

# Chief Executives

## Occupational Profile



### OVERVIEW

Determine and formulate policies and provide overall direction of companies or private and public sector organizations within guidelines set up by a board of directors or similar governing body. Plan, direct, or coordinate 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 career cluster and the General Management, Financial Management, and/or Public Management and Administration pathway.

### SKILLS & KNOWLEDGE NEEDED

#### Basic Skills:

- Judgment and Decision Making
- Complex Problem Solving
- Speaking
- Critical Thinking
- Coordination

#### Technology Skills:

- Data Base User Interface and Query Software
- Document Management Software
- Enterprise Resource Planning Software
- Human Resources Software
- Project Management Software

#### Knowledge:

- Administration and Management
- Personnel and Human Resources
- Customer and Personal Service
- English Language
- Law and Government

### DOES THIS DESCRIBE YOU?

**Work Interests** involve descriptive categories (compatible with Holland's Model) attributed to success in this career:

- **Enterprising** – Involves starting up and carrying out projects; often leading people and making business decisions that sometimes require risk.
- **Conventional**—Enjoy following set procedures and routines developed through higher authority; includes working with data and details more than with ideas.

**Work Styles** depict worker characteristics conducive for this career:

- **Leadership**
- **Integrity**
- **Initiative**
- **Stress Tolerance**
- **Dependability**

**Work Values** are associated with aspects of work that provide satisfaction in this career:

- **Recognition**—Advancement potential.
- **Achievement**—Sense of accomplishment; results oriented.
- **Independence**—Autonomy; working on your own.

**Aptitudes** reflect an ability to acquire skills and knowledge for success in this career:

- **Oral Comprehension**
- **Oral Expression**
- **Written Comprehension**
- **Deductive Reasoning**
- **Speech Clarity**

## ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2014 Estimated Employment	2024 Projected Employment	2014-24 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,795,100	1,949,240	154,140	0.9	58,145
Management Occupations	164,320	171,670	7,350	0.4	4,000
Chief Executives	3,660	3,660	0	0.0	60

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

## 2017 WAGE & SALARY (\$)

Occupational Title	Mean Wage	Mean Salary	Entry Wage	Entry Salary	Exp Wage	Exp Salary
Total All Occupations	20.93	43,539	10.09	20,991	26.35	54,813
Management Occupations	44.85	93,286	21.53	44,784	56.51	117,538
Chief Executives	85.06	176,922	26.90	55,946	114.14	237,410

Source: <https://www.iowaworkforcedevelopment.gov/occupational-employment-and-wages>

## EDUCATION & TRAINING

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

Degrees in business administration, public administration, law, engineering, and/or the sciences and liberal arts are common for top executives of large corporations, nonprofits, and government entities with many having advanced degrees such as Master of Business Administration (MBA), Master of Public Administration (MPA) or other (including doctoral degrees). Substitution of equivalent lower level managerial or supervisory experience also provides a path towards top management positions. Licenses, certificates, and/or commissions may be required.

Sources: <https://www.iowaworkforcedevelopment.gov/occupational-projections>, [https://www.bls.gov/emp/ep\\_education\\_training\\_system.htm](https://www.bls.gov/emp/ep_education_training_system.htm), and <https://www.iowaworkforcedevelopment.gov/iowa-licensed-occupations>

## NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level	Minimum Skill Level	Maximum Skill Level
Applied Mathematics	5	4	7
Locating Information	5	4	5
Reading for Information	6	5	6
Applied Technology	n.a.	n.a.	n.a.
Business Writing	5	4	5
Workplace Observation	3	3	4
Listening for Understanding	5	4	5

An ACT assessment-based credential issued in determining essential work skills needed for employment success across industries and occupations. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6 & higher). Source: <http://www.act.org/content/act/en/products-and-services/workkeys-for-employers/assessments.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

## ADDITIONAL SOURCES:

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