrator/Manager * Public Utilities Manager * Real Estate Agent/Broker * Sales Manager * Securities Salesperson/Broker * Securities/Commodities Trader * Statistician * Teacher * Technical Writer * Transportation Specialist * Underwriter * Urban/Regional Planner *
Employment Outlook

The Bureau of Labor Statistics updates a career outlook guide for individuals in a variety of fields. An electronic copy of the most recent version of the BLS outlook for careers in Economics is available at: http://www.bls.gov/oco/

Top 5 Degrees in Demand by Employers
(bachelor's degree level)

1. Engineering
2. Business
3. Accounting
4. Computer Science
5. Economics


Earnings Potential

Starting Salary Offers by Major: 2011

<table>
<thead>
<tr>
<th>Major</th>
<th>Average Starting Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering</td>
<td>$61,872</td>
</tr>
<tr>
<td>Computer Science</td>
<td>$60,594</td>
</tr>
<tr>
<td>Economics</td>
<td>$54,400</td>
</tr>
<tr>
<td>Business</td>
<td>$48,144</td>
</tr>
<tr>
<td>Health Sciences</td>
<td>$44,955</td>
</tr>
<tr>
<td>Math and Sciences</td>
<td>$40,204</td>
</tr>
<tr>
<td>Communications</td>
<td>$39,577</td>
</tr>
<tr>
<td>Education</td>
<td>$37,830</td>
</tr>
<tr>
<td>Humanities</td>
<td>$35,503</td>
</tr>
</tbody>
</table>

Source: NACE Salary Survey, January 2012. The National Association of Colleges and Employers

Opportunities for Post-Graduate and Professional Study

One of the greatest advantages of an economics major is that it allows a great deal of flexibility in career choice. In economics, students develop critical-thinking skills that are crucial for any successful career. As a social science, economics draws from history, politics and mathematics to provide a systematic way of analyzing a wide range of societal issues, from a household’s decision to buy a new car to a nation’s policy on unemployment or the environment. An economics major is thus excellent background for many different professions in business, government, law or education.

Economics is excellent undergraduate training for a variety of advanced degree programs, including Business, Law, International Affairs, Public Policy, Environmental Policy, Urban Studies, as well as Economics. Even in the non-economics programs, economics often is a preferred undergraduate preparation.

Economics, along with History, English, and Philosophy, are the most common undergraduate majors for students admitted to law schools. Most law programs value a liberal arts education over narrow emphasis taught in vocationally-oriented courses.

Economics majors do very well getting into and completing law school. Economics majors are among the highest scoring students on the Law School Admission Test (LSAT).
**Interested in Law School?**  
**Average LSAT Scores by Major, 2007-2008***

<table>
<thead>
<tr>
<th>Rank</th>
<th>Major</th>
<th>LSAT Score</th>
<th># of takers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Economics</td>
<td>157.4</td>
<td>3,047</td>
</tr>
<tr>
<td>1</td>
<td>Philosophy</td>
<td>157.4</td>
<td>2,184</td>
</tr>
<tr>
<td>3</td>
<td>Engineering</td>
<td>156.2</td>
<td>2,197</td>
</tr>
<tr>
<td>4</td>
<td>History</td>
<td>155.9</td>
<td>4,166</td>
</tr>
<tr>
<td>5</td>
<td>English</td>
<td>154.7</td>
<td>5,120</td>
</tr>
<tr>
<td>6</td>
<td>Finance</td>
<td>153.4</td>
<td>2,267</td>
</tr>
<tr>
<td>7</td>
<td>Political Science</td>
<td>153</td>
<td>14,964</td>
</tr>
<tr>
<td>8</td>
<td>Psychology</td>
<td>152.5</td>
<td>4,355</td>
</tr>
<tr>
<td>9</td>
<td>Sociology</td>
<td>150.7</td>
<td>1,902</td>
</tr>
<tr>
<td>10</td>
<td>Communications</td>
<td>150.5</td>
<td>2,230</td>
</tr>
<tr>
<td>11</td>
<td>Business Administration</td>
<td>149.1</td>
<td>1,971</td>
</tr>
</tbody>
</table>


*Among the eight disciplines with more than 1,900 students taking the LSAT. Among majors with at least 400 takers, economics ranked second behind physics/math.

**Consider what these people did with their degree in economics:**
- George Bush, Sr., former president of the United States
- Justice Sandra Day O’Connor
- Lionel Richie
- Scott Adams. Creator of Dilbert
- Roy Romer. Former Governor of Colorado
- Richard Trumka. President of the United Mine Workers
- Mose Allison. Jazz Artist.
- John Elway. NFL quarterback
- Les Aspin. Former Secretary of Defense
- William Isaac. Former Chairman of the FDIC
- Jesse Jackson. Minister and social activist. BA in Economics and Sociology, N. Carolina A&T
- Phil Gramm. U.S. Senator. Ph.D. in Economics, University of Georgia
- Mick Jagger. Entertainer. Undergraduate student in Economics, London School of Economics
- David Rockefeller. Retired Board Chairman, Chase-Manhattan, Ph.D. Economics, Univ. of Chicago
- Charles Taylor. Dictator of Liberia. B.A. in Economics, Bentley College

**Graduates of the Sacramento State Economics Department:**
- Janice Rogers Brown. Federal Judge, United States Court of Appeals for the District of Columbia
- Felicienne Ramey. Former Dean, College of Business Administration, Sacramento State University
- Martin Helmk. Commissioner, Senate Rules Committee
- Craig Gallet. Professor of Economics, Sacramento State University
- Tracy Turner. Associate Professor of Economics, Kansas State University
- Jennifer Foote. Marketing Database Consultant at Wells Fargo
- Patricia Lendingham. Principal Finance Budget Analyst, California Department of Finance
- Kevin Schoening. Senior Vice President, WMD Capital Markets
- Dana Lee Curry. Director: Transportation, Business and Housing, Legislative Analyst’s Office
- James Fenkner. Deputy Head of Research, Troika Dialog Investment Bank (Moscow)
- John Jordan. Regional Economist, Dept. of Interior, Bureau of Reclamation
- James R. Barth – Lowder Eminent Scholar in Finance, Auburn University
- Erich Fleshman. Lecturer in Economics, Chulalongkorn Univ. Thailand and TV actor