

# Supply Chain Management Concentration

The Department of Management helps students become good decision makers and managers. If you are interested in working in supply chain management or being a leader in a specific industry, the Supply Chain Management Concentration may be right for you.



## What Do Supply Chain Managers Do?

Supply chain managers focus on the supply chain of purchasing, producing, moving, and providing goods and services on a global basis. A supply chain manager's day-to-day activities may involve the following: coordinate and align events to convert raw materials and service inputs into finished goods and service provisions for end-consumers in a timely and cost-effective manner; negotiate to transfer and transform raw materials into finished goods; improve processes and product flows; manage projects that integrate other business functions and companies; manage organizations' relationships with suppliers, customers, and key partners; manage flow of money and information up and down the supply chain; ethically manage relationships with suppliers and key customers.

## Common Characteristics and Skills of Successful SCM Students and Professionals

- Enjoys variety and managing change
- Global orientation
- Successful relationship manager
- Desire to continuously improve
- Problem-solving capabilities
- Persuasion and negotiation skills
- Proficient time and project managers
- Comfortable spanning boundaries across teams, functions, and companies
- Decision-making and problem solving skills
- Strong written and verbal communication skills
- Understand whole picture, but able to narrow down scope

## Tips for Researching Management Occupations

- Shadow a manager for a day
- Search the web for job profiles and position descriptions
- Talk to alumni of the Management Program
- Take an online assessment (see the CMC Website)
- Visit with a Career Counselor in the CMC
- Know yourself and what type of work you enjoy
- Get involved with club/organization
- Attend the Career Fairs; ask about the tasks of managers

Online Resources  
[www.acinet.org](http://www.acinet.org)

## Potential Careers in Supply Chain Management

### Managing Supplies

- Buyer
- Supply Manager
- Import/Export Agent
- Purchasing Manager
- Procurement Analyst
- Materials Product Manager

### Coordinating Value for Customers

- Customer Service Manager
- Demand Planner/Forecaster
- Customer Account Manager
- Distribution Manager
- Logistics Analyst
- Transportation Manager

### Process Improvement

- Supply Chain Consultant
- Project Manager
- Process Improvement Manager
- Operations Manager
- Supply Chain Analyst
- Sustainability Specialist





2,300+  
Business majors



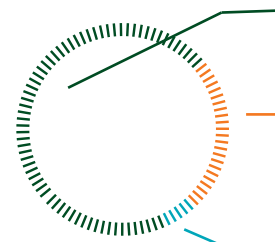
## Supply Chain Management (SCM) : 166 Students

18.1%

First generation  
(first in their family to earn a bachelor's degree)

16.8%

Identify as racially or ethnically diverse



16.6%  
Double concentrate

3.7%  
Double major

### Grade Point Average

3.29

### Internship, Practicum, and Field Experience Rates

All Concentration Average: 63%

SCM 73%

### Average Starting Salary<sup>1</sup>

All Concentration Average: \$ 51,283

SCM \$ 54,668

### Job/Education Offer Rates<sup>2</sup>

All Concentration Average: 93%

SCM 93%

<sup>1</sup> Average salary is based on full-time permanent employment.

<sup>2</sup> Offer rate is the percentage of graduates who are actively seeking employment or education that secured plans or indicated at least one job offer within six months of graduation.

