

Seidman College of Business
Economics Internship Learning Objectives

Student Name: _____ **Major:** _____

Internship Title: _____

Company/Employer: _____

By doing the tasks checked below, my participation in this internship will allow me to explore different work environments and organizational cultures, learn to interact with diverse personalities, and assist me in determining if I am well-suited to career opportunities in this field:

Analyze how this internship fits into my career goals.

Real Estate:

- Learn, understand, and become acquainted with the steps of buying or selling property, particularly closing procedures.
- Gain crucial knowledge and experience helpful in procuring my realtor's license by working with experienced real estate professionals, especially observing and participating in real estate transactions and practices.
- Learn differences in types of real estate including retail, office, industrial, residential, and investment, and become familiar with specialty categories in real estate.
- Gain knowledge of day-to-day functions of brokers and developers and what influences their decision making, particularly what knowledge of a property is most critical.
- Learn the process of property identification, becoming familiar with needs of clients, determining possible property uses and construction, decision making, and interacting with clients to gain insight into the best practices of a broker or advisor in the company.
- Become familiar with property management, communication with tenants and prospective buyers, and how the laws of supply and demand affect which properties to market to a given client.
- Learn the role of real estate developers by interacting with experienced brokers, marketers, financial advisors, and company managers.
- Other – list below.

Other – list below.

General Economics:

- Learn to use economic tools and theories to analyze tradeoffs and make decisions based on scarcity and opportunity costs in an organization or public policy setting.
- Learn to identify the determinants of price based on market competitors and costs.
- Learn how an organization allocates its resources internally and within the market.
- Understand how different market structures affect the allocation of an organization's resources.
- Learn to interpret the affect of government policy on the market.
- Analyze how macroeconomic events affect individual organizations (such as inflation, recessions, and stock market behavior).
- Gain insights about crucial economic indicators (GDP, unemployment, retail numbers, etc.).
- Gain insights on our country's monetary and interest rate policies
- Analyze how supply and demand changes of raw materials can affect how an organization implements its financial budgeting decisions (i.e., supply of oil for an airline company, or how a change in the demand for coffee affects Starbucks).

- Learn to write an effective business plan.
- Learn to develop a useful and relevant budget.
- Learn to study the economics of a business startup by conducting in-depth research on organizations and through communications with organizational representatives.
- Learn to analyze an organization's traffic statistically.
- Learn how to summarize important characteristics of consumers' demand for an organization's goods.
- Gain knowledge in financial markets, including currency, commodities, and equity.
- Learn to evaluate the effect that geopolitical events and economic news has on the volatility of currency and futures markets.
- Learn to recognize how asset traders use information to choose positions.
- Learn how to gain knowledge in client interactions.
- Learn to analyze specific industries (i.e., housing) and how they affect various business or marketing strategies.
- Learn to evaluate current events and predict how these events affect the insurance industry.
- Learn how to analyze the demographic information of prospects or clientele to come up with profitable marketing strategies.
- Learn how to properly manage and assess an individual's retirement portfolio within the confines of the current financial markets.
- Gain insight on corporate budgeting, financial decisions, and resource allocation within the firm.
- Learn to properly lead interns, including making sure there is an appropriate balance of work being requested and accomplished.
- Other – list below.

Other – list below.

_____ **Faculty Signature** _____ **Date**

_____ **Faculty Name (Print)**