



UNIVERSITY OF  
SOUTH FLORIDA  
COLLEGE OF ARTS & SCIENCES

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## DEPARTMENT OF ECONOMICS

### AREAS OF SPECIALIZATION

**Microeconomics:** Focus on the decision making of individuals and businesses to gain an insight on processes such as how production can be maximized and increased. In addition, learn what the potential demand could be for a company's respective products and/or services. Economists may find themselves in positions related to Business, Finance, and Marketing (i.e.: securities analyst, operations analyst, sales representative, management consultant, trust officer, equity trader, hedge fund administrator, economic analyst, cost estimator, investment banker, business analyst, consultant, asset manager, and financial advisor). **USF courses:** [ECO 3101: Intermediate Price Theory](#); [ECO 4105: Advanced Price Theory](#)

**Macroeconomics:** Focus on the economy its entirety, reviewing historical data and trends, in order to forecast future Economic trends in areas such as the environment, inflation, development, productivity, unemployment, and crime to name a few. Economists may find themselves in positions related to state and local governments (i.e.: economist, public affairs specialist, budget analyst, purchasing agent, and program manager). **USF courses:** [ECO 3203: Intermediate Macroeconomics](#); [ECO 4201: Advanced Macroeconomic Theory](#); [ECO 4270: Economic Growth](#); [ECO 4713: International Macroeconomics](#)

**Entrepreneurship, Business, Banking, and Finance:** Focus on how individuals and businesses make decisions; in addition, how past and current economic systems/issues may impact areas such as consumer product usage, productivity, competition, and markets. Further, aiding Economists with the ability to utilize their tools/skills to provide forecasting, knowledge, and predictions within these and several other areas that can impact the well-being and growth of a firm or business. Economists may find themselves in positions related to Business, Finance, Management, and Marketing (i.e.: Securities analyst, operations analyst, sales representative, management consultant, trust officer, equity trader, hedge fund administrator, economic analyst, cost estimator, investment banker, business analyst, consultant, asset manager, and financial advisor). **USF courses:** [ECO 3703: International Economics](#); [ECO 4400: Game Theory & Economic Applications](#); [ECO 4421: Introduction to Econometrics](#); [ECO 4504: Public Finance](#); [ECO 4704: International Trade & Policy](#); [ECP 3125: Economics of Inequality, Poverty, & Discrimination](#); [ECP 3203: Labor Economics](#); [ECP 3403: Industrial Organization](#); [ECP 3413: Economics of Regulation & Antitrust](#); [ECP 3623: Regional Economics](#); [ECP 4232: Collective Bargaining & Public Policy](#); [ECP 4451: Law & Economics](#); [ECP 4704: Economics of Business Strategy](#); [ECS 3013: Economic Development](#); [ECS 4003: Comparative Economic Systems](#)

**Marketing and Retail:** Focus on researching, collecting, and analyzing data related to market trends. Economists use their tools/skills to help create analyze quantitative data and create surveys. In addition, they aid in allowing others to gain insight into potential pricing margins, promotional strategies, and product/service demand. In addition, economists may use their tools/skills to monitor the inventory of a specific product. Economists may find themselves industries related to marketing strategy, merchandising, product management, buying, selling, product development, loss prevention, and distribution (i.e.: brand assistant, marketing assistant, survey researcher, consumer business analyst, marketing analyst, sales representative, junior analyst, research assistant, account representative, merchandise analyst, store management, and assistant buyer). **USF courses:** ECO 3703: International Economics; ECO 4400: Game Theory & Economic Applications; ECO 4704: International Trade & Policy; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 4232: Collective Bargaining & Public Policy; ECP 4704: Economics of Business Strategy; ECP 4451: Law & Economics

**Public Policy:** Focus on first analyzing the problem and then seeking solutions in order help resolve that problem. By identifying the problem via trends, research, and using analytical techniques, Economists are able to make a large contribution to inform organizations or clients about future decision-making. Thus, for some, having the ability to be an active part of the change that informed the decision-making processes at a local, state, national, and global level can be extremely rewarding. Economists may find themselves in positions related to education, environment, public finance, water, immigration, agriculture, government, health, housing, social policy, employment & income, and economic development (i.e.: program analyst, administrative analyst, government relations advisor, policy coordinator, budget analyst, consultant-public sector, trade policy analyst, research associate, and community affairs advisor). **USF courses:** ECO 3622: American Economic History; ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4303: History of Economic Thought; ECO 4323: Radical Political Economy; ECO 4400: Game Theory & Economic Applications; ECO 4421: Introduction to Econometrics; ECO 4504: Public Finance; ECO 4704: International Trade & Policy; ECP 3203: Labor Economics; ECP 3125: Economics of Inequality, Poverty, & Discrimination; ECP 3302: Environmental Economics; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 3530: Economics of Health; ECP 4451: Law & Economics; ECP 3613: Urban Economics; ECP 3623: Regional Economics; ECP 4232: Collective Bargaining & Public Policy; ECP 4505: Economics of Crime; ECP 4510: Economics of Education; ECP 4704: Economics of Business Strategy; ECS 3013: Economic Development; ECS 4003: Comparative Economic Systems

**Development:** Focus on the growth, improvement, and well-being of society/community. Economist's tools/skills are utilized to gain understanding in the areas that impact development, in addition, offer potential insight as to strategies, policies, or programs that could be created in order to promote economic growth and development. Economists may find themselves in positions such as Housing development aids, regional/urban planners, economic development coordinators, economic analysts, redevelopment specialists, and public utilities managers. **USF courses:** ECO 3622: American Economic History; ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4303: History of Economic Thought; ECO 4323: Radical Political Economy; ECO 4504: Public Finance; ECO 4704: International Trade & Policy; ECP 3125: Economics of Inequality, Poverty, and Discrimination; ECP 3302: Environmental Economics; ECP 3613: Urban Economics; ECP 3623: Regional Economics; ECP 3530: Economics of Health; ECP 4232: Collective Bargaining & Public Policy; ECP 4451: Law & Economics; ECP 4505: Economics of Crime; ECP 4510: Economics of Education; ECS 3013: Economic Development; ECS 4003: Comparative Economic Systems

**International:** Focus on currency and exchange rates, tariffs, and trade policies and how each impacts the global market. Economists may find themselves in positions related to export marketing, international sales, export sales, market research, international trade specialist, international business development, shipping/transport clerk, trade finance specialist, and export credit insurance specialist. **USF courses:** ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4400: Game Theory & Economic Applications; ECO 4504: Public Finance; ECO 4704: International Trade & Policy; ECP 3203: Labor Economics; ECP 3302: Environmental Economics; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 3623: Regional Economics; ECP 4704: Economics of Business Strategy; ECP 4451: Law & Economics; ECP 4704: Economics of Business Strategy; ECS 3013: Economic Development; ECS 4003: Comparative Economic Systems

**Labor:** Focus on how changes in demographic trends can impact the economy in areas such as wages, unemployment, and supply and demand for employment. Economists use their tools/skills to identify trends, make predictions, and forecasts. Economists may find themselves in positions related to Human Resources, compensation/benefits coordinator, labor relations researcher, and Labor economist. **USF courses:** ECO 3622: American Economic History; ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4303: History of Economic Thought; ECP 3203: Labor Economics; ECO 4323: Radical Political Economy; ECP 3125: Economics of Inequality, Poverty, and Discrimination; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 4232: Collective Bargaining & Public Policy; ECP 4451: Law & Economics; ECP 4704: Economics of Business Strategy; ECS 3013: Economic Development; ECS 4003: Comparative Economics Systems

**Public Finance:** Focus on understanding the role of the government and how it impacts the economy. Governmental policies, operations, and systems such as welfare, budget, and tax cuts are among what is analyzed by Economists. Skills/tools are utilized to help provide customized solutions and strategies to address financial challenges that may be affecting the market place or the movement of the economy. Economists can find themselves serving the public in positions such as state and local governments, water/power utility systems, hospitals, and health care institutions. In addition, not-for-profit institutions such as universities, colleges, museums/cultural institutions, student loan agencies, state and local housing finance agencies, airports, transit agencies, and highway systems (i.e.: public finance specialist, financial analyst, budget analyst, junior consultant, assistant bank examiner). **USF courses:** ECO 3622: American Economic History; ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4323: Radical Political Economy; ECO 4400: Game Theory & Economic Applications; ECO 4421: Introduction to Econometrics; ECO 4504: Public Finance; ECO 4704: International Trade & Policy; ECP 3203: Labor Economics; ECP 3125: Economics of Inequality, Poverty, & Discrimination; ECP 3302: Environmental Economics; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 3530: Economics of Health; ECP 4006: Economics of Sports; ECP 4451: Law & Economics; ECP 3613: Urban Economics; ECP 3623: Regional Economics; ECP 4232: Collective Bargaining & Public Policy; ECP 4505: Economics of Crime; ECP 4510: Economics of Education; ECP 4704: Economics of Business Strategy; ECS 3013: Economic Development; ECS 4003: Comparative Economic Systems

**Healthcare:** Focus on utilizing tools/skills to inform the healthcare industry about the impact of the economy on their field. Past and current economic trends, competitor decision making, and consumer product usage are shared to aid in forecasting and predicting, in addition, making informed decisions and implementing applicable strategies, plans, and policies. While Economists can be found working in hospitals, healthcare agencies, government, not for profit organizations, among other positions, some go on to pursue medical degrees or enroll in public health programs. **USF courses:** ECO 4400: Game Theory & Economic Applications; ECO 4504: Public Finance; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 3530: Economics of Health; ECP 4451: Law& Economics; ECP 3613: Urban Economics; ECP 3623: Regional Economics; ECP 4232: Collective Bargaining & Public Policy; ECP 4505: Economics of Crime; ECP 4704: Economics of Business Strategy

**Industrial Organization:** Focus on using the decisions which competitors within organizations or industries make in order to construct predictions, which may be used to create antitrust policies and/or identify monopolies. All aimed at protecting the organizations and industries as a whole. Economists may find themselves in positions related to the government, corporations, manufacturing firms, mines, agricultural firms, financial institutions, marketing firms, and consulting firms. **USF courses:** ECO 3622: American Economic History; ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4303: History of Economic Thought; ECO 4400: Game Theory & Economic Applications; ECO 4504: Public Finance; ECO 4704: International Trade & Policy; ECP 3203: Labor Economics; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 3530: Economics of Health; ECP 4451: Law& Economics; ECP 3613: Urban Economics; ECP 3623: Regional Economics; ECP 4232: Collective Bargaining & Public Policy; ECP 4505: Economics of Crime; ECP 4510: Economics of Education; ECP 4704: Economics of Business Strategy

**Real Estate and Urban Planning:** Focus on informing organizations or clients of supply and demand associated with property development, also the trends associated with property development, property value, and property purchasing. Economists also focus on economic issues that impact the property/economic development of a community at a local, state, or national level. Economists use this information to analyze, predict, and forecast future trends that may be associated with a property. Economists may find themselves in positions such as financial analyst, environmental research, acquisitions analyst, real estate development researcher, urban planning research assistant, mortgage specialist, real estate broker (residential or commercial), sales agent, property manager, appraiser, real estate valuation associate, asset manager, cost analyst, and project management assistant. **USF courses:** ECO 3622: American Economic History; ECO 3703: International Economics; ECO 4270: Economic Growth; ECO 4400: Game Theory & Economic Applications; ECO 4504: Public Finance; ECO 4704: International Trade & Policy; ECP 3203: Labor Economics; ECP 3125: Economics of Inequality, Poverty, & Discrimination; ECP 3302: Environmental Economics; ECP 3403: Industrial Organization; ECP 3413: Economics of Regulation & Antitrust; ECP 3530: Economics of Health; ECP 4451: Law& Economics; ECP 3613: Urban Economics; ECP 3623: Regional Economics; ECP 4232: Collective Bargaining & Public Policy; ECP 4505: Economics of Crime; ECP 4510: Economics of Education; ECP 4704: Economics of Business Strategy; ECS 4003: Economic Development;

Coursework within the Economics Major also provides students with the opportunity to develop several of the Top 10 rated employer soft skills.



Table from Binghamton University-The State University of New York

Sources:

<http://www.uh.edu/class/economics/undergraduate/become-marketable/>  
[http://www.etsu.edu/cbat/economics/documents/Econ\\_flyer3.pdf](http://www.etsu.edu/cbat/economics/documents/Econ_flyer3.pdf)  
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