

## STRATEGIES FOR STARTING A MANAGEMENT CAREER

**Summary:** Learn how to find a job in a tough economic climate if you have a background in political science.



**Question:** I entered the job market with a political science background and have searched extensively, but found little in this difficult hiring environment. It seems like most companies are searching for senior-level candidates and are wary of hiring new trainees. You've mentioned entry-level management trainee programs for those interested in business. Where can I find companies that offer such opportunities?

**Answer:** Despite the sluggish economy and reduced rates of hiring, many well-established companies are attempting to maintain pared-back management trainee programs. But some opportunities are available. AT&T, for example, offers a customer-relationship management-training program for new college graduates.

[EntryLevelCrossing.com](http://EntryLevelCrossing.com) has numerous organizations boasting training programs for recent college graduates. While there is no single source of information on management trainee programs, clues about promising companies to approach can be found in individual company websites, stock-market returns showing which businesses are flourishing, and business journals that highlight notable enterprises.

To supplement these findings, start your own networking initiative by joining a professional association, targeting specific companies and functions of interest to you, and contacting alumni of your college who can help you get a foot in the door.

See [General Management Jobs Are Always Available](#) for more information.