



WHAT TO DO WITH A MAJOR IN...

PROFESSIONAL GOLF MANAGEMENT

Description of Major

The Professional Golf Management Program (PGM) at Mississippi State University is the second oldest program sanctioned by the Professional Golfers' Association of America (PGA). The PGM major leads to a bachelor's degree in business administration. In addition to the requirements for a degree in marketing, students must complete courses in turf management, food management, landscape architecture, golf course design, and human resource management. As part of the PGA PGM Program, PGM students will also attend on-campus PGA Seminars in Teaching Golf, Business Operations, and Staff Management and Organization. Additionally students will take a number of self-study courses covering the remainder of the PGA PGM requirements. Students will attend PGA PGM Checkpoints (tests) conducted by the PGA. These Checkpoints, held on campus, provide students the opportunity to demonstrate their competency in a number of academic and technical areas covered in the Mississippi State PGM curriculum, PGM co-op experiences, PGA PGM Seminars, and PGA PGM self-study courses. Students must also complete a minimum of 16 months (five semesters) of co-op work experience under the guidance of the MSU Cooperative Education Program. These work experiences are under the tutelage of Class A PGA Professionals throughout the country. Students are required to be continuously enrolled at MSU as a full-time student or enrolled in the MSU Cooperative Education Program according to their co-op schedule. Those who complete the program thus earn a prestigious degree and reach the threshold of PGA Class A membership.

Possible Job Titles

Note: This list is not comprehensive, and some positions may require further education or training.

Academy Manager
Architect
Assistant Golf Professional
Association Manager
Computer Hardware Rep.
Computer Software Rep.
Computer Systems Installer
Construction Worker
Corporate Manager
Course Designer
Course Owner
Department Manager
Director of Golf
Director of Instruction
Director of Marketing
Executive Director
Facility Developer
General Manager
Golf Coach

Junior Golf Director
Marketing Manager
Membership Director
Merchandise Manager
Minority Golf Director
Multi-Facility Manager
Operations Consultant
PGA Career Consultant
PGA Headquarters Staff Member
PGA Section Staff Member
Real Estate Developer
Real Estate Manager
Researcher
Regional Manager
Regional Merchandising Director
Retail Manager
Retail Owner
Rules Official
Sales Representative

Golf Course Developer
Golf Equipment Specialist
Golf School Manager
Head Professional
Independent Sales Representative

Store Manager
Teacher
Tournament Director
Tournament Manager

The following links are excellent resources on specific careers such as those listed above:

- **O-net:** <http://online.onetcenter.org/>
- **Occupational Outlook Handbook:** <https://www.bls.gov/ooh/>
- **Federal Occupations by College Major:** <https://tinyurl.com/y9sx5fr3>

Possible Employment Settings/Fields

Broadcasting/Journalism
Colleges/Universities
Consulting
Course Development
Course Maintenance
Department Store
Golf Clubs
Golf Courses
Golf Manufacturer Management
Golf Shop
High Schools
Instruction

Magazines
Management
Marketing/Promotions
Newspapers
Ownership/Leasing
Player Development
Professional Golf Association
Project Development
Research/Technology
Retail
Television Station/Company
Tournaments

Strategies for Success

- Ask to job shadow or interview a professional.
- Consider a part-time or summer job at a country club.
- Gain leadership skills by joining community or campus organizations.
- Develop excellent oral and written communication skills.

Departmental Information for Professional Golf Management

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Website:

<http://misweb.cbi.msstate.edu/~COBI/faculty/departments/mainpage.shtml?PGM>