



# What Can I Do With A Major In SUPPLY CHAIN MANAGEMENT?

## What is Supply Chain Management?

*Supply Chain Management (SCM)* consists of a set of approaches to efficiently integrate the flow of materials, finances, and information from suppliers, manufacturers, wholesalers, distributors, retailers to the final customer, and back again. Supply chain management involves coordinating and integrating these flows both within and among companies. The primary objective of supply chain management is to improve the service levels to customers while reducing overall supply chain costs.

We have seen large improvements in the area, especially in the capture and use of information. Electronic commerce is one example of the use of technology in the supply chain management process. The supply chain management field continues to evolve to become more a proactive, strategic process with global business partners. Dealing with these issues is the foundation of careers in SCM. The demand for professionals in the area is rapidly growing as firms are realizing the improved efficiency and profitability resulting from Supply Chain Management.

For students interested in a global career, SCM roles often offer a quicker path to international travel on the job than most other careers. Additionally, SCM often enables a very efficient path to key executive level opportunities for individuals interested in a career advancement and progression.

## Career Paths in SCM:

The following are some areas of employment for supply chain management majors (actual job titles can vary, e.g., Agent, Analyst, Assistant, Specialist, or Manager):

- Supplier Relations Management
- Contracts Management and Pricing
- Procurement and Supply Management
- Materials Planning
- Inventory Management
- Logistics Management
- Transportation Carrier Management
- Demand Forecasting
- Consulting in SCM
- Export/Import Operations and Management
- Consumer Services Management
- Warehouse Operations and Management
- Distribution Management

## What Industries Employ SCM Professionals?

Supply chain management professionals work in virtually every industry - manufacturing or service, governmental, educational or retail. Different job titles or functions may be working as a buyer, negotiating contracts, being an inventory manager, an import/export goods manager, transportation manager, supplier relations, supplier selection, operations, warehousing, benchmarking, e-commerce, recycling, technology, and customer relations.

Supply chain management is important at all size organizations—from small businesses to Fortune 500 companies. All recognize that talented supply chain management professionals can help ensure the most efficient and profitable operations possible.



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### What Are Attributes of an SCM Professional?

The attributes you bring into an SCM career should include strong verbal and written communication skills, an aptitude for technology, a talent for data analysis, a global perspective on business, and the ability to maintain good professional relationships. Typically, being able to work well in a team is essential to strong performance.

The increasing ease of doing business online is having an impact on the supply management profession as markets take on a global scope. Supply chain managers may be asked to find and evaluate international sources of supply as well as potential markets around the globe and to integrate and coordinate requirements across the globe. As a result, you may be expected to bring cultural understanding and language skills to your position.

### Tips for Launching a Career in SCM:

- Complete a relevant internship.
- Develop strong analytic skills and interpersonal communication skills.
- Conduct informational discussions with individuals from industry. The Alumni Directories in the BCSC provide a great place to start.
- Explore various professional designations and licenses relevant to SCM career paths.

### Salary Data for SCM Graduates:

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According to WetFeet ([www.WetFeet.com](http://www.WetFeet.com)), the outlook for supply chain management positions is especially healthy in burgeoning sub-sectors such as specialty pharmaceuticals and medical device manufacturing. Starting salaries for undergraduates for most positions tend to be between \$35,000 and \$55,000.

According to the Arizona State University career services office, undergraduate supply chain management students face a healthy job outlook. Starting salaries for ASU degree holders ranged from \$26,000 to \$56,000 with an average starting salary of \$44,000. Iowa State reports that 90% of their undergraduate supply chain management degree holders were placed with an average salary of \$39,000. Penn State's reported that undergraduate degree holders in supply chain and information systems earned on average a starting salary of \$47,200.

~~Since SCM is a new major at KU, there is no prior data on salary outcomes of KU graduates for this major. However, during the 2006-2007 academic year, seven KU Business graduates reported operations or supply chain as their primary job function in the position that they accepted following graduation. Salaries reported ranged from \$30,000-71,000 with a mean salary of \$46,400 and a Median salary of \$43,000. Since SCM is a relatively new major at KU, there only are salary outcomes of graduates for the past two years. During 2009-10 salaries reported ranged from \$32,000 to \$61,000 with a mean salary of \$43,155. For 2010-11 the salaries ranged from \$30,000 to \$55,000 with a mean salary of \$45,560. In 2010-22 63.5% of the SCM majors seeking employment had accepted an offer by graduation.~~



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### Organizations recruiting at KU that have expressed an interest in hiring SCM graduates:

Advantage Recycling  
Aldi  
Altria  
American Airlines  
American Eagle  
Catapult International  
Collective Brands  
Ericsson  
Eli Lilly  
Farmers Insurance Group  
Guardian/Woody Financial Group  
Hallmark Cards

Hormel Foods  
Koch Industries  
Kraft Foods  
MarketSphere Consulting  
Transworld Systems  
Union Pacific  
Wal-Mart Stores  
Western Extralite

- Companies listed reflect organizations running formal on-campus recruiting schedules for Supply Chain Management majors in the Business Career Services Center during the 2010-2011 and 2009-2010 academic years. Data does not include companies attending the career fair, companies posting jobs and internships through KU Career Connections, companies recruiting in other career offices at KU, or companies hiring recent KU Marketing grads through student-initiated efforts.

### Salary Data for KU Supply Chain Management Graduates:

- **Range:** \$30,000-55,000 (2010-2011) and \$32,000-60,000 (2009-2010)
- **Average Salary:** \$45,560 (2010-2011) and \$43,955 (2009-10)
- **Median Salary:** \$50,000 (2010-2011) and \$40,000 (2009-10)
- **% of Students Seeking Employment who Accepted an Offer by Graduation:** 63.5% (2010-2011) and 47% (2009-10)

### APPENDIX:

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For further information, students are encouraged to review the following resources:

#### Web sites:

- <http://cscmp.org/> – Council of Supply Chain Management Professionals (CSCM's) home page, with information on their activities, career opportunities, educational programs, and much more. A copy of the "What in the World is the Global Supply Chain" DVD referenced on this website is available for check-out in the resource library of the Business Career Services Center.

Business Career Services Center | 1300 Sunnyside Ave. Rm. 125 | Lawrence, KS 66045 | (785) 864-5591 | [www.business.ku.edu](http://www.business.ku.edu)



## What Can I Do With A Major In SUPPLY CHAIN MANAGEMENT?

- <http://www.ism.ws/> – Institute for Supply Management's home page with information on the profession and various educational and certification programs offered by the non-profit organization.

<http://www.gsb.stanford.edu/scforum/>

the Stanford Global Supply Chain Management Forum advances the theory and practice of excellence in global supply chain management

- [www.salary.com](http://www.salary.com) – Compensation information for various positions
- <http://stats.bls.gov/oco/home.htm> – Occupational Outlook Handbook, providing employment projections from the US Department of Labor on a range of careers.

### Career Resources available through the Business Career Services Center:

Wet Feet and Vault are FREE online career libraries, enabling students to access up-to-date career information via the web, 24/7. Both libraries include company guides, industry guides, career guides, message boards, and more! Access Vault and Wet Feet through the Business Career Services Center website at [www.business.ku.edu/bcsc](http://www.business.ku.edu/bcsc)

- Wet Feet - Available to UNDERGRADUATE Business students. [www.business.ku.edu/wetfeet](http://www.business.ku.edu/wetfeet)
- Vault – Available to ~~GRADUATE~~ all KU Business students via the BCSC website-students. [www.business.ku.edu/vault](http://www.business.ku.edu/vault)

### CareerLeader-College:

*CareerLeader-College* is an integrated approach to business career self-assessment. The self-directed web-based career tool was developed at Harvard and is used by top business schools globally to help students guide their careers. Students may set up a *CareerLeader-College* account in the BCSC for \$20 (the amount BCSC pays to obtain an individual license from the vendor). Students completing the online assessment will receive individualized printable reports for the following:

- (BCII) **Business Career Interest Inventory** – defining your career INTERESTS
- (MPRP) **Management & Professional Reward Profile** – focusing your career VALUES and REWARDS
- (MPAP) **Management & Professional Abilities Profile** – thinking about your business SKILLS and the implications of your strengths and weaknesses for different business career paths

*CareerLeader-College* also provides Industry Sketches, detailing all major business industries, who the major corporations are, what they do, how they operate, and what business career paths they offer.

For additional information on careers in Supply Chain Management see the Business Career Services Center in 125 Summerfield.

For information regarding the degree requirements for a major in Supply Chain Management, see the Student & Academic Services office in 206 Summerfield.

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