

Computer and Information Systems Managers

(All information, except UB degree program information, is from the US Department of Labor, Bureau of Labor Statistics 2004-2005 Occupational Outlook Handbook.)

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- **UB Graduate Programs:**
 - [MBA](#)
 - [MS Accounting](#)
- **UB Undergraduate Programs:**
 - [BA/BS Computer Science](#)
 - [BS Business Administration \(Concentration-Accounting or MIS\)](#)
 - [BS/MBA Business Administration](#)

Significant Points

- Projected job growth stems primarily from rapid growth among computer-related occupations.
- Employers prefer managers with formal education and advanced technical knowledge acquired through computer-related work experience.
- Job opportunities should be best for applicants with a master's degree in business administration or management information systems with technology as a core component.

Employment

Computer and information systems managers held about 284,000 jobs in 2002. About 2 in 5 works in service-providing industries, mainly in computer systems design and related services. This industry provides services related to the commercial use of computers on a contract basis, including custom computer programming services; computer systems integration design services; computer facilities management services, including computer systems or data-processing facilities support services for clients; and other computer-related services, such as disaster recovery services and software installation. Other large employers include insurance and financial services firms, government agencies, and manufacturers.

Job Outlook

Employment of computer and information systems managers is expected to [grow much faster than the average](#) for all occupations through the year 2012. Technological

advancements will boost the employment of computer-related workers; as a result, the demand for managers to direct these workers also will increase. In addition, job openings will result from the need to replace managers who retire or move into other occupations. Opportunities for obtaining a management position will be best for workers possessing an MBA with technology as a core component, or a management information systems degree, advanced technical knowledge, and strong communication and administrative skills.

Despite the recent downturn in the economy, especially in technology-related sectors, the outlook for computer and information systems managers remains strong. In order to remain competitive, firms will continue to install sophisticated computer networks and set up more complex Internet and intranet sites. Keeping a computer network running smoothly is essential to almost every organization. Firms will be more willing to hire managers who can accomplish that.

The security of computer networks will continue to increase in importance as more business is conducted over the Internet. The security of the Nation's entire electronic infrastructure has come under renewed focus in light of recent threats. Organizations need to understand how their systems are vulnerable and how to protect their infrastructure and Internet sites from hackers, viruses, and other acts of cyber-terrorism. The emergence of "cyber-security" as a key issue facing most organizations should lead to strong growth for computer managers. Firms will increasingly hire cyber-security experts to fill key leadership roles in their information technology departments, because the integrity of their computing environment is of the utmost concern. As a result, there will be a high demand for managers proficient in computer security issues.

Due to the explosive growth of electronic commerce and the capacity of the Internet to create new relationships with customers, the role of computer and information systems managers will continue to evolve in the future. Persons in these jobs will continue to become more vital to their companies. The expansion of the wireless Internet will spur the need for computer and information systems managers with both business savvy and technical proficiency.

Opportunities for those who wish to become computer and information systems managers should be closely related to the growth of the occupations they supervise and the industries in which they are found. (See the statements on [computer programmers](#); [computer software engineers](#); [computer support specialists and systems administrators](#); and [computer systems analysts, database administrators, and computer scientists](#) elsewhere in the *Handbook*.)

Earnings

Earnings for computer and information systems managers vary by specialty and level of responsibility. Median annual earnings of these managers in 2002 were \$85,240. The middle 50 percent earned between \$64,150 and \$109,950. The lowest 10 percent earned less than \$47,440, and the highest 10 percent earned more than \$140,440. Median annual earnings in the industries employing the largest numbers of computer and information systems managers in 2002 were:

Computer systems design and related services	\$94,240
Management of companies and enterprises	91,710
Insurance carriers	89,920
Depository credit intermediation	75,160
Colleges, universities, and professional schools	68,100

According to Robert Half International, average starting salaries in 2003 for high-level information technology managers ranged from \$82,750 to \$151,500. According to a 2003 survey by the National Association of Colleges and Employers, starting salary offers for those with an MBA, a technical undergraduate degree, and 1 year or less of experience averaged \$54,643; for those with a master's degree in management information systems/business data processing, the starting salary averaged \$43,750.

In addition, computer and information systems managers, especially those at higher levels, often receive more employment-related benefits — such as expense accounts, stock option plans, and bonuses — than do non-managerial workers in their organizations.

Training, Other Qualifications, and Advancement

Strong technical knowledge is essential for computer and information systems managers, who must understand and guide the work of their subordinates, yet also explain the work in nontechnical terms to senior management and potential customers. Therefore, these management positions usually require work experience and formal education similar to that of other computer occupations.

Many computer and information systems managers have experience as systems analysts; others may have experience as computer support specialists, programmers, or other information technology professionals. A bachelor's degree usually is required for management positions, although employers often prefer a graduate degree, especially a master's degree in business administration (MBA) with technology as a core component. This degree differs from a traditional MBA in that there is a heavy emphasis on information technology in addition to the standard business curriculum. This is becoming important because more computer and information systems managers are making important technology decisions as well as business decisions for their organizations. Some universities specialize in offering degrees in management information systems, which blend technical core subjects with business, accounting, and communications courses. A few computer and information systems managers may have only an associate

degree if they have sufficient experience and were able to learn additional skills on the job. To aid their professional advancement, though, many managers with an associate degree eventually earn a bachelor's or master's degree while working.

Computer and information systems managers need a broad range of skills. In addition to technical skills, employers also seek managers with strong business skills. Employers want managers who have experience with the specific software or technology to be used on the job, as well as a background in either consulting or business management. The expansion of electronic commerce has elevated the importance of business insight, because many managers are called upon to make important business decisions. Managers need a keen understanding of people, management processes, and customers' needs.

Computer and information systems managers must possess strong interpersonal, communication, and leadership skills because they are required to interact not only with their staff, but also with other people inside and outside their organization. They also must possess team skills to work on group projects and other collaborative efforts. Computer and information systems managers increasingly interact with persons outside their organization, reflecting their emerging role as vital parts of their firm's executive team.

Computer and information systems managers may advance to progressively higher leadership positions in their field. Some may become managers in non-technical areas such as marketing, human resources, or sales. In high technology firms, managers in non-technical areas often must possess the same specialized knowledge as do managers in technical areas.