

## Supply Chain & Operations

### **Career Paths: Supply Chain & Operations**

Supply Chain and Operations combines the disciplines of operations, logistics, strategy and MIS. Rather than focusing on any single facet of delivering a product or service to the customer, SC&O covers the entire process, from “the suppliers of your suppliers to the customers of your customers.” A SC&O position may include any or all of the following, depending on the size and complexity of the organization:

- Choosing and developing suppliers.
- Designing and implementing systems and processes for improving the customer interface, reducing transaction costs, reducing inventories, and improving service levels.
- Sourcing materials, components, technologies, and services.
- Monitoring and managing inventory at all steps of the supply chain.
- Managing logistics, warehouses, distribution inventories, and service parts.
- Managing internal operations or service functions.
- Managing quality and six sigma projects throughout the supply chain.
- Strategically analyzing the supply chain to increase revenues, improve service, reduce cost, and ultimately improve profit.

### **Skills Desired:**

Candidates should be critical thinkers who can analyze, manage, and improve business processes using strategic thinking and analytical skills. The ability to understand international management issues is also important because Supply Chain Operations often cross national boundaries in addition to functional ones. Most employers seek students that have strong financial analysis skills, leadership skills, information systems knowledge and the ability to work in teams. Strong oral and written communication skills are also desirable.

The cross-disciplinary nature of Supply Chain and Operations suggests supporting coursework from a large number of academic areas.

- Operations Management for understanding manufacturing, service processes, inventory management, quality management, and supply chain technology management, along with associated process improvement techniques.
- Logistics for the management of delivery and fulfillment systems.
- Marketing for the ability to understand market behavior and distribution requirements.
- Strategy for better understanding how supply chains compete, discerning effective alliances, and helping prioritize SCM opportunities.
- MIS for an understanding of systems design and implementation.

The skills listed above are contained in the highly recommended courses listed below. In addition students should select electives from the suggested list of courses or other courses that complement their particular interests and experience.

In addition to the highly recommended courses, one possibility is to select one functional area such as marketing, operations, information systems, finance or strategy and organization for additional course work. This would build the strength of the student's portfolio in one additional area to complement the supply chain and operations courses already taken.

Another possibility is to select courses from several of the areas suggested in order to build a broader base of expertise across the board. In this case the student would pick and choose courses from the suggested list to complement his or her experience and build more skills in several functional areas.

### **Job Titles:**

There is a variety of entry level and higher level positions available to those who choose a supply chain and operations portfolio. These include.

|                         |                      |
|-------------------------|----------------------|
| Supply Chain Consultant | Supply Chain Analyst |
| Buyer/Planner           | Supply Manager       |
| Procurement Manager     | Inventory Manager    |
| Purchasing Manager      | Logistics Planner    |
| Materials Manager       | Plant Manager        |
| Six Sigma Blackbelt     | Operations Manager   |
| Quality Manager         | Operations Analyst   |
| Service Manager         | Business Analyst     |

### **Resources:**

#### **Recruiting**

Companies from a variety of industries come to the Carlson School for graduates with expertise in Supply Chain and Operations: Consulting, high and low tech manufacturing, retail, service and transportation companies make up the majority of recruiters. Some are looking for students with information systems knowledge in addition to Supply Chain. Others seek a strong Finance, Marketing, Operations or Strategic Management combination together with Supply Chain knowledge.

### **MBA Program Portfolio Information Sessions**

#### **Graduate Business Career: Panels on MBA Career Options**

#### **Web Resources**

At the Business Career Center's webpage, [www.csom.umn.edu/bcc](http://www.csom.umn.edu/bcc), click on "Graduate Students" on the left hand side.

Then, click on "Wetfeet Press" in the right hand column.

Enter your X500 ID and password to login.

Click on the Wetfeet.com logo. If you are asked to pay, then you are in the wrong section.

On the right hand side of the webpage, click on "[Download](#) the latest versions of a selection of WetFeet's pioneering and award-winning Insider Guide series."

Here you will see multiple relevant guides including:

*Careers in Management Consulting*  
*Careers in Marketing and Market Research*  
*Careers in Brand Management*  
*Guide to the Top 25 Financial Services Firms*  
*Careers in Asset Management & Retail Brokerage*  
*Careers in Consumer Products*  
*Top 20 Biotechnology/Pharmaceutical Firms*  
*Careers in Accounting*  
*Careers in Advertising and Public Relations*  
*Careers in Nonprofits and Government Agencies*  
*Careers in Specialized Consulting: Health Care*  
*Human Resources and Information Technology*

*Careers in Supply Chain Management*  
*Careers in Information Technology*  
*Careers in Human Resources*  
*Careers in Venture Capital*  
*Careers in Investment Banking*  
*Careers in Manufacturing*  
*Top 25 Consulting Firms*  
*Careers in Biotech and Pharmaceuticals*  
*Careers in Entertainment and Sports*  
*Careers in Health Care*

**Achieving Supply Chain Excellence Through Technology (ASCET):** This public forum site sponsored by Accenture offers a comprehensive collection of industry papers on different aspects of supply chain management. <http://www.ascet.com>

## **Print Resources**

**Career Information Guides**  
Available in the GBCC

**Supply Chain Management Review:** A bi-monthly publication covering supply chain management issues affecting senior managers. <http://www.scmr.com/>

## **Carlson Affiliations**

**Supply Chain & Operations Club** (student organization)

The Supply Chain & Operations Club aims to give MBA students a broader understanding of the opportunities, career paths, trends, and current burning issues in supply chain and operations management. It does this through speakers, plant tours, discussion panels, faculty interactions, and other activities. The club also leverages these programs to assist students with job and internship searches.

**Consulting Club** (student organization): Educational events, networking engagements, and case interviewing practice.

**High-Tech Club**

The High-Tech Club focuses on the needs of students interested in learning about or being a part of some aspect of the Information Technology industry. With students representing all concentrations, the club encourages a cross-functional experience. The club has had the privilege of working with the faculty and administration on developing and improving the Management Information Systems and eBusiness Concentrations at Carlson, and takes pride in being active members of the Carlson School community.

## **Professional Affiliations**

**Council of Logistics Management**

The Council of Logistics Management – Twin Cities Roundtable provides value to logistics professionals through professional development, networking, and disseminating logistics knowledge. The local chapter offers great opportunities for students to join and network at a reduced membership rate. Visit <http://www.cscmp-mn.org/> for details and event listings.

**National Association of Purchasing Management**

NAPM-Twin Cities provides education and networking opportunities for purchasing professionals, to set ethical standards and to advance the profession of purchasing management. For more information visit [www.napm-twincities.org](http://www.napm-twincities.org).

**American Production and Inventory Control Society**

APICS –Twin Cities provides monthly professional meetings in the Twin Cities with speakers and networking opportunities. A reduced membership rate is available for students. Visit [www.apicstc.org](http://www.apicstc.org) for more information.

**American Society for Quality**

ASQ –Twin Cities offers opportunities for students to meet with professionals in the quality field on topics of current interest. Monthly dinner meetings are available for students at a reduced rate. Visit [www.mnasq.org](http://www.mnasq.org) for details.

## Professional Portfolio: Supply Chain & Operations

### Course Information

#### Highly Recommended Courses

MKTG 6060 Distribution and Supply Chain Management (4 cr)

OMS 6056 Managing Supply Chain Operations (4 cr)

OMS 6059 Quality Management and Six Sigma (4 cr.)

MKTG/OMS 6065 Strategic Supply Chain Management (2 cr)

Choose one of the following:

OMS 6072 Managing Technologies in the Supply Chain (4 cr)

IDSc 6423 Enterprise Systems Technology (2 cr)

#### Suggested Courses

The choice of additional coursework will depend on the individual's specific area of interest. All of the courses listed below have relevance for Supply Chain and Operations

##### Operations

OMS 6041 Project Management (2 cr)

OMS 6051 Service Management (2 cr)

OMS 6062 New Product Design and Business Development (6 cr)

OMS 6081 Operations Strategy (2 cr)

OMS 6082 International Operations Management (2 cr)

##### MIS

IDSc 6442 E-Sourcing and E-Auctions (2 cr)

IDSc 6401 Decision Technologies (2 cr)

##### Marketing

MKTG 6075 Pricing Strategy (4 cr)

MKTG 6072 International Marketing (2 cr)

##### Strategy and Organization

MGMT 6031 Industry Analysis and Competitive Strategy (4 cr)

MGMT 6032 Strategic Alliances (2 cr)

##### Finance

FINA 6242 Advanced Corporate Finance Analysis and Decisions (4 cr)

**Remember: Employers want more than functional skills. To differentiate yourself, consult the document “Building Your Portfolio.” There you will find suggestions for additional classes that can add international exposure, provide a strategic framework and build entrepreneurial skills, among others.**