

Educating the Supply Chain's Future Leaders

Dr. Mark Frohlich
mfrohlic@iupui.edu

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KELLEY SCHOOL OF BUSINESS

INDIANA UNIVERSITY

IUPUI

Pop Quiz - What do all of the following organizations have in common?

- Bank of America
- Callaway Golf
- FEDEX
- Google
- Harley Davidson
- Microsoft
- Rolls-Royce
- United Nations
- Wal-Mart
- WinStar Casinos

Answer - They all have job openings right now for supply chain managers

Three Trends:

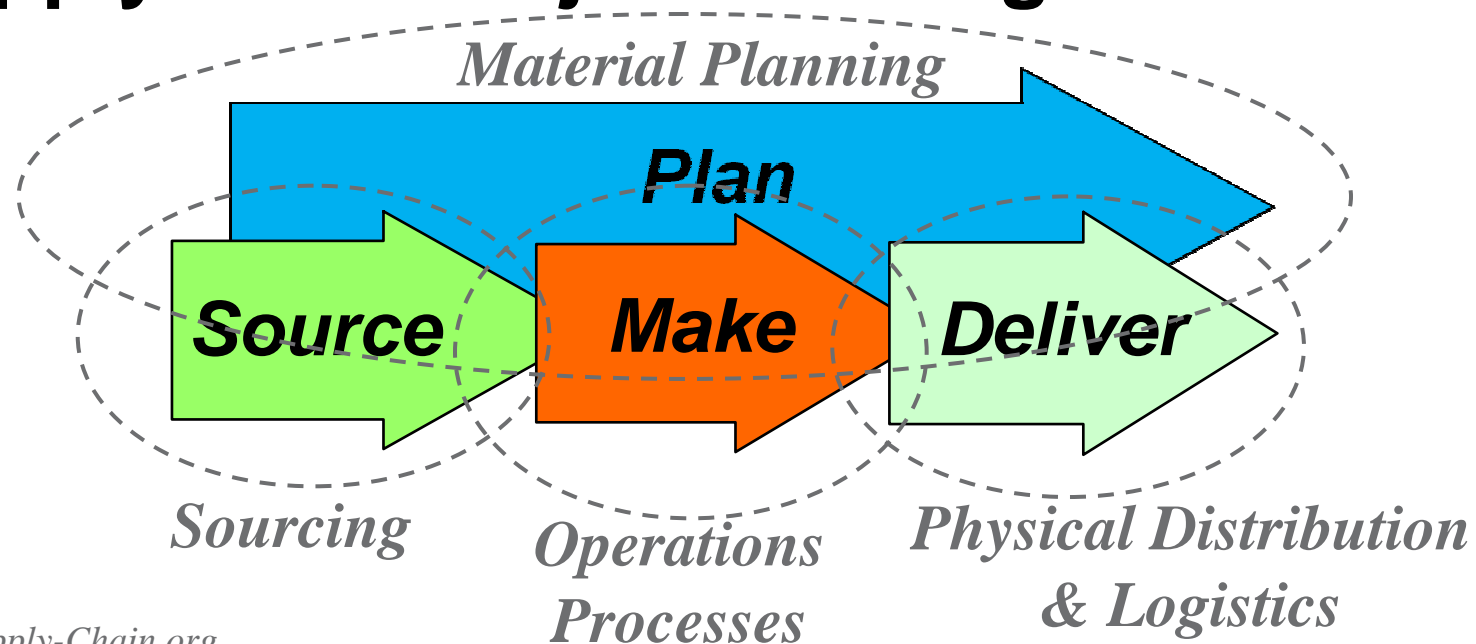
- **Strong regional and national demand for supply chain managerial talent**
- **A few undergrads and MBAs are waking up to this new career reality**
- **Many students still oblivious...**

Academia's Key Challenges

- **How do we prepare students for such a career?**
- **Beyond the classroom– what other experiences do students need?**
- **How do we get students interested in supply chain management?**
- **What are the major supply chain career paths?**

How do we prepare students for such a career?

- Our Bloomington and Indianapolis campuses both introduced new undergrad supply chain majors starting this Fall 2007



Reference: Supply-Chain.org

They also choose three other electives:

- Management Information Systems
- Data Management
- Business Telecommunications
- Systems Analysis and Design
- Marketing Research
- International Marketing
- Marketing Channels
- Industrial Marketing
- Retail Marketing
- New Venture Creation
- Effective Negotiations
- International Business Environment
- Cost Accounting
- Computer Based Accounting Systems
- Management Decisions and Financial Reporting
- Information Systems Security Assurance
- Intermediate Corporate Finance
- International Financial Management

Beyond the classroom– what other experiences do students need?

- ✓ Industry projects
- ✓ Guest speakers
- ✓ Field trips
- ✓ Internships
- ✓ Scholarships
- ✓ Career nights
- ✓ Other experiences?



How do we get students interested in supply chain management?

- Student's faces light up when they hear "Marketing", "Finance", or "Strategy"
- They get puzzled when they hear "Supply Chain", "Logistics", or "Distribution"
- Trusted Advisors (peers, parents, professors, etc.)
- Industry Mentors (managers like you!!!)
- Conexus Indiana (and others)

What are the major supply chain career paths?

- We (academics and managers) are doing poorly at this...
- Accounting tells their students “~10 year journey to a nice big six-figure salary”
 - ✓ Accountant + CPA exam
 - ✓ Manager
 - ✓ Partner

This is what students see when they start considering a career in our area...

Project Manager-Supply Chain & Supplier Diversity *Operations Manager*
Strategic Sourcing Analyst *Inventory Analyst* *Offshore Production Planner*
Purchasing Manager *Materials Associate II* *Logistics Operations Officer*
Global Sourcing Commodity Leader *Vice President, Supply Chain*
Manager, Supply Chain Optimization *Director Supply Management*
Continuous Improvement Manager-Supply Chain *Supply Chain Manager*
Global Supply Chain Manager *Project Manager-Transportation Management*
3rd Party Logistics Manager *Manager, Supply Chain Business Intelligence*
Director – Sales & Marketing /Logistics *Export Compliance Manager*
Facility Logistics Manager *S&OP Supply Planning Leader*
Senior Logistics Consultant *Sourcing Manager* *Logistics Director*

Summary

- **If we academics want to teach the brightest students**
- **And managers like you want to recruit the best talent**
- **Then we all need to coordinate our efforts**
- **<http://kelley.iupui.edu/undergrad/supplychain>**