

Chief Executives

WHAT THEY DO

Determines and formulates policies and provides overall direction of companies or private and public sector organizations within guidelines set up by a board of directors or similar governing body. Plans, directs, or coordinates operational activities at the highest level of management with the help of subordinate executives and staff managers. Belongs to the Business, Management, and Administration and/or Government and Public Administration cluster and the General Management, Operations Management, and/or Public Management and Administration pathway.

SKILLS YOU NEED

Basic Skills:

- Reading Comprehension
- Active Listening
- Writing
- Speaking
- Mathematics
- Critical Thinking
- Active Learning
- Learning Strategies
- Monitoring

Transferable Skills (applicable in other careers):

High level

- Formulating program policy and goals
- Hiring and supervising staff
- Managing and directing people and programs
- Negotiating staff policies and disputes
- Planning and administering budgets
- Preparing project status reports

Workplace Skills:

Medium level

- Complex Problem Solving
- Coordination
- Instructing
- Judgment and Decision Making
- Management of Material Resources
- Management of Personnel Resources
- Negotiation
- Operations Analysis
- Persuasion
- Service Orientation
- Social Perceptiveness
- Systems Analysis
- Systems Evaluation
- Time Management

Additional skills for this occupation may be found at <http://www.iowaworkforcedevelopment.gov/career-exploration-resources>

Source: <https://secure.ihaveaplaniowa.gov/>

IS THIS FOR YOU?

Work Interests

are described in the following categories (compatible with Holland's Model) by people who tend to succeed in this career:

- **Enterprising** – You are a "persuader". You like to sell things or ideas. Prestige and power are important to you. You like to use your language skills to convince other people of your ideas.
- **Conventional**—You are an "organizer". Keeping things neat and organized is important to you. You like working with charts and reports, and work well with power and authority.
- **Social**—You are a "helper". You like being around people and helping them with problems. Socializing is fun for you.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

- **Achievement** – It's very important to you that your work allows you to use your best abilities. You want to see the results of your work and get a feeling of accomplishment.
- **Independence** – It's very important to you that your work allows you to make decisions on your own. You want to try out your own ideas and work with little supervision.

Aptitudes reflect a person's ability to acquire skills and knowledge. The following aptitudes are important for success in the career:

- **General Learning Ability**
- **Verbal Aptitude**
- **Numerical Aptitude**
- **Spatial Perception**
- **Clerical Perception**
- **Eye-hand Coordination**
- **Finger Dexterity**
- **Manual Dexterity**



ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2012 Estimated Employment	2022 Projected Employment	2012-22 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,758,205	1,955,480	197,275	1.1	61,665
Management Occupations	161,915	160,970	-945	-0.1	3,775
Chief Executives	3,710	3,905	195	0.5	100

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

2015 WAGE & SALARY (\$)

Occupational Title	Average Wage	Average Salary	Entry Wage	Entry Salary	Experienced Wage	Experienced Salary
Total, All Occupations	19.77	41,122	9.55	19,858	24.88	51,755
Management Occupations	42.10	87,578	20.05	41,706	53.13	110,513
Chief Executives	79.20	164,738	33.56	69,813	102.02	212,201

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

EDUCATION & TRAINING

Education	Work Experience	Job Training
Bachelor's Degree	More than 5 years	None

Many top executives have a bachelor's or master's degree in business administration or in an area related to their field of work. College presidents and school superintendents typically have a doctoral degree in the field in which they originally taught or in education administration. Top executives in the public sector often have a degree in business administration, public administration, law, or the liberal arts. Top executives of large corporations often have a Master of Business Administration (MBA). Top executives who are promoted from lower level managerial or supervisory positions within their own firm often can substitute experience for education. In industries such as retail trade or transportation, for example, people without a college degree may work their way up to higher levels within the company and become executives or general managers. Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0> and <https://secure.ihaveaplaniowa.gov/>

NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level
Applied Mathematics	6
Locating Information	5
Reading for Information	5

This ACT-developed credential demonstrates achievement and a certain level of workplace employability skills. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6).

Source: <http://www.act.org/workkeys/analysis/occup.html>

PRIMARY INDUSTRY SECTORS

(Where are Chief Executives Employed?)

Professional, Scientific, and Technical Services
 Animal Production
 Crop Production
 Educational Services
 Local Government
 Management of Companies
 Insurance Carriers
 Machinery Mfg
 Professional, Scientific, and Technical
 Hospitals
 Nursing and Residential Care Facilities
 Food Mfg
 Specialty Trade Contractors
 Merchant Wholesalers

Source: <http://www.iowaworkforcedevelopment.gov/occupational-projections-0>

ADDITIONAL SOURCES:

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