

Careers in Psychology

Bachelors Degree



Is Psychology the right major for me?

- ❑ 25% of students with a BA in psychology go to grad school
 - ❑ you are not qualified to be a “psychologist” without an advanced degree
- ❑ psychology is a popular major (70,000 degrees/yr)
 - ❑ 90% employment within one year
 - ❑ 94% employment within two years
- ❑ provides skills for a variety of programs
- ❑ a good choice in becoming a well-rounded, well-educated person:
 - ❑ Knowledge base.
 - ❑ Thinking skills.
 - ❑ Language skills.
 - ❑ Information gathering and synthesis.
 - ❑ Research methods and statistical skills.
 - ❑ Interpersonal skills.
- ❑ satisfaction with BA degree in psych (Lunneborg & Wilson, 1982)
 - ❑ 70% said if they had it to do over again, they would still major in psychology

What do employers want?

- ❑ people skills
- ❑ critical reasoning
- ❑ research and writing skills
- ❑ techniques of scientific research and statistical analysis
- ❑ diverse educational backgrounds

What do employers want?

TABLE 1

Top 10 Skills and Abilities that Employers Seek

Landrum and Harrold (2001)	JobWeb (2001a)
Listening skills ^a	Communication skills (verbal and written)
Ability to work with others as part of a team	Honesty/integrity
Getting along with others	Teamwork skills (works well with others)
Desire and ability to learn ^a	Interpersonal skills (relates well with others)
Willingness to learn new, important skills	Motivation/initiative
Focus on customers/clients ^a	Strong work ethic
Interpersonal relationship skills ^a	Analytical skills
Adaptability to changing situations ^a	Flexibility/adaptability
Ability to suggest solutions to problems ^a	Computer skills
Problem solving skills ^a	Self-confidence

^aIndicates that students significantly underestimated the importance of these skills and abilities compared to actual employer ratings of importance (Landrum & Harrold listing only).

Student Characteristics Valued by Professors and Employers

Intellectual Ability
Scholastic Ability
Motivation
Creativity
Character
Emotional Maturity
Positive/Optimistic Attitude
Empathetic Understanding
Adaptability/Flexibility
Ability to Handle Stress
Interpersonal Skills
Group Work Skills
Cross-Cultural Interaction Skills

Independent Work Skills
Written Communication Skills
Oral Communication Skills
Foreign Language Skills
Analytical Thinking Skills
Research Skills
Statistical Skills
Computer Skills
Technology/Equipment/Material Skills
Teaching Skills
Counseling Skills
Organization Skills
Leadership Skills

What jobs can I get with a bachelors degree in psychology?

- ❑ Business
- ❑ Social service and health care
- ❑ Government, military, law
- ❑ Education

The top 10 occupations:

BA in psychology (Schwartz, 2000)

1. Top-mid level managers, executives and administrators (\$58,292)
2. Sales occupations, including retail (\$49,427)
3. Social workers (\$31,629)
4. Other management-related occupations (\$43,517)
5. Personnel, training, labor-relations specialists (\$52,175)
6. Other administrative (record clerks, telephone operators) (\$28,249)
7. Insurance, securities, real estate, business services (\$55,839)
8. Other marketing and sales occupations (\$50,782)
9. Therapists, other health (\$40,123)
10. Accountants, auditors, other financial specialists (\$46,568)

Common job titles for graduates with bachelors degrees in psychology?

Admissions/Financial Aid
Advertising
Bank Management
Child/Youth/Elder Care
Community Services
Consulting Services
Court/Juvenile Services
Customer Services
Educational Services
Employee Relations
Employment Services
Financial Services
Government/Legislative Services
Hotel Management
Human Resources
Human Services
Insurance Claims/Underwriter
Insurance Sales
Law Enforcement/Police
Manufacturing/Production
Market Research
Military Service
Museum Programs

News Reporting
Personnel/Human Resources
Private/Nonprofit Management
Production/Quality Control
Property Management
Public Relations/Media Services
Purchasing
Real Estate Sales
Residential Services
Restaurant Management
Retail Management
Retail/Wholesale Sales
Social Services
Special Populations Services
Stocks/Bonds Sales
Student/Alumni Services
Substance Abuse Services
Supply Management
Teaching
Technical Writing
Travel Services
Volunteer Services
Youth Services

Categories of job titles relevant to psychology bachelor's degree holders

Related to psychology	Related to business	Other areas
Academic advisor Alcohol/drug abuse counselor Behavior analyst Career counselor Career planning and placement counselor Case management aide Case worker Child care worker Child protection worker Community outreach worker Community support worker Corrections officer Counselor aide Day care center supervisor Director of volunteer services Eligibility worker Employment counselor Family services worker Gerontology aide Group home coordinator Housing/student life coordinator Life skill counselor Mental health technician Mental retardation unit manager Parole officer Political campaign worker Probation officer Program manager Public affairs coordinator Public relations specialist Publications researcher Radio/TV research assistant Rehabilitation advisor Residential counselor Residential youth counselor Secondary school teacher Social services assistant Social services director Social work assistant Urban planning research assistant Veterans advisor	Administrative assistant Advertising agent Advertising trainee Affirmative action representative Airline reservations clerk Bank management Claims specialist Customer relations Customer service representative Employee counselor Employee relations assistant Energy researcher Events coordinator Financial researcher Hotel management Human relations director Human resources recruiter Insurance agent Insurance claims/underwriter Intelligence officer Job analyst Loan officer Lobbying organizer Management trainee Marketing representative Marketing researcher Media buyer Occupational analyst Office manager Personnel worker/administrator Property management Public information officer Sales representative Small business owner Staff training and development Store manager Technical writer Warehouse manager	Activity director Assistant youth coordinator Camp staff director College admissions officer Community organizer Community recreation worker Community relations officer Congressional aide Crime prevention coordinator Director of alumni relations Director of fundraising Driving instructor Educational coordinator Fast food restaurant manager Foster home parent Film researcher/copywriter Historical research assistant Hospital patient service representative Juvenile probation officer Laboratory assistant Law enforcement officer Neighborhood outreach worker Newspaper reporter Nursing home administrator Park and recreation director Private tutor Research assistant Security officer Statistical assistant Statistical reports compiler Store manager Task force coordinator Teaching Technical writer Vocational rehabilitation counselor Volunteer coordinator Warehouse manager Work activity program director Youth minister

Sources: Appleby, 1999;
 Aubrecht, 2001; Lloyd, 1997;
 Occupational Outlook
 Handbook, 1998; Shepard,
 1996.

More job titles relevant to psychology bachelor's degree holders

Psychology:		Education:
Behavior analyst Counselor Mental health worker Psychological Technician Psychiatric technician Human Services Area: <i>A minor or concentration in sociology, health care, or human development would be helpful:</i> Abortion counselor Activities coordinator Adult day care worker Adolescent care technician Adoption services Agency representative Battered spouses and children's services Case worker Chemical dependency advocate Child Protection Officer Crime prevention coordinator Crime victim services Community recreation worker Corrections officer (juvenile or adult) Crisis hot line worker Day care center supervisor Director of Planned Parenthood Director of volunteer services	Disabled assistance services Drug/substance abuse counselor Ethnic organizations and services Family service worker Foster care services Fundraising for non-profit organizations Gay, lesbian, and bisexual organizations and services Group Home Coordinator Halfway houses Housing assistance Immigrant assistance Instructor, Handicapped Adult Program Intake Interviewer Mental retardation/developmental disabilities unit worker Hospital patient service representative House parent Juvenile Justice Planner Parks and Recreation Worker Residential Counselor Social Service Technician Volunteer, U.S. Peace Corps Youth service worker Veterans Advisor	<i>A minor or license in education may be needed!</i> Academic Advisor Alumni Relations College Admissions Counselor College Admission Recruiter Director of Alumni Relations (college) Director of Financial Aid (college) Educational Representative Educational Salesperson Social Studies Teacher Student Services Assistant Private Tutor Psychology Teacher

Roanoke College senior exit & alumni surveys for psychology majors (2004-05)

- Post-graduation plans (Senior Exit Survey):
 - graduate school now (38%)
 - graduate school someday (41%)
 - no graduate school (22%)

- Graduate School Degrees:
 - MA Counseling (9), JD Law (4), MA School Psych (3), Masters in Social Work (3), MA I/O Psych (2), PsyD Clinical Psych (2), MA Art Therapy, PhD Education Measurement, MA Real estate/Housing, MA Psychology, M.Ed (Special Education), MA Forensic Psychology, PhD Child Psych, MA Applied Behavior Analysis, MA Communications, MA Environmental Studies, MA School Counseling, MA Early Childhood Education


- Field of work (Alumni Survey):
 - Psych (26%), Business (26%), Education (18%), Social Service & Health Care (11%), Government (9%), Law (3%), Other (7%)

- Job Titles (Alumni Survey):
 - Elementary School Teacher (11), Microbiology Lab Tech, Art Therapist, Assistant Research Scientist, Project Manager, Communications Coordinator, Campus Safety, Preschool Family Specialist, Assistant to Public Policy & Government Relations, Research Technician, Senior Market Research Analyst, Insurance Agent, Police Officer, Peace Corps (2), Data Entry, Server (2), AmeriCorps, Aesthetician, Sales, Research Investigator, Residential Instructor, Family Service Coordinator, Product Education Coordinator, Direct Service Associate, Assistant Manager (Sales), Human Resources, Intraoperative Monitor, Psychometrician, Webmaster, Residential Counselor, Resident Director, Mental Health Counselor, High-Altitude Technician, Librarian, Banking, Paralegal, Assistant Director of Admissions, Account Manager, Claims Adjustor

How much money will I make?



- Psychology graduates with only a bachelor's degree earn roughly \$44,600 a year (2001).

<div>  <div> NACE National Association of Colleges and Employers </div> </div>	
SALARY SURVEY	
Starting Salary Offers – National Averages	
Discipline	Current Average
Accounting	\$44,928
Business Administration/Management	\$41,155
Economics/Finance	\$44,588
Management Information Systems	\$45,391
Marketing/Marketing Mgmt.	\$37,191
Information Sciences & Systems	\$47,182
Computer Science	\$50,744
Chemical Engineering	\$56,269
Civil Engineering	\$46,084
Computer Engineering	\$53,096
Electrical Engineering	\$53,300
Mechanical Engineering	\$51,808
English	\$31,385
Psychology	\$30,369
History	\$33,071

All data are for the bachelor's degree level.

Source: Fall 2006 Salary Survey, National Association of Colleges and Employers. Reprinted with the permission of the National Association of Colleges and Employers, copyright holder. All rights reserved.

Tips to help you get a job with a Bachelors Degree in Psychology

- Do your best in school.
- Pick major courses and electives that will support your choice of employment.
 - *Mental Health/Human Services/Developmental Disabilities:* Child Development, Adolescent Development, Adult Development and Aging, Abnormal Psychology, Cross-Cultural Psychology, Human Sexuality, Learning, Personality, Cognition, Nonverbal Behavior, and Independent Study/Research in a related area.
 - *Business/Industry/Sales:* Cross-Cultural Psychology, Industrial Organizational Psychology, Personality, Social Psychology, Tests and Measurements, Cognition, Nonverbal Behavior, and Independent Study/Research in a related area.
 - *Research related:* Research Methods and Methods Laboratory, Research Seminars, Tests and Measurements, Personality, Physiological Psychology, Cognition, and Independent Study/Research in a related area.
- Choose a minor that supports your job interests.
- Consider an internship and/or independent study/research.
- Participate in organizations.

Tips to help you get a job with a Bachelors Degree in Psychology

- ❑ Participate in organizations. (<http://clubs.roanoke.edu/rcpa/>)
- ❑ Find three or four persons to write you good letters of reference.
- ❑ Use RC Career Services.
- ❑ Go to Job Fair & Career programs put on by Career Services or professional groups off campus.
- ❑ Talk with people who work in jobs that you might like to do.
- ❑ Use all of your resources.
- ❑ Talk to faculty (in Psychology and other departments).
- ❑ Keep an updated Resume

Resources

- ❑ **Self-Assessment Test**
<http://www.indiana.edu/~psych/undergrad/carexplor/start.html>
- ❑ **Online Career Exploration Resources:** Learn about job titles, descriptions, salaries, requirements, and more!
<http://www.indiana.edu/~psych/undergrad/carexplor/online.html>
- ❑ **Roanoke College Career Services:**
<http://www.roanoke.edu/CareerServices/default.htm>
- ❑ **"I'm Getting My Bachelor's Degree in Psychology--What Can I Do With It?"**
http://www.psichi.org/pubs/articles/article_50.asp
- ❑ **"What Can You Do With a BA in Psychology?"**
http://www.psichi.org/pubs/articles/article_68.asp
- ❑ **Marky Lloyd's Careers in Psychology:** <http://www.psywww.com/careers/>
- ❑ **Online Psychology Career Center:** <http://www.socialpsychology.org/career.htm>
- ❑ **Pursuing Psychology Careers:** <http://www.uni.edu/walsh/linda1.html>
- ❑ **Links for Careers in Psychology:** <http://www.psychology.org/links/Career/>

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Good luck!

