



## STUDENT ACTIVATION



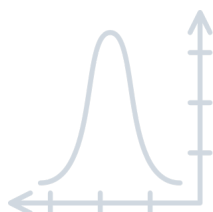
## Top Executive

### OVERVIEW<sup>1</sup>

Top executives lead organizations or companies to implement their goals, plans, functions, or services. They envision the future of the company to maximize resources and make sure that its potential is fulfilled.

### EVALUATE YOUR INTEREST<sup>2</sup>


- I enjoy starting up and carrying out projects that require making decisions and leading people.
- I enjoy learning about the procedures and routines that make businesses successful.
- I enjoy working with data and details.
- I thrive when I solve problems under pressure.



# Top Executive

STUDENT ACTIVATION (CONTINUED)



<b>How does this career affect me?<sup>1,2</sup></b>	<b>What are some other similar careers?<sup>3</sup></b>	<b>How does this career affect the world?<sup>2</sup></b>
<p>Top executives keep business and organizations running successfully. When you purchase your favorite brand of sneaker or take part in a non-profit fundraiser, a top executive is involved up the line. The business and non-profit industries, and the people in them, are about much more than just selling products or raising money.</p> <p>Many top executives want to make the world a better place for the future.</p> <p>You might start a small business offering a service such as tutoring people about new phones, mowing lawns, or babysitting to help you earn extra money. You might decide to start an organization to help end local hunger or save an endangered species. As a top executive, you could change the world and do it your way.</p> 	<p><b>Business operations managers</b> help with the day-to-day activities of running a business, such as coordinating employee benefits or purchasing supplies.</p> <p><b>Financial specialists</b> keep track of money, such as by balancing business accounts and helping people make investment decisions. Because of their expertise, many of these workers earn wages that are higher than average wages for all workers.</p> <p><b>Sales managers</b> manage teams of other salespersons. Some salespersons are paid on commissions that reward high-selling workers with higher earnings. But the risks work the same way, with workers who don't sell well seeing their pay suffer. People who sell scientific and technical products generally receive higher pay, but there are also fewer jobs in this area.</p>	<p>Top executives know their role is changing rapidly, but most feel that their jobs as successful leaders still involve the basics of transferring their knowledge and skills to others. They help employees do their best work, remaining flexible, talking to customers, taking things a day or a week at a time, trying to retain skilled workers, and making the most of technology.</p> <p>Today, the 9-to-5 workday is already becoming a thing of the past (pushed by technological advances and the global pandemic). Time flexibility and remote roles have become very popular, and alternative education like apprenticeships and interning, might replace traditional education models for many industries.</p> <p>Top executives now recognize that geopolitical issues, global economics, changing workforce demographics, and other global issues affect the long-term success of their organizations. They must be advocates, even visionaries, for solutions that align their core business interests social progress like more diversity, inclusion, greater incorporation of philanthropy, ethical leadership principles and strong corporate cultures.</p>

# Top Executive

STUDENT ACTIVATION (CONTINUED)



## TAKE ACTION

- Contact a local business or non-profit and see if you can interview the top executive. Investigate what the organization does and prepare a list of questions beforehand. If you know a worthy cause that this company could consider working with, be sure to recommend it!
- Join a club at school that is involved with planning a major school event or product such as a dance, an important sporting event, the yearbook, or the school newspaper. Identify the tasks and various people required to plan the event or product. Collaborate with your peers to think about ways in which the process might be improved from previous years or next time.
- Choose a global issue important to you and educate your community about it. Be strategic: Figure out who would benefit from learning about this issue and what exactly is important for them to know. Then look for ways to spread the word!



<sup>1</sup> Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook. <https://www.bls.gov/ooh/management/top-executives.htm>.

<sup>2</sup> O'Net Online. <https://www.onetonline.org/link/summary/11-1011.00>.

<sup>3</sup> Bureau of Labor Statistics, U.S. Department of Labor, Career Outlook. <https://www.bls.gov/careeroutlook/2016/article/high-paying-business-careers.htm>.