

Earnings

In 2000, the median annual earnings of accountants and auditors were \$43,500. The middle half of the occupation earned between \$34,290 and \$56,190. The top 10 percent of accountants and auditors earned more than \$73,770, and the bottom 10 percent earned less than \$28,190. In 2000, median annual earnings in the industries employing the largest numbers of accountants and auditors were:

Computer and data processing services	\$47,110
Accounting, auditing, and bookkeeping	45,890
Federal government	44,380
Local government	41,240
State government	40,780

According to a salary survey conducted by the National Association of Colleges and Employers, bachelor's degree candidates in accounting received starting offers averaging \$39,397 a year in 2001; master's degree candidates in accounting were initially offered \$43,272.

According to a 2001 salary survey conducted by Robert Half International, a staffing services firm specializing in accounting and finance, accountants and auditors with up to 1 year of experience earned between \$29,250 and \$40,250. Those with 1 to 3 years of experience earned between \$33,500 and \$47,750. Senior accountants and auditors earned between \$39,250 and \$59,500; managers earned between \$46,750 and \$76,750; and directors of accounting and auditing earned between \$60,500 and \$106,500 a year. The variation in salaries reflects differences in size of firm, location, level of education, and professional credentials.

In the Federal Government, the starting annual salary for junior accountants and auditors was \$21,947 in 2001. Candidates who had a superior academic record might start at \$27,185, while applicants with a master's degree or 2 years of professional experience usually began at \$33,254. Beginning salaries were slightly higher in selected areas where the prevailing local pay level was higher. Accountants employed by the Federal Government in nonsupervisory, supervisory, and managerial positions averaged \$64,770 a year in 2001; auditors averaged \$67,180.

Related Occupations

Accountants and auditors design internal control systems and analyze financial data. Others for whom training in accounting is invaluable include budget analysts; cost estimators; loan officers; financial analysts and personal financial advisors; tax examiners, collectors, and revenue agents; bill and account collectors; and bookkeeping, accounting, and auditing clerks. Recently, accountants increasingly have taken on the role of management analyst.

Sources of Additional Information

Information about careers in certified public accounting and CPA standards and examinations may be obtained from:

► American Institute of Certified Public Accountants, 1211 Avenue of the Americas, New York, NY 10036. Internet: <http://www.aicpa.org>

Information on CPA licensure requirements by State may be obtained from:

► National Association of State Boards of Accountancy, 150 Fourth Ave. North, Suite 700, Nashville, TN 37219-2417. Internet: <http://www.nasba.org>

Information on careers in management accounting and the CMA designation may be obtained from:

► Institute of Management Accountants, 10 Paragon Dr., Montvale, NJ 07645-1760. Internet: <http://www.imanet.org>

Information on the Accredited in Accountancy, Accredited Business Accountant, Accredited Tax Advisor, or Accredited Tax Preparer designations may be obtained from:

► Accreditation Council for Accountancy and Taxation, 1010 North Fairfax St., Alexandria, VA 22314. Internet: <http://www.acatcredentials.org>

Information on careers in internal auditing and the CIA designation may be obtained from:

► The Institute of Internal Auditors, 249 Maitland Ave., Altamonte Springs, FL 32701-4201. Internet: <http://www.theiia.org>

Information on careers in information systems auditing and the CISA designation may be obtained from:

► The Information Systems Audit and Control Association, 3701 Algonquin Rd., Suite 1010, Rolling Meadows, IL 60008. Internet: <http://www.isaca.org>

Information on careers in government accounting and on the CGFM designation may be obtained from:

► Association of Government Accountants, 2208 Mount Vernon Ave., Alexandria, VA 22301. Internet: <http://www.agacgfm.org>

Information on obtaining an accounting position with the Federal Government is available from the Office of Personnel Management (OPM) through a telephone-based system. Consult your telephone directory under U.S. Government for a local number or call (912) 757-3000; Federal Relay Service: (800) 877-8339. The first number is not tollfree, and charges may result. Information also is available from the OPM Internet site: <http://www.usajobs.opm.gov>.

Administrative Services Managers

(O*NET 11-3011.00)

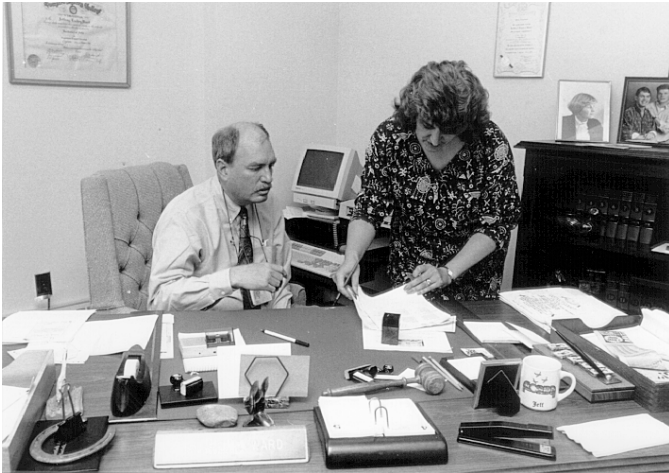
Significant Points

- Administrative services managers work in private industry and government and have varied responsibilities, experience, earnings, and education.
- Competition should remain keen due to the substantial supply of competent, experienced workers seeking managerial jobs; however, demand should be strong for facility managers and for administrative services managers in management consulting.

Nature of the Work

Administrative services managers perform a broad range of duties in virtually every sector of the economy. They coordinate and direct support services to organizations as diverse as insurance companies, computer manufacturers, and government offices. These workers manage the many services that allow organizations to operate efficiently, such as secretarial and reception, administration, payroll, conference planning and travel, information and data processing, mail, materials scheduling and distribution, printing and reproduction, records management, telecommunications management, security, parking, and personal property procurement, supply, and disposal.

Specific duties for these managers vary by degree of responsibility and authority. First-line administrative services managers directly supervise a staff that performs various support services. Mid-level managers, on the other hand, develop departmental plans, set goals and deadlines, implement procedures to improve productivity and customer service, and define the responsibilities of supervisory-level managers. Some mid-level administrative services managers oversee first-line supervisors from various departments, including the clerical staff. Mid-level managers also may be involved in the hiring and dismissal of employees, but they generally have no role in the formulation of personnel policy. Some of these managers advance to upper level positions, such as vice president



Administrative services managers ensure that their organization's building and grounds are properly maintained.

of administrative services, which are discussed in the *Handbook* statement on top executives.

In small organizations, a single administrative services manager may oversee all support services. In larger ones, however, first-line administrative services managers often report to mid-level managers who, in turn, report to owners or top-level managers. As the size of the firm increases, administrative services managers are more likely to specialize in specific support activities. For example, some administrative services managers work primarily as office managers, contract administrators, or unclaimed property officers. In many cases, the duties of these administrative services managers are similar to those of other managers and supervisors, some of which are discussed in other *Handbook* statements.

Because of the range of administrative services required by organizations, the nature of these managerial jobs also varies significantly. Administrative services managers who work as contract administrators, for instance, oversee the preparation, analysis, negotiation, and review of contracts related to the purchase or sale of equipment, materials, supplies, products, or services. In addition, some administrative services managers acquire, distribute, and store supplies, while others dispose of surplus property or oversee the disposal of unclaimed property.

Facility managers have duties similar to those of administrative services managers, but also plan, design, and manage buildings and grounds in addition to people. They are responsible for coordinating the aspects of the physical workplace with the people and work of an organization. This task requires integrating the principles of business administration, architecture, and behavioral and engineering science. Although the specific tasks assigned to facility managers vary substantially depending on the organization, the duties fall into several categories, relating to operations and maintenance, real estate, project planning and management, communication, finance, quality assessment, facility function, and management of human and environmental factors. Tasks within these broad categories may include space and workplace planning, budgeting, purchase and sale of real estate, lease management, renovations, or architectural planning and design. Facility managers may suggest and oversee renovation projects for a variety of reasons, ranging from improving efficiency to ensuring that facilities meet government regulations and environmental, health, and security standards. Additionally, facility managers continually monitor the facility to ensure that it remains safe, secure, and well-maintained. Often, the facility manager is responsible for directing staff, including maintenance, grounds, and custodial workers.

Working Conditions

Administrative services managers generally work in comfortable services offices. Managers involved in contract administration and personal property procurement, use, and disposal may travel between their home office, branch offices, vendors' offices, and property sales sites. Also, facility managers who are responsible for the design of workspaces may spend time at construction sites and may travel between different facilities while monitoring the work of maintenance, grounds, and custodial staffs. However, new technology has increased the number of managers who telecommute from home or other offices, and teleconferencing has reduced the need for travel.

Most administrative services managers work a standard 40-hour week. However, uncompensated overtime frequently is required to resolve problems and meet deadlines. Facility managers often are on call to address a variety of problems that can arise in a facility during non-work hours. Because of frequent deadlines and the challenges of managing staff and resources, the work of administrative services and facility managers can be stressful.

Employment

Administrative services managers held about 362,000 jobs in 2000. About half worked in service industries, including engineering and management, business, educational, social, and health services. The remaining workers were widely dispersed throughout the economy.

Training, Other Qualifications, and Advancement

Educational requirements for these managers vary widely, depending on the size and complexity of the organization. In small organizations, experience may be the only requirement needed to enter a position as office manager. When an opening in administrative services management occurs, the office manager may be promoted to the position based on past performance. In large organizations, however, administrative services managers normally are hired from outside, and each position has formal education and experience requirements. Some administrative services managers have advanced degrees.

Specific requirements vary by job responsibility. For first-line administrative services managers of secretarial, mailroom, and related support activities, many employers prefer an associate degree in business or management, although a high school diploma may suffice when combined with appropriate experience. For managers of audiovisual, graphics, and other technical activities, postsecondary technical school training is preferred. Managers of highly complex services, such as contract administration, generally need at least a bachelor's degree in business, human resources, or finance. Regardless of major, the curriculum should include courses in office technology, accounting, business mathematics, computer applications, human resources, and business law. Most facility managers have an undergraduate or graduate degree in engineering, architecture, construction management, business administration, or facility management. Many have a background in real estate, construction, or interior design, in addition to managerial experience. Whatever the manager's educational background, it must be accompanied by related work experience reflecting demonstrated ability. For this reason, many administrative services managers have advanced through the ranks of their organization, acquiring work experience in various administrative positions before assuming first-line supervisory duties. All managers who oversee departmental supervisors should be familiar with office procedures and equipment. Managers of personal property acquisition and disposal need experience in purchasing and sales, and knowledge of a variety of supplies, machinery, and equipment. Managers concerned with supply, inventory, and distribution should be experienced in receiving, warehousing, packaging, shipping, transportation, and

related operations. Contract administrators may have worked as contract specialists, cost analysts, or procurement specialists. Managers of unclaimed property often have experience in insurance claims analysis and records management.

Persons interested in becoming administrative services or facility managers should have good communication skills and be able to establish effective working relationships with many different people, ranging from managers, supervisors, and professionals, to clerks and blue-collar workers. They should be analytical, detail-oriented, flexible, and decisive. They must also be able to coordinate several activities at once, quickly analyze and resolve specific problems, and cope with deadlines.

Most administrative services managers in small organizations advance by moving to other management positions or to a larger organization. Advancement is easier in large firms that employ several levels of administrative services managers. Attainment of the Certified Administrative Manager (CAM) designation offered by the Institute of Certified Professional Managers through work experience and successful completion of examinations can increase a manager's advancement potential. In addition, a master's degree in business administration or related field enhances a first-level manager's opportunities to advance to a mid-level management position, such as director of administrative services, and eventually to a top-level management position, such as executive vice president for administrative services. Those with the required capital and experience can establish their own management consulting firm.

Advancement of facility managers is based on the practices and size of individual companies. Some facility managers transfer from other departments within the organization or work their way up from technical positions. Others advance through a progression of facility management positions that offer additional responsibilities. Completion of the competency-based professional certification program offered by the International Facility Management Association can give prospective candidates an advantage. In order to qualify for this Certified Facility Manager (CFM) designation, applicants must meet certain educational and experience requirements.

Job Outlook

Employment of administrative services managers is expected to grow about as fast as the average for all occupations through 2010. Like other managerial positions, there are more competent, experienced workers seeking jobs than there are positions available. However, demand should be strong for facility managers because businesses increasingly are realizing the importance of maintaining and efficiently operating their facilities, which are very large investments for most organizations. Administrative services managers employed in management services and management consulting also should be in demand, as public and private organizations continue to contract out and streamline their administrative services functions in an effort to cut costs. Many additional job openings will stem from the need to replace workers who transfer to other jobs, retire, or stop working for other reasons.

Continuing corporate restructuring and increasing utilization of office technology should result in a flatter organizational structure with fewer levels of management, reducing the need for some middle management positions. This should adversely affect administrative services managers who oversee first-line managers. Because many administrative managers have a variety of functions, however, the effects of these changes on employment should be less severe than for other middle managers who specialize in only certain functions.

Earnings

Earnings of administrative services managers vary greatly depending on the employer, the specialty, and the geographic area. In general, however, median annual earnings of administrative services managers in 2000 were \$47,080. The middle 50 percent earned between \$32,550 and \$67,630. The lowest 10 percent earned less than \$23,800, and the highest 10 percent earned more than \$90,120. Median annual earnings in the industries employing the largest numbers of these workers in 2000 are shown below:

Computer and data processing services	\$54,700
Colleges and universities	51,470
Local government	48,470
Management and public relations	44,420
State government	43,710

In the Federal Government, contract specialists in nonsupervisory, supervisory, and managerial positions earned an average of \$60,310 a year in 2000. Corresponding averages were \$58,050 for facilities managers, \$57,360 for industrial property managers, \$53,830 for property disposal specialists, \$57,400 for administrative officers, and \$48,410 for support services administrators.

Related Occupations

Administrative services managers direct and coordinate support services and oversee the purchase, use, and disposal of personal property. Occupations with similar functions include office and administrative support worker supervisors and managers; cost estimators; property, real estate, and community association managers; purchasing managers, buyers, and purchasing agents; and top executives.

Sources of Additional Information

For information about careers in facility management, facility management education and degree programs, and the Certified Facility Manager designation, contact:

► International Facility Management Association, 1 East Greenway Plaza, Suite 1100, Houston, TX 77046-0194. Internet: <http://www.ifma.org>

General information regarding facility management and a list of facility management educational and degree programs may be obtained from:

► The Association of Higher Education Facilities Officers, 1643 Prince St., Alexandria, VA 22314-2818. Internet: <http://www.appa.org>

For information about the Certified Administrative Manager designation, contact:

► Institute of Certified Professional Managers, James Madison University, College of Business, Harrisonburg, VA 22807. Internet: <http://cob.jmu.edu/icpm>

Advertising, Marketing, Promotions, Public Relations, and Sales Managers

(O*NET 11-2011.00, 11-2021.00, 11-2022.00, 11-2031.00)

Significant Points

- Employment is projected to increase rapidly, but competition for jobs is expected to be intense.
- College graduates with related experience, a high level of creativity, and strong communication skills should have the best job opportunities.
- High earnings, substantial travel, and long hours, including evenings and weekends, are common.