

## Economics - Government/Non-Profit

State and federal government as well as international organizations employ a large percentage of economists. They generally conduct surveys and analyze data. Economists within government analyze historical data related to the U.S. economy in an attempt to project future trends and areas of potential growth. Specific areas of data analysis include employment, productivity, wages, and prices. Individuals in government economics study the impact of economic policies such as tax cuts, welfare policies, economic growth, inflation, and unemployment to determine the impact on the economy. Economists also study the correlation between supply and demand as it relates to workers and available jobs as well as the global implications of certain policies and trends. After conducting such research and analysis, economists then present their findings to other branches of the federal government, which in turn helps to dictate policy and laws intended to stimulate economic growth.



For example, the Department of Labor studies salaries, industry growth, employment rates, and safety issues. The Department of Commerce looks at the manufacturing, allotment, and use of goods and services both domestically and internationally. Employees of the government also use economic data to forecast the consequences of new legislation or policies, such as Social Security, tax increases or cuts, increases to the budget deficit, trade regulations, and communications.

Source: Bureau of Labor Statistics

### Average Salary & Trajectory\*

#### Entry-Level

**\$62,000** annually

- Research Assistant
- Benefits Analyst
- Financial Advisor I
- Contracting Officer
- Policy Change Technician
- Treasury Analyst I
- Risk Analyst I
- Forecast Analyst

#### Mid-Level

**\$88,000** annually

- Economist
- Securities Trader
- Forecast Planning Manager
- Economic Development Director
- Research Analyst
- Data Analyst
- Senior Policy Analyst

#### Executive-Level

**\$146,000** annually

- Treasury Manager
- Program Manager
- Security Director
- Treasury Director
- Senior Vice President of Economics
- Senior Economist
- Research and Development Manager

### Learn More With O\*Net

Visit O\*Net OnLine to explore the sample roles in government economics. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

**01** Visit O\*Net OnLine at [www.onetonline.org](http://www.onetonline.org)

**02** Refer to the sample job titles listed in the "O\*Net Keywords" section below

**03** Enter phrase into O\*Net's "Occupation Search" to explore sample roles

#### O\*Net Keywords:

- Forecasting
- Economic Analysis
- Economist

#### Roles:

- Research Analyst
- Growth Analyst
- Policy Analyst
- Economic Advocate

\*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.

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### **Skills/Experience Suggested:**

- Capacity to analyze and solve complex problems and use mathematical reasoning
- Confident in presenting findings to individuals with varying levels of technical understanding
- Knowledge of economic and accounting principles and practices
- Ability to use critical thinking and judgment skills to make decisions
- Understanding of analytical or scientific software
- Experience with database user interface and query software
- Familiarity of object or component-oriented development software

### **Advanced Degrees:**

- Master of Arts in Economics
- Master of Public Policy
- Master of Science in Analytics
- Doctorate of Economics

### **Professional Certifications:**

- Certified Business Economist
- Certified Economic Developer
- Economic Development Finance Professional
- Chartered Financial Analyst

### **Professional Associations:**

- National Association for Business Economics
- American Economics Association
- National Economists Club
- Association for Social Economics
- International Economic Development Council
- California Council on Economic Education

### **Campus Resources:**

- Economics Association
- Center for Economic Education (SGMH 3230)
- Department of Economics (SGMH 3313)

**Don't forget to check out the list of career path advisors**  
[business.fullerton.edu/Programs/Undergraduate/#career-path-advisors](http://business.fullerton.edu/Programs/Undergraduate/#career-path-advisors)

### **Industry Research & Tools:**

- NABE.com
- AEASWeb.org
- Economist.com
- CareerOverview.com
- Vault.com— accessible through your Student Portal

### **Job & Internship Search Sites:**

- USAJobs.gov
- GovernmentJobs.com
- SCPPA.org/page/Internship-Program
- Indeed.com
- Vault.com—accessible through your Student Portal

### **Employers Hiring Mihaylo Graduates:**

