

# GOLDEN OPPORTUNITIES

## Your Future in Supply Management





"I enjoy, and am sometimes amazed at, the diversity of the supply management practice. In any given week, I can be involved in or called on to influence strategic decisions in logistics, marketing, benefits, travel, telecommunications or any number of functional areas. The diversity keeps the work interesting, influential and challenging. The level of talent, business acumen and intellectual horsepower necessary for success grows daily. It's a great way to gain direct exposure and broad-based business knowledge across a lot of areas. I also like the growing respect and admiration the practice is gaining. It's a great time to be in supply management."



**Richard Henderson**  
*Vice President, Procurement  
 Limited Brands*

## Table of Contents

|   |                   |
|---|-------------------|
| The Power of<br>Supply Management . . . . . | 1                 |
| Examples of<br>Supply Management . . . . .  | 3                 |
| Salary . . . . .                            | 3                 |
| Education and Training . . . . .            | 4                 |
| Supply Management<br>Education . . . . .    | 5                 |
| The Future . . . . .                        | 12                |
| ISM Membership . . . . .                    | Inside Back Cover |



P.O. Box 22160  
 Tempe, AZ 85285-2160  
 800/888-6276 or 480/752-6276  
 Fax 480/752-7890  
[www.ism.ws](http://www.ism.ws)

# GOLDEN OPPORTUNITIES

## The Power of Supply Management

Records show that as early as the 13th century B.C., supply management played an important role in business.<sup>1</sup> Today, it would be difficult to find an organization, large or small, that doesn't understand the importance of supply management, and how successful implementation of supply management principles can have a positive impact on its overall success.

When you choose a career in supply management, you have an opportunity to work in a variety of organizations and businesses. Every industry — whether manufacturing or service, governmental, educational or retail — employs supply management professionals.

Supply management is defined as the identification, acquisition, access, positioning and management of resources that an organization needs or potentially needs in the attainment of its strategic objectives. Supply management is one of the six major functions common to most types of organizations:

Supply Management  
Finance and Accounting  
Marketing  
Human Resources  
Engineering  
Research and Development

The overall goal of supply management is to impact the organization's bottomline in a positive way while delivering the best service to customers at the lowest possible cost. This puts supply management on the center stage of every business operation. While it involves a number of actions, the objectives of supply management can be summarized around nine major goals:

- Provide an uninterrupted flow of materials, supplies and services required to operate the organization
- Keep inventory investment and loss at a minimum
- Maintain and improve quality
- Find or develop competent suppliers
- Standardize, where possible, the items bought

- Purchase required items and services at lowest total cost
- Achieve harmonious, productive working relationships with other functional areas within the organization
- Accomplish the purchasing objectives at the lowest possible level of administrative costs
- Improve the organization's competitive position

(Source: Leenders, Michiel R., Fearon, Harold E., Flynn, Anna E., and Johnson, P. Fraser, *Purchasing and Supply Management*, 12th edition, McGraw-Hill, Boston, 2002)

As a supply management professional, your duties may expand beyond the acquisition of materials, services and equipment into such areas as planning and policymaking, motivation, evaluation, product development, and control. Unlike other professions, supply management offers the opportunity to be involved in a variety of activities. One day you may be working on a global contract for millions of dollars and the next day you may be interfacing with your operations staff to plan new processes. Depending on the size of the organization, you may have a variety of responsibilities or you may focus on one area of the supply chain. Some supply managers are actively involved in product design and development, while others may focus on contract development and forecasting.

Regardless of your job title or specific responsibilities, you'll be enhancing a skill set that may include the following:

|                             |                            |
|-----------------------------|----------------------------|
| Negotiations                | Electronic commerce        |
| Strategic alliances         | Contract development       |
| Relationship management     | Strategic planning         |
| Cost/price analysis         | Team building              |
| Legal aspects of purchasing | Logistics                  |
| Performance measurements    | Economic forecasting       |
| New technology/software     | Inventory control          |
| Supplier evaluation         | Contract management        |
|                             | Transportation and traffic |
|                             | Distribution               |
|                             | Benchmarking               |

<sup>1</sup> Burt, David N., Dobler, Donald W., and Starling, Stephen L., *World Class Supply Management™: The Key to Supply Chain Management*, 7th edition, McGraw-Hill, Boston, 2003.

"Supply chain management is a fantastic career to pursue due to the plethora of different types of jobs that are available. Since supply chain management is so large and all-encompassing, a career may include working as a buyer, negotiating contracts, being an inventory manager, an import/export goods manager, transportation manager — the opportunities are endless! When I decided supply chain management was for me, it was because I never wanted to hold the same position for my entire career, but hopefully start with a foundation and build upon it. I am now able to enjoy having many different career path choices and work in almost any company since everyone uses supply chain management!"

**Elizabeth K. Roberts**

Student, Department of Supply Chain Management  
W.P. Carey School of Business at Arizona State University

# GOLDEN OPPORTUNITIES

## The Power of Supply Management

Of course, the atmosphere in which you work will vary from organization to organization. In larger organizations, the supply department may consist of several hundred employees assigned to specialized tasks and led by a vice president, director or manager who directs the overall operation.

In many organizations, supply management professionals work on cross-functional/inter-functional teams with the organization's design, engineering, financial planning, marketing, sales and planning groups on such issues as determining operational requirements and meeting customer needs. In some organizations, the supply management department may be responsible for spending 50-60 percent of the gross revenue.

The supply management professional's impact is felt in all industries and can exert tremendous leverage on an organization's profitability and operational success. It can also be a tremendously rewarding career opportunity.

### Diverse and Dynamic

Supply management is a profession enjoyed by all. Men and women of all ethnic groups hold prestigious and rewarding positions in supply departments around the world. From small businesses to Fortune 500 companies, organizations of all types and sizes rely on supply management professionals to ensure the most efficient and profitable operations possible. World-class organizations will require world-class supply management operations staffed with professionals committed to providing competitive advantage to their organizations.

Supply management is a profession that has something of interest for everyone, whether it be designing, auditing, researching, analyzing, budgeting, forecasting, buying or planning. Supply management departments encompass many different positions at various levels, and whatever the title, supply managers are involved in a truly broad career directly impacting an organization's bottomline and success. The challenges are great — but so are the rewards.

### Changing Times Mean a Changing Profession

Yesterday's supply manager pushed paper in a reactive environment. Today's supply manager is being asked to take a proactive approach to contribute to the strategic direction of the organization. Supply management strategy is recognized as a strategic weapon equal in importance to other functional areas of the organization like marketing, finance and production. This ever-expanding role often requires supply managers to do business in a variety of different ways. The use of supply management tools like strategic alliances, integrated suppliers and early supplier involvement requires that supply managers take on roles as relationship managers, both inside and outside the organization. As a result, both verbal and written communication skills are important for success in the profession. Supply managers must also understand technology and its many uses, as well as data analysis and finance.

The increasingly interconnected world in which we live is also having an impact on the supply management profession. Supply managers may be asked to find and evaluate international sources of supply and to integrate and coordinate requirements across the globe. As a result, cultural understanding and language skills may be important in your position.

Strategic skills, a global perspective and the ability to manage professional relationships — these are just some of the characteristics of the successful supply management professional in the 21st century.



"Any 'stint' in supply management, regardless of one's career aspirations, is tremendous preparation for a person's ultimate career. That's because supply chain touches so many facets of business that the field is a natural opportunity for understanding the big picture. From incoming materials through the planning and manufacturing process, to outbound finished product, supply chain touches every part of this entire process. This multifaceted field helps an individual to learn 'how a company thinks.' It has been rewarding for me every step of the way. As supply management and procurement organizations have struggled to evolve from a back-office function to a key strategic function, I have been lucky enough to participate in that and be an agent for change. I have also had the privilege of working with dynamic teams who shared the vision that a new approach to supply management would make a crucial difference in corporate profitability and global competitiveness."

**Theresa M. Metty, C.P.M.**  
Senior Vice President and Chief Procurement Officer  
Motorola, Inc.



## Examples of Supply Management

### Supply Management Titles — What's in a Name?

There are a variety of titles and careers in the supply management profession. Different organizations may refer to the same job by different names to better suit their needs. Following are some supply management related titles gathered by the Institute for Supply Management's (ISM) Information Center.

|  |  |
|--|--|
| Vice President, Strategic Sourcing             | Director of Corporate Materials              |
| Buyer/Senior Buyer                             | Vice President/Director of Procurement       |
| Purchasing Director                            | Supplier Quality Project Manager             |
| Director, Strategic Planning                   | New Product Procurement Planner              |
| Executive, Special Supplier Relations          | Vice President, Supply Management            |
| Director of Contracts, Pricing and Procurement | Traffic Manager                              |
| Purchasing Agent/Analyst/Assistant             | Director, Worldwide Procurement              |
| Materials Analyst                              | Supplier Management Analyst                  |
| Director, Supply Line Management               | Director of Supplier Quality and Procurement |
| Senior Procurement Specialist                  | Inventory Planner                            |
| Director, Contracts and Procurement            | Contract Analyst                             |
| Materials Manager                              | Buyer/Planner                                |
| Procurement Manager                            | Supply Manager                               |
| Director, Supply Chain Management              | Chief Procurement Officer                    |
| Commodity Manager                              | Strategic Sourcing Manager                   |
| Director of Supplier Relations                 | Supply Chain Manager                         |
| Inventory Manager                              |  |



"The best aspect of working as a purchasing professional is the important impact you can have on the future of your firm. The purchasing professional has the advantage of meeting new challenges on a daily basis, often with minimum direction from management. Today's technical advances have made the future even more interesting because many of the clerical tasks have been removed, allowing the purchasing professional to work strategically side by side with management."

**Elaine Whittington, C.P.M., CPCM, A.P.P.**

Educator, G&E Enterprises  
2000 J. Shipman Gold Medal Award Winner

## Salary

### Average Salaries

Potential salary is an important factor in any career decision. *Purchasing* magazine surveys its readers annually to determine average salaries for supply management professionals. Some of the key results are listed here. Keep in mind that there are a variety of factors that determine the actual salary you may earn. Salaries vary based on such issues as business climate, work experience, industry, education, certification status, personal ambition, cost of living, and organization budget.

(Source: *Purchasing*, December 2003)

|  |          |  |          |
|--|----------|--|----------|
| Overall average for purchasers                                 | \$67,300 | Average for purchasers with a BS/BA in technical field | \$70,900 |
| Average for purchasers with three or fewer years of experience | \$54,600 | Average for purchasers with C.P.M. certification       | \$80,000 |
| Average for purchasers with a BS/BA in business                | \$69,000 | Average for purchasers with an MBA degree              | \$91,900 |



# GOLDEN OPPORTUNITIES

## Education and Training

### How Do I Get There From Here?

A four-year degree in business or purchasing can increase your potential for career advancement and opportunities in the field of supply management. Supply management educators indicate that an ideal college program consists of an undergraduate degree in business with a concentration in purchasing/supply management. Engineering and technical courses as part of an undergraduate degree in business and/or a master's degree in business administration can also enhance your career opportunities and overall marketability. In the end, a sound foundation in business principles, including negotiations, ethics, business law and finance, as well as industry awareness, can build a solid foundation for a career in supply management.

### Undergraduates

Plan a study program that will provide the basics of supply management. Develop strong analytical and planning skills as well as computer and technology skills. In addition, consider the requirements of different industries, and plan to take liberal arts and science courses related to the industry in which you hope to work. For example, a strong foreign language background may be important in an industry that buys internationally, and a strong science background may be a plus in many technical industries.

### After College

It's important to continue your education after college. Most supply management departments encourage their personnel to receive additional training beyond a college degree to become more effective and efficient supply managers. Your employer may provide you with different types of training programs depending on your past education, training, experience, and your position within the organization.

Training methods can vary widely. New supply managers, for example, may informally observe other supply managers at work and assist them under close supervision. Some organizations may choose to have supply managers attend formal courses. Distance education, including Internet-delivered coursework, is an option being offered by more and more educational institutions as well.

You can develop your expertise further by attending conferences, seminars and workshops conducted by colleges, universities, and professional organizations such as the Institute for Supply Management™ and its local affiliates.

### Continuing Education

Over 40,000 supply management professionals worldwide have earned the designation of Certified Purchasing Manager (C.P.M.). The program, established by ISM in 1974, enables professionals to enhance their knowledge, career, and earning power. To achieve a C.P.M., you must (a) pass the C.P.M. Exam and (b) have five years' purchasing/supply management experience or three years' experience and a bachelor's degree from an accredited institution. For more information about the certification program, call ISM at 800/888-6276 or 480/752-6276, extension 401.



## Common Degrees for Purchasing and Supply Management Professionals

### Associate:

Business (general)  
Purchasing/Supply Management  
Logistics  
Operations Management  
Technical

### Bachelor:

Business (general)  
Purchasing/Supply Management  
Supply Chain Management  
Logistics  
Materials Management  
Distribution  
Transportation  
Liberal Arts  
Technical

### Graduate Degree:

MBA  
MS (technical field)  
Logistics  
Law

### Combination:

Technical Undergraduate with Graduate in Business

"Supply management is the place to be. Why? It's where the action is taking place. It's about cost reductions, scouring and traveling the world for new suppliers, contract management, negotiation, building relationships and analyzing ways to streamline an organization. Every cent you save drops right to the bottomline. There is no other profession that will allow an individual to wear so many hats and contribute in so many ways."

**Bryan Chapman, C.P.M., CPIM, CIRM, CPCPM**  
Materials Manager  
Gateway Inc.

# Options Abounding

## Supply Management Education

This listing is comprised of institutions offering supply management related degree programs, certificate programs, C.P.M. Exam preparation courses, and distance learning opportunities. Courses may be in supply management, materials management, logistics, purchasing, operations management or related areas. Degrees may be a business degree with emphasis in one of these areas. Distance learning opportunities can include courses offered through the Internet, video, satellite or other means. This list is not all-inclusive but may serve as a starting point for identifying training and development opportunities. As a testament to the growth of the profession and its prominence in business, this list (first published by ISM in 1990) has continued to grow.

| Institution   | 1    | 2 | 3 | 4 |
|---|------|---|---|---|
| <b>ALABAMA</b>  |      |   |   |   |
| <b>ALABAMA A&amp;M UNIVERSITY</b>   | B, M |   |   |   |
| School of Business<br>Huntsville, Alabama<br>256/372-5000<br>www.aamu.edu   |      |   |   |   |
| <b>AUBURN UNIVERSITY</b>  | B    |   |   |   |
| College of Business<br>Auburn, Alabama<br>334/844-4000<br>www.auburn.edu  |      |   |   |   |
| <b>UNIVERSITY OF ALABAMA</b>  | B    | • |   |   |
| Department of Information Systems, Statistics and Management Science<br>Tuscaloosa, Alabama<br>205/348-6010<br>www.ua.edu |      |   |   |   |

| Institution   | 1    | 2 | 3 | 4 |
|---|------|---|---|---|
| <b>ALASKA</b>   |      |   |   |   |
| <b>UNIVERSITY OF ALASKA – ANCHORAGE</b>   | B, M | • |   |   |
| College of Business and Public Policy<br>Anchorage, Alaska<br>907/786-4100<br>www.scob.alaska.edu |      |   |   |   |

| <b>ARIZONA</b>  |         |   |   |   |
|---|---------|---|---|---|
| <b>ARIZONA STATE UNIVERSITY</b>   | B, M, P | • | • | • |
| W.P. Carey School of Business<br>Tempe, Arizona<br>480/965-6044<br>http://wpcarey.asu.edu |         |   |   |   |

|  |   |   |   |  |
|--|---|---|---|--|
| <b>THUNDERBIRD – THE GARVIN SCHOOL OF INTERNATIONAL MANAGEMENT</b>         | M |   |   |  |
| Glendale, Arizona<br>800/848-9084<br>www.t-bird.edu                        |   |   |   |  |
| <b>UNIVERSITY OF PHOENIX</b>   |   | • | • |  |
| Business Management<br>Phoenix, Arizona<br>800/660-6846<br>www.phoenix.edu |   |   |   |  |

| Institution   | 1    | 2 | 3 | 4 |
|---|------|---|---|---|
| <b>ARKANSAS</b>   |      |   |   |   |
| <b>ARKANSAS STATE UNIVERSITY</b>  | B    |   |   |   |
| College of Business<br>State University, Arkansas<br>870/972-3035<br>http://business.astate.edu |      |   |   |   |
| <b>UNIVERSITY OF ARKANSAS</b>   | B, M |   |   |   |
| Marketing and Logistics Department<br>Fayetteville, Arkansas<br>501/575-4055<br>www.uark.edu    |      |   |   |   |

| <b>CALIFORNIA</b>  |   |  |   |   |
|--|---|--|---|---|
| <b>AMERICAN GRADUATE UNIVERSITY</b>                        | M |  |   | • |
| Covina, California<br>877/351-9060<br>www.agu.edu          |   |  |   |   |
| <b>BAKERSFIELD COLLEGE</b>                                 |   |  | • |   |
| Bakersfield, California<br>661/395-4011<br>www.bc.cc.ca.us |   |  |   |   |
| <b>CALIFORNIA MARITIME ACADEMY</b>                         | B |  |   |   |
| Vallejo, California<br>707/654-1000<br>www.csum.edu        |   |  |   |   |

| Key   |                |
|---|----------------|
| Columns   | Degree Program |
| 1 = Degree Program  | A = Associate  |
| 2 = Certificate Program   | B = Bachelor   |
| 3 = C.P.M. Review   | M = Master     |
| 4 = Distance Learning (Online courses or degrees, telecourses, or other electronic media) | P = Ph.D.      |



# 2004 Supply Management Education

| Institution  | 1           | 2 | 3 | 4 | Institution  | 1           | 2 | 3 | 4 | Institution   | 1           | 2 | 3 | 4 |
|--|-------------|---|---|---|--|-------------|---|---|---|---|-------------|---|---|---|
| <b>CALIFORNIA STATE UNIVERSITY – CHICO</b>   | <b>B</b>    |   |   |   | <b>GOLDEN GATE UNIVERSITY</b>  | <b>B, M</b> | • | • |   | <b>CONNECTICUT</b>  |             |   |   |   |
| <i>College of Business</i><br>Chico, California<br>530/898-6271<br>www.cob.csuchico.edu                          |             |   |   |   | <i>Edward S. Ageno School of Business</i><br>San Francisco, California<br>415/442-6500<br>www.ggu.edu                  |             |   |   |   | <b>UNIVERSITY OF NEW HAVEN</b>  | •           |   |   |   |
| <b>CALIFORNIA STATE UNIVERSITY – DOMINGUEZ HILLS</b>   |             | • | • | • | <b>SAN JOSE STATE UNIVERSITY</b>   |             |   | • | • | <i>School of Engineering and Applied Science</i><br>West Haven, Connecticut<br>800/342-5864<br>www.newhaven.edu |             |   |   |   |
| <i>Division of Extended Education</i><br>Carson, California<br>310/243-3741<br>www.csudh.edu/purchasingonline    |             |   |   |   | <i>Professional Development Center</i><br>San Jose, California<br>408/519-1286<br>www.sjsu.edu                         |             |   |   |   | <b>DISTRICT OF COLUMBIA</b>   |             |   |   |   |
| <b>CALIFORNIA STATE UNIVERSITY – HAYWARD</b>   | <b>B, M</b> | • | • |   | <b>UNIVERSITY OF CALIFORNIA – BERKELEY</b>   |             |   | • | • | <b>GEORGE WASHINGTON UNIVERSITY</b>   | <b>M, P</b> |   |   |   |
| <i>College of Business and Economics</i><br>Hayward, California<br>510/885-3000<br>www.csuhayward.edu            |             |   |   |   | <i>Industrial Engineering and Operations Research</i><br>Berkeley, California<br>510/642-5484<br>www.ieor.berkeley.edu |             |   |   |   | <i>School of Business and Public Management</i><br>Washington, D.C.<br>202/994-5536<br>www.gwu.edu              |             |   |   |   |
| <b>CALIFORNIA STATE UNIVERSITY – LONG BEACH</b>  | <b>B, M</b> | • |   |   | <b>UNIVERSITY OF CALIFORNIA – IRVINE</b>   |             |   | • |   | <b>HOWARD UNIVERSITY</b>  | <b>M</b>    | • |   |   |
| <i>University College and Extension Services</i><br>Long Beach, California<br>800/963-2250<br>www.uces.csulb.edu |             |   |   |   | <i>UCI Extension</i><br>Irvine, California<br>949/824-4661<br>http://unex.uci.edu                                      |             |   |   |   | <i>School of Business</i><br>Washington, D.C.<br>202/806-1725<br>www.bschoool.howard.edu/scm                    |             |   |   |   |
| <b>CALIFORNIA STATE UNIVERSITY – LOS ANGELES</b>   | <b>B</b>    | • |   |   | <b>UNIVERSITY OF CALIFORNIA – RIVERSIDE</b>  |             |   | • |   | <b>UNIVERSITY OF THE DISTRICT OF COLUMBIA</b>   | <b>B</b>    |   |   |   |
| <i>Department of Management</i><br>Los Angeles, California<br>323/343-2890<br>www.calstatela.edu                 |             |   |   |   | <i>University Extension</i><br>Riverside, California<br>909/787-4111<br>www.ucr.edu                                    |             |   |   |   | <i>School of Business and Public Administration</i><br>Washington, D.C.<br>202/274-5000<br>www.udc.edu          |             |   |   |   |
| <b>CALIFORNIA STATE UNIVERSITY – NORTHRIDGE</b>  |             | • |   |   | <b>UNIVERSITY OF CALIFORNIA – SAN DIEGO</b>  |             |   | • |   | <b>FLORIDA</b>  |             |   |   |   |
| <i>College of Extended Learning</i><br>Northridge, California<br>818/677-3911<br>www.csun.edu/exl                |             |   |   |   | <i>UCSD Extension</i><br>San Diego, California<br>858/882-8041<br>www.extension.ucsd.edu                               |             |   |   |   | <b>FLORIDA INSTITUTE OF TECHNOLOGY</b>  | <b>M</b>    | • | • |   |
| <b>CALIFORNIA STATE UNIVERSITY – SACRAMENTO</b>  | <b>B</b>    | • | • |   | <b>UNIVERSITY OF SAN DIEGO</b>   | <b>B, M</b> | • |   |   | <i>School of Extended Graduate Studies</i><br>Melbourne, Florida<br>407/674-7347<br>www.fit.edu                 |             |   |   |   |
| <i>College of Business Administration</i><br>Sacramento, California<br>916/278-6578<br>www.csus.edu/cba          |             |   |   |   | <i>Supply Chain Management Institute</i><br>San Diego, California<br>619/260-4894<br>http://scmisandiego.org           |             |   |   |   | <b>FLORIDA STATE UNIVERSITY</b>   | <b>B, M</b> |   |   |   |
| <b>COASTLINE COMMUNITY COLLEGE</b>   |             | • | • |   | <b>COLORADO</b>  |             |   |   |   | <i>Department of Marketing</i><br>Tallahassee, Florida<br>850/644-4091<br>www.cob.fsu.edu                       |             |   |   |   |
| <i>Fountain Valley, California</i><br>714/546-7600<br>http://coastline.cccd.edu                                  |             |   |   |   | <b>COLORADO TECHNICAL UNIVERSITY</b>   | <b>B, M</b> | • | • |   | <b>UNIVERSITY OF FLORIDA</b>  |             | • |   |   |
|  |             |   |   |   | <i>Colorado Springs, Colorado</i><br>719/598-0200<br>www.coloradotech.edu  |             |   |   |   | <i>MBA Programs</i><br>Gainesville, Florida<br>352/392-7992<br>www.floridamba.ufl.edu                           |             |   |   |   |
|  |             |   |   |   |  |             |   |   |   | <b>UNIVERSITY OF NORTH FLORIDA</b>  | <b>B</b>    |   |   |   |
|  |             |   |   |   |  |             |   |   |   | <i>Coggin College of Business</i><br>Jacksonville, Florida<br>904/620-2780<br>www.unf.edu                       |             |   |   |   |



| Institution   | 1           | 2 | 3 | 4 | Institution   | 1           | 2 | 3 | 4 | Institution                             | 1              | 2 | 3 | 4 |
|---|-------------|---|---|---|---|-------------|---|---|---|---|----------------|---|---|---|
| <b>GEORGIA</b>  |             |   |   |   | <b>ELMHURST COLLEGE</b>   | <b>B, M</b> |   |   |   | <b>INDIANA</b>                          |                |   |   |   |
| <b>DALTON STATE COLLEGE</b>                               | <b>B</b>    |   |   |   | <i>Center for Business and Economics</i>  |             |   |   |   | <b>INDIANA STATE UNIVERSITY</b>         | <b>B</b>       |   |   |   |
| <i>Division of Business Administration</i>                |             |   |   |   | <i>Elmhurst, Illinois</i>   |             |   |   |   | <i>School of Business</i>               |                |   |   |   |
| <i>Dalton, Georgia</i>                                    |             |   |   |   | <i>630/617-3400</i>   |             |   |   |   | <i>Terre Haute, Indiana</i>             |                |   |   |   |
| <i>706/272-4507</i>                                       |             |   |   |   | <i>http://elmhurst.edu</i>  |             |   |   |   | <i>812/237-2000</i>                     |                |   |   |   |
| <i>www.daltonstate.edu</i>                                |             |   |   |   | <b>ILLINOIS CENTRAL COLLEGE</b>   | <b>A</b>    | • |   |   | <i>www.indstate.edu</i>                 |                |   |   |   |
| <b>GEORGIA COLLEGE &amp; STATE UNIVERSITY</b>             | <b>M</b>    |   |   |   | <i>Business and Information Systems</i>   |             |   |   |   | <b>INDIANA UNIVERSITY</b>               | <b>M</b>       | • | • |   |
| <i>Logistics Education Center</i>                         |             |   |   |   | <i>East Peoria, Illinois</i>  |             |   |   |   | <i>Kelly Direct Online Programs</i>     |                |   |   |   |
| <i>Robins AFB, Georgia</i>                                |             |   |   |   | <i>309/694-5422</i>   |             |   |   |   | <i>Bloomington, Indiana</i>             |                |   |   |   |
| <i>478/327-7376</i>                                       |             |   |   |   | <i>www.icc.edu</i>  |             |   |   |   | <i>812/855-2661</i>                     |                |   |   |   |
| <i>www.gcsu.edu</i>                                       |             |   |   |   | <b>LOYOLA UNIVERSITY</b>  | <b>B, M</b> |   |   |   | <i>http://kd.iu.edu</i>                 |                |   |   |   |
| <b>GEORGIA INSTITUTE OF TECHNOLOGY</b>                    | <b>M</b>    | • | • |   | <i>School of Business Administration</i>  |             |   |   |   | <b>INDIANA UNIVERSITY – BLOOMINGTON</b> | <b>B, M, P</b> |   |   |   |
| <i>The Logistics Institute</i>                            |             |   |   |   | <i>Chicago, Illinois</i>  |             |   |   |   | <i>Kelley School of Business</i>        |                |   |   |   |
| <i>Atlanta, Georgia</i>                                   |             |   |   |   | <i>312/915-6541</i>   |             |   |   |   | <i>Bloomington, Indiana</i>             |                |   |   |   |
| <i>404/894-2343</i>                                       |             |   |   |   | <i>www.luc.edu</i>  |             |   |   |   | <i>812/855-0212</i>                     |                |   |   |   |
| <i>www.tli.gatech.edu</i>                                 |             |   |   |   | <b>NORTHERN ILLINOIS UNIVERSITY</b>   | <b>B</b>    |   |   |   | <i>www.iub.edu</i>                      |                |   |   |   |
| <b>GEORGIA SOUTHERN UNIVERSITY</b>                        | <b>B</b>    |   |   |   | <i>College of Business</i>  |             |   |   |   | <b>INDIANA UNIVERSITY – SOUTH BEND</b>  |                | • | • |   |
| <i>Department of Management, Marketing, and Logistics</i> |             |   |   |   | <i>DeKalb, Illinois</i>   |             |   |   |   | <i>Continuing Education</i>             |                |   |   |   |
| <i>Statesboro, Georgia</i>                                |             |   |   |   | <i>815/753-5000</i>   |             |   |   |   | <i>South Bend, Indiana</i>              |                |   |   |   |
| <i>912/681-5216</i>                                       |             |   |   |   | <i>www.niu.edu</i>  |             |   |   |   | <i>574/237-4167</i>                     |                |   |   |   |
| <i>http://coba.georgiasouthern.edu</i>                    |             |   |   |   | <b>NORTHWESTERN UNIVERSITY</b>  | <b>B, M</b> |   |   |   | <i>www.iusb.edu</i>                     |                |   |   |   |
| <b>KENNESAW STATE UNIVERSITY</b>                          | <b>B</b>    |   |   |   | <i>The Transportation Center</i>  |             |   |   |   | <b>PURDUE UNIVERSITY</b>                | <b>B, M, P</b> |   |   |   |
| <i>Michael J. Coles College of Business</i>               |             |   |   |   | <i>Evanston, Illinois</i>   |             |   |   |   | <i>Krannert School of Management</i>    |                |   |   |   |
| <i>Kennesaw, Georgia</i>                                  |             |   |   |   | <i>847/491-3741</i>   |             |   |   |   | <i>West Lafayette, Indiana</i>          |                |   |   |   |
| <i>770/423-6425</i>                                       |             |   |   |   | <i>www.nutc.northwestern.edu/public</i>   |             |   |   |   | <i>765/494-9700</i>                     |                |   |   |   |
| <i>www.kennesaw.edu</i>                                   |             |   |   |   | <b>OAKTON COMMUNITY COLLEGE</b>   |             | • |   |   | <i>www.mgmt.purdue.edu</i>              |                |   |   |   |
| <b>SOUTHERN POLYTECHNIC STATE UNIVERSITY</b>              | <b>B, M</b> | • |   |   | <i>Management and Supervision</i>   |             |   |   |   | <b>UNIVERSITY OF INDIANAPOLIS</b>       | <b>B</b>       |   |   |   |
| <i>School of Engineering Technology and Management</i>    |             |   |   |   | <i>Des Plaines, Illinois</i>  |             |   |   |   | <i>School of Business</i>               |                |   |   |   |
| <i>Marietta, Georgia</i>                                  |             |   |   |   | <i>847/635-1600</i>   |             |   |   |   | <i>Indianapolis, Indiana</i>            |                |   |   |   |
| <i>770/528-7243</i>                                       |             |   |   |   | <i>www.oakton.edu</i>   |             |   |   |   | <i>800/232-8634</i>                     |                |   |   |   |
| <i>www.spsu.edu</i>                                       |             |   |   |   | <b>WESTERN ILLINOIS UNIVERSITY</b>  | <b>B, M</b> |   |   |   | <i>www.uindy.edu</i>                    |                |   |   |   |
| <b>IDAHO</b>  |             |   |   |   | <i>College of Business and Technology</i>   |             |   |   |   | <b>IOWA</b>                             |                |   |   |   |
| <b>BOISE STATE UNIVERSITY</b>                             | <b>B</b>    |   |   |   | <i>Macomb, Illinois</i>   |             |   |   |   | <b>IOWA STATE UNIVERSITY</b>            | <b>B</b>       |   |   |   |
| <i>College of Business and Economics</i>                  |             |   |   |   | <i>309/298-2442</i>   |             |   |   |   | <i>College of Business</i>              |                |   |   |   |
| <i>Boise, Idaho</i>                                       |             |   |   |   | <i>www.wiu.edu</i>  |             |   |   |   | <i>Ames, Iowa</i>                       |                |   |   |   |
| <i>208/426-1181</i>                                       |             |   |   |   | <b>WILLIAM RAINEY HARPER COLLEGE</b>  | <b>A</b>    | • | • |   | <i>515/294-3656</i>                     |                |   |   |   |
| <i>http://cobe.boisestate.edu</i>                         |             |   |   |   | <i>Palatine, Illinois</i>   |             |   |   |   | <i>www.bus.iastate.edu</i>              |                |   |   |   |
| <b>ILLINOIS</b>   |             |   |   |   | <i>847/925-6358</i>   |             |   |   |   | <b>UNIVERSITY OF NORTHERN IOWA</b>      | <b>B</b>       |   |   |   |
| <b>DEPAUL UNIVERSITY</b>                                  | <b>B</b>    | • | • |   | <i>www.harpercollege.com</i>  |             |   |   |   | <i>Department of Management</i>         |                |   |   |   |
| <i>College of Commerce</i>                                |             |   |   |   |   |             |   |   |   | <i>Cedar Falls, Iowa</i>                |                |   |   |   |
| <i>312/362-6780</i>                                       |             |   |   |   |   |             |   |   |   | <i>319/273-6240</i>                     |                |   |   |   |
| <i>www.depaul.edu</i>                                     |             |   |   |   |   |             |   |   |   | <i>www.cba.uni.edu</i>                  |                |   |   |   |
|   |             |   |   |   |  <p>"Supply chain management is the battlefield for competitiveness in this century."</p> <p><b>Hau L. Lee</b><br/>Thoma Professor of Operations, Information and Technology<br/>Stanford University</p> |             |   |   |   |   |                |   |   |   |



# 2004 Supply Management Education

| Institution  | 1    | 2 | 3 | 4 |
|--|------|---|---|---|
| <b>KANSAS</b>  |      |   |   |   |
| <b>SOUTHWESTERN COLLEGE</b>  | B    | • | • |   |
| <i>Professional Studies</i><br>Winfield, Kansas<br>316/684-5335<br>www.sckans.edu/ps   |      |   |   |   |
| <b>KENTUCKY</b>  |      |   |   |   |
| <b>UNIVERSITY OF LOUISVILLE</b>  |      | • |   |   |
| <i>Logistics and Distribution Institute</i><br>Louisville, Kentucky<br>502/852-8565<br>www.louisville.edu/org/lodi             |      |   |   |   |
| <b>LOUISIANA</b>   |      |   |   |   |
| <b>LOUISIANA STATE UNIVERSITY</b>  |      | • |   |   |
| <i>Division of Continuing Education</i><br>Baton Rouge, Louisiana<br>225/578-6325<br>www.doce.lsu.edu                          |      |   |   |   |
| <b>MAINE</b>   |      |   |   |   |
| <b>MAINE MARITIME ACADEMY</b>  | B, M |   |   |   |
| <i>Loeb-Sullivan School of International Business and Logistics</i><br>Castine, Maine<br>800/227-8465<br>www.mainemaritime.edu |      |   |   |   |
| <b>MARYLAND</b>  |      |   |   |   |
| <b>ANNE ARUNDEL COMMUNITY COLLEGE</b>  |      | • |   |   |
| <i>Arnold, Maryland</i><br>410/777-2958<br>www.aacc.cc.md.us   |      |   |   |   |
| <b>CECIL COMMUNITY COLLEGE</b>   | A    | • |   |   |
| <i>North East, Maryland</i><br>410/287-1000<br>www.cecil.cc.md.us  |      |   |   |   |

| Institution  | 1       | 2 | 3 | 4 |
|--|---------|---|---|---|
| <b>UNIVERSITY OF MARYLAND – COLLEGE PARK</b>   | B, M, P |   |   |   |
| <i>Robert H. Smith School of Business</i><br>College Park, Maryland<br>301/405-2286<br>www.rhsmith.umd.edu |         |   |   |   |
| <b>UNIVERSITY OF MARYLAND – UNIVERSITY COLLEGE</b>   | B, M    | • | • |   |
| <i>Department of Management and Technology</i><br>Adelphi, Maryland<br>800/283-6832<br>www.umuc.edu/gsm    |         |   |   |   |
| <b>MASSACHUSETTS</b>   |         |   |   |   |
| <b>MASSACHUSETTS INSTITUTE OF TECHNOLOGY</b>   | B, M, P |   |   |   |
| <i>Center for Transportation and Logistics</i><br>Cambridge, Massachusetts<br>617/258-7267<br>www.mit.edu  |         |   |   |   |
| <b>NORTHEASTERN UNIVERSITY</b>   | B       | • |   |   |
| <i>College of Business Administration</i><br>Boston, Massachusetts<br>617/373-3270<br>www.cba.neu.edu      |         |   |   |   |
| <b>MICHIGAN</b>  |         |   |   |   |
| <b>CENTRAL MICHIGAN UNIVERSITY</b>   | B       |   |   |   |
| <i>College of Business Administration</i><br>Mount Pleasant, Michigan<br>989/774-3124<br>www.cba.cmich.edu |         |   |   |   |
| <b>EASTERN MICHIGAN UNIVERSITY</b>   | B, M    | • |   |   |
| <i>College of Business</i><br>Ypsilanti, Michigan<br>734/487-4140<br>www.emich.edu                         |         |   |   |   |

| Institution   | 1       | 2 | 3 | 4 |
|---|---------|---|---|---|
| <b>FERRIS STATE UNIVERSITY</b>  | B       | • |   |   |
| <i>College of Business</i><br>Big Rapids, Michigan<br>231/591-2427<br>www.ferris.edu                  |         |   |   |   |
| <b>LAWRENCE TECHNICAL UNIVERSITY</b>  | M       |   |   |   |
| <i>College of Management</i><br>Southfield, Michigan<br>248/204-3055<br>www.ltu.edu                   |         |   |   |   |
| <b>MICHIGAN STATE UNIVERSITY</b>  | B, M, P | • |   |   |
| <i>Eli Broad College of Business</i><br>East Lansing, Michigan<br>517/355-8377<br>www.bus.msu.edu     |         |   |   |   |
| <b>WAYNE STATE UNIVERSITY</b>   | B       |   |   |   |
| <i>School of Business Administration</i><br>Detroit, Michigan<br>313/577-4525<br>www.busadm.wayne.edu |         |   |   |   |
| <b>WESTERN MICHIGAN UNIVERSITY</b>  | B       |   |   |   |
| <i>Haworth College of Business</i><br>Kalamazoo, Michigan<br>616/387-5075<br>www.hcob.wmich.edu/ism   |         |   |   |   |
| <b>MINNESOTA</b>  |         |   |   |   |
| <b>METROPOLITAN STATE UNIVERSITY</b>  | B       |   |   |   |
| <i>College of Management</i><br>Minneapolis, Minnesota<br>612/659-7252<br>www.metrostate.edu          |         |   |   |   |
| <b>UNIVERSITY OF MINNESOTA</b>  | B, M, P |   |   |   |
| <i>Carlson School of Management</i><br>Minneapolis, Minnesota<br>612/625-0027<br>www1.umn.edu         |         |   |   |   |
| <b>MISSOURI</b>   |         |   |   |   |
| <b>PARK UNIVERSITY</b>  | B       |   | • |   |
| <i>Extended Learning Program</i><br>Parkville, Missouri<br>816/584-6816<br>www.park.edu               |         |   |   |   |



"More than ever, Corporate America views supply management as integral to organizational success. Given that business spends a large percentage of revenue to acquire needed goods and services, supply management has significant potential to positively leverage profitability. These influences lead to exciting challenges, value-adding opportunities and rewarding careers in the field of supply management."

**H. Ervin Lewis, C.P.M.**, President, Lewis and Associates, 2004 J. Shipman Gold Medal Award Winner



| Institution   | 1    | 2 | 3 | 4 | Institution   | 1       | 2 | 3 | 4 | Institution   | 1    | 2 | 3 | 4 |
|---|------|---|---|---|---|---------|---|---|---|---|------|---|---|---|
| <b>SAINT LOUIS UNIVERSITY</b><br><i>John Cook School of Business</i><br>St. Louis, Missouri<br>314/977-3617<br>www.slu.edu                            | M    | • |   |   | <b>UNIVERSITY OF NEVADA – RENO</b><br><i>College of Business Administration</i><br>Reno, Nevada<br>775/784-6993<br>www.coba.unr.edu               | B, M    |   |   |   | <b>NORTH CAROLINA</b>   |      |   |   |   |
| <b>SOUTHWEST MISSOURI STATE UNIVERSITY</b><br><i>College of Business Administration</i><br>Springfield, Missouri<br>417/836-5646<br>www.coba.smsu.edu | B, M |   |   |   | <b>NEW HAMPSHIRE</b>  |         |   |   |   | <b>CENTRAL PIEDMONT COMMUNITY COLLEGE</b><br><i>Continuing Education</i><br>Charlotte, North Carolina<br>704/330-4223<br>www.cpcc.cc.nc.us                        |      |   | • |   |
| <b>UNIVERSITY OF MISSOURI – ST. LOUIS</b><br><i>College of Business Administration</i><br>St. Louis, Missouri<br>314/516-6267<br>www.umsl.edu         | B    | • |   |   | <b>SOUTHERN NEW HAMPSHIRE UNIVERSITY</b><br><i>School of Business</i><br>Manchester, New Hampshire<br>603/644-3102<br>www.snhu.edu                |         | • |   |   | <b>EAST CAROLINA UNIVERSITY</b><br><i>Department of Industrial Technology</i><br>Greenville, North Carolina<br>252/328-9600<br>www.sit.ecu.edu/itec               | B, M |   |   |   |
| <b>WEBSTER UNIVERSITY</b><br><i>School of Business and Technology</i><br>St. Louis, Missouri<br>314/968-7021<br>www.websteruniv.edu                   | M    |   |   |   | <b>NEW JERSEY</b>   |         |   |   |   | <b>LENOIR COMMUNITY COLLEGE</b><br>Kinston, North Carolina<br>252/527-6223<br>www.lenoircc.edu  | A    |   |   | • |
| <b>NEBRASKA</b>   |      |   |   |   | <b>BLOOMFIELD COLLEGE</b><br><i>Business Administration</i><br>Bloomfield, New Jersey<br>973/748-9000<br>www.bloomfield.edu                       | B       | • |   |   | <b>NORTH CAROLINA A&amp;T STATE UNIVERSITY</b><br><i>School of Business and Economics</i><br>Greensboro, North Carolina<br>336/334-7229<br>www.ncat.edu/~business | B    |   |   |   |
| <b>METROPOLITAN COMMUNITY COLLEGE</b><br><i>Business Department</i><br>Omaha, Nebraska<br>800/228-9553<br>www.mccneb.edu                              | A    |   |   |   | <b>STEVENS INSTITUTE OF TECHNOLOGY</b><br><i>School of Engineering</i><br>Hoboken, New Jersey<br>201/216-5263<br>www.soe.stevens.edu              |         | • |   |   | <b>NORTH CAROLINA STATE UNIVERSITY</b><br><i>College of Management</i><br>Raleigh, North Carolina<br>919/515-5560<br>www.mgt.ncsu.edu                             | B, M |   |   |   |
| <b>UNIVERSITY OF NEBRASKA – KEARNEY</b><br><i>College of Business and Technology</i><br>Kearney, Nebraska<br>308/865-8504<br>www.unk.edu              | B    |   |   |   | <b>THOMAS EDISON STATE COLLEGE</b><br>Trenton, New Jersey<br>609/984-1150<br>www.tesc.edu   | A, B    |   |   |   | <b>UNIVERSITY OF NORTH CAROLINA AT WILMINGTON</b><br><i>Cameron School of Business</i><br>Wilmington, North Carolina<br>910/962-3777<br>www.csb.uncw.edu          | B    |   |   |   |
| <b>NEVADA</b>   |      |   |   |   | <b>NEW YORK</b>   |         |   |   |   | <b>OHIO</b>   |      |   |   |   |
| <b>UNIVERSITY OF NEVADA – LAS VEGAS</b><br><i>College of Business</i><br>Las Vegas, Nevada<br>702/895-1762<br>www.unlv.edu                            | B    |   |   |   | <b>NIAGARA UNIVERSITY</b><br><i>Department of Transportation and Logistics</i><br>Niagara University, New York<br>716/286-8050<br>www.niagara.edu | B       | • |   |   | <b>BOWLING GREEN STATE UNIVERSITY</b><br><i>Department of Management</i><br>Bowling Green, Ohio<br>419/372-2946<br>www.cba.bgsu.edu                               | B    |   |   |   |
|   |      |   |   |   | <b>ST. JOHN'S UNIVERSITY</b><br><i>Tobin College of Business</i><br>Jamaica, New York<br>718/990-1345<br>http://new.stjohns.edu                   | M       |   |   |   | <b>CASE WESTERN RESERVE UNIVERSITY</b><br><i>Weatherhead School of Management</i><br>Cleveland, Ohio<br>216/368-2030<br>www.weatherhead.cwru.edu                  | M    |   |   |   |
|   |      |   |   |   | <b>SYRACUSE UNIVERSITY</b><br><i>Whitman School of Management</i><br>Syracuse, New York<br>315/443-3751<br>www.som.syr.edu                        | B, M, P |   |   |   |   |      |   |   |   |



# 2004 Supply Management Education

| Institution  | 1 | 2 | 3 | 4 | Institution   | 1 | 2 | 3 | 4 | Institution  | 1   | 2 | 3 | 4 |
|--|---|---|---|---|---|---|---|---|---|--|---|---|---|---|
| <b>COLUMBUS STATE COMMUNITY COLLEGE</b> A  |   | • |   |   | <b>UNIVERSITY OF TOLEDO</b> B   |   |   | • |   | <b>LUZERNE COUNTY COMMUNITY COLLEGE</b>  |   |   | • |   |
| Marketing and Graphic Communications Department<br>Columbus, Ohio<br>614/287-5175<br>www.csccl.edu                       |   |   |   |   | College of Business Administration<br>Toledo, Ohio<br>419/530-2087<br>www.utoledo.edu                         |   |   |   |   | Nanticoke, Pennsylvania<br>800/377-5222<br>www.luzerne.edu   |   |   |   |   |
| <b>CUYAHOGA COMMUNITY COLLEGE</b> A  |   |   |   |   | <b>WRIGHT STATE UNIVERSITY</b> B, M   |   |   |   |   | <b>PENNSYLVANIA STATE UNIVERSITY</b> B, M, P   |   | • | • | • |
| Business Technologies<br>Cleveland, Ohio<br>800/954-8742<br>www.tri-c.cc.oh.us   |   |   |   |   | Raj Soin College of Business<br>Dayton, Ohio<br>937/775-2437<br>www.wright.edu/coba                           |   |   |   |   | Smeal College of Business<br>University Park, Pennsylvania<br>814/865-1866<br>www.smeal.psu.edu      |   |   |   |   |
| <b>JOHN CARROLL UNIVERSITY</b> B   |   |   |   |   | <b>OKLAHOMA</b>   |   |   |   |   | <b>ROBERT MORRIS UNIVERSITY</b> B  |   |   | • |   |
| Boler School of Business<br>University Heights, Ohio<br>216/397-4386<br>http://bsob.jcu.edu                              |   |   |   |   | <b>LANGSTON UNIVERSITY</b> B  |   |   |   |   | Department of Management and Marketing<br>Moon Township, Pennsylvania<br>412/262-8200<br>www.rmu.edu |   |   |   |   |
| <b>MIAMI UNIVERSITY</b> B  |   |   |   |   | School of Business<br>Langston, Oklahoma<br>405/466-3207<br>www.lunet.edu                                     |   |   |   |   | <b>SAINT JOSEPH'S UNIVERSITY</b> A, B  |   | • | • | • |
| Department of Management<br>Oxford, Ohio<br>513/529-4215<br>www.sba.muohio.edu   |   |   |   |   | <b>TULSA COMMUNITY COLLEGE</b> A  |   |   | • |   | University College<br>Philadelphia, Pennsylvania<br>877/648-3758<br>www.sju.edu/uc                   |   |   |   |   |
| <b>THE OHIO STATE UNIVERSITY</b> B, M, P   |   |   |   |   | <b>OREGON</b>   |   |   |   |   | <b>UNIVERSITY OF PENNSYLVANIA</b> B, M, P  |   |   |   |   |
| Department of Marketing and Logistics<br>Columbus, Ohio<br>614/292-9695<br>www.osu.edu                                   |   |   |   |   | <b>PORTLAND STATE UNIVERSITY</b> B  |   |   |   |   | Wharton School<br>Philadelphia, Pennsylvania<br>215/898-7507<br>www.wharton.upenn.edu                |   |   |   |   |
| <b>SINCLAIR COMMUNITY COLLEGE</b> A  |   | • | • |   | School of Business Administration<br>Portland, Oregon<br>503/725-4769<br>www.sba.pdx.edu                      |   |   |   |   | <b>SOUTH CAROLINA</b>  |   |   |   |   |
| Business Technologies<br>Dayton, Ohio<br>800/315-3000<br>www.sinclair.edu  |   |   |   |   | <b>PENNSYLVANIA</b>   |   |   |   |   | <b>COLLEGE OF CHARLESTON</b> B   |   |   | • |   |
| <b>UNIVERSITY OF AKRON</b> B, M  |   |   |   |   | <b>DUQUESNE UNIVERSITY</b> B, M   |   |   |   |   | Department of Management and Marketing<br>Charleston, South Carolina<br>843/953-5507<br>www.cofc.edu |   |   |   |   |
| College of Business Administration<br>Akron, Ohio<br>330/972-7042<br>www.uakron.edu                                      |   |   |   |   | A.J. Palumbo School of Business Administration<br>Pittsburgh, Pennsylvania<br>412/396-6276<br>www.bus.duq.edu |   |   |   |   | <b>GREENVILLE TECHNICAL COLLEGE</b> A  |   | • | • |   |
| <b>UNIVERSITY OF CINCINNATI</b> B, M, P  |   |   |   |   | <b>LEHIGH UNIVERSITY</b> B  |   |   | • | • | •  | Continuing Education<br>Columbia, South Carolina<br>803/732-0432<br>www.mtctraining.com |   |   |   |
| Department of Quantitative Analysis and Operations Management<br>Cincinnati, Ohio<br>513/556-7140<br>www.business.uc.edu |   |   |   |   | College of Business and Economics<br>Bethlehem, Pennsylvania<br>610/758-3400<br>www.lehigh.edu                |   |   |   |   | <b>MIDLANDS TECHNICAL COLLEGE</b>  |   |   | • | • |
|  |   |   |   |   |   |   |   |   |   | <b>TRIDENT TECHNICAL COLLEGE</b> A   |   |   | • | • |
|  |   |   |   |   |   |   |   |   |   | Business Department<br>Charleston, South Carolina<br>843/572-6022<br>www.tridenttech.edu             |   |   |   |   |



"I have found supply chain management to be a fast-moving, challenging and rewarding career. SCM has rapidly evolved from tactical contract management to strategic partnering with business partners and suppliers to create shareholder value. As a result, there are countless opportunities for advancement for bright and energetic people who want to make an impact on the bottomline."

**Ron Tate Jr., C.P.M.**, Senior Vice President, Bank of America



| Institution  | 1              | 2 | 3 | 4 | Institution  | 1              | 2 | 3 | 4 | Institution  | 1        | 2 | 3 | 4 |
|--|----------------|---|---|---|--|----------------|---|---|---|--|----------|---|---|---|
| <b>TENNESSEE</b>   |                |   |   |   | <b>STEPHEN F. AUSTIN<br/>STATE UNIVERSITY</b>                                  |                |   |   |   | <b>UTAH</b>  |          |   |   |   |
| <b>CHATTANOOGA STATE<br/>TECHNICAL COMMUNITY<br/>COLLEGE</b>       |                | • |   |   | <i>Department of<br/>Management, Marketing,<br/>and International Business</i> | <b>B</b>       |   |   |   | <b>UTAH VALLEY STATE<br/>COLLEGE</b>                               |          |   | • | • |
| <i>Business and Information<br/>Systems</i>                        |                |   |   |   | <i>Nacogdoches, Texas</i>  |                |   |   |   | <i>Mountainland Applied<br/>Technology College</i>                 |          |   |   |   |
| <i>Chattanooga, Tennessee</i>                                      |                |   |   |   | <i>936/468-4103</i>  |                |   |   |   | <i>Orem, Utah</i>  |          |   |   |   |
| <i>423/697-4441</i>  |                |   |   |   | <i>www.sfasu.edu</i>   |                |   |   |   | <i>801/764-7528</i>  |          |   |   |   |
| <i>www.chattanoogaestate.edu</i>                                   |                |   |   |   | <b>TEXAS A&amp;M<br/>INTERNATIONAL<br/>UNIVERSITY</b>                          | <b>M</b>       |   |   |   | <i>www.uvsc.edu/matc</i>   |          |   |   |   |
| <b>TENNESSEE STATE<br/>UNIVERSITY</b>                              | <b>B</b>       |   |   |   | <i>College of Business<br/>Administration</i>                                  |                |   |   |   | <b>WEBER STATE<br/>UNIVERSITY</b>                                  | <b>B</b> |   | • |   |
| <i>College of Business</i>   |                |   |   |   | <i>Laredo, Texas</i>   |                |   |   |   | <i>School of Business<br/>and Economics</i>                        |          |   |   |   |
| <i>Nashville, Tennessee</i>  |                |   |   |   | <i>956/326-2495</i>  |                |   |   |   | <i>Ogden, Utah</i>   |          |   |   |   |
| <i>615/963-7123</i>  |                |   |   |   | <i>www.tamui.edu/coba</i>  |                |   |   |   | <i>801/626-7307</i>  |          |   |   |   |
| <i>www.tnstate.edu/busadmin</i>                                    |                |   |   |   | <b>TEXAS A&amp;M<br/>UNIVERSITY</b>  | <b>B, M, P</b> |   |   |   | <i>http://goddard.weber.edu</i>                                    |          |   |   |   |
| <b>UNIVERSITY OF<br/>MEMPHIS</b>                                   | <b>B</b>       |   |   |   | <i>Mays Business School</i>  |                |   |   |   | <b>VIRGINIA</b>  |          |   |   |   |
| <i>Department of Marketing<br/>and Supply Chain<br/>Management</i> |                |   |   |   | <i>College Station, Texas</i>  |                |   |   |   | <b>NORTHERN VIRGINIA<br/>COMMUNITY COLLEGE</b>                     | <b>A</b> |   | • |   |
| <i>Memphis, Tennessee</i>  |                |   |   |   | <i>979/845-1616</i>  |                |   |   |   | <i>Business Division</i>   |          |   |   |   |
| <i>901/678-3721</i>  |                |   |   |   | <i>www.business.tamu.edu</i>   |                |   |   |   | <i>Alexandria, Virginia</i>  |          |   |   |   |
| <i>www.memphis.edu</i>   |                |   |   |   | <b>UNIVERSITY OF<br/>DALLAS</b>  | <b>M</b>       |   | • | • | <i>703/845-6313</i>  |          |   |   |   |
| <b>UNIVERSITY OF<br/>TENNESSEE</b>                                 | <b>B, M, P</b> |   |   |   | <i>Graduate School of<br/>Management</i>                                       |                |   |   |   | <i>www.nvcc.edu/Alexandria</i>                                     |          |   |   |   |
| <i>College of Business<br/>Administration</i>                      |                |   |   |   | <i>Irving, Texas</i>   |                |   |   |   | <b>OLD DOMINION<br/>UNIVERSITY</b>                                 | <b>M</b> |   |   |   |
| <i>Knoxville, Tennessee</i>  |                |   |   |   | <i>972/721-5000</i>  |                |   |   |   | <i>International Maritime,<br/>Ports &amp; Logistics</i>           |          |   |   |   |
| <i>865/974-5061</i>  |                |   |   |   | <i>www.udallas.edu</i>   |                |   |   |   | <i>Management Institute</i>  |          |   |   |   |
| <i>www.bus.utk.edu</i>   |                |   |   |   | <b>UNIVERSITY OF<br/>HOUSTON</b>   | <b>B, M</b>    |   |   |   | <i>Norfolk, Virginia</i>   |          |   |   |   |
| <b>TEXAS</b>   |                |   |   |   | <i>College of Technology</i>   |                |   |   |   | <i>757/683-3964</i>  |          |   |   |   |
| <b>PALO ALTO COLLEGE</b>   | <b>A</b>       | • |   |   | <i>Houston, Texas</i>  |                |   |   |   | <i>www.oduport.edu</i>   |          |   |   |   |
| <i>Management Program</i>  |                |   |   |   | <i>713/743-2255</i>  |                |   |   |   | <b>TIDEWATER COMMUNITY<br/>COLLEGE</b>                             | <b>A</b> |   | • |   |
| <i>San Antonio, Texas</i>  |                |   |   |   | <i>www.tech.uh.edu</i>   |                |   |   |   | <i>Business, Public Services<br/>and Technologies Division</i>     |          |   |   |   |
| <i>210/921-5151</i>  |                |   |   |   | <b>UNIVERSITY OF<br/>HOUSTON – DOWNTOWN</b>                                    | <b>B</b>       |   |   |   | <i>Portsmouth, Virginia</i>  |          |   |   |   |
| <i>www.accd.edu/pac/mgt/<br/>MainMgtPage.htm</i>                   |                |   |   |   | <i>College of Business</i>   |                |   |   |   | <i>757/822-2300</i>  |          |   |   |   |
| <b>SAM HOUSTON<br/>STATE UNIVERSITY</b>                            | <b>B</b>       |   |   |   | <i>Houston, Texas</i>  |                |   |   |   | <i>www.tcc.edu</i>   |          |   |   |   |
| <i>Department of<br/>Management and Marketing</i>                  |                |   |   |   | <i>713/221-8000</i>  |                |   |   |   | <b>UNIVERSITY OF<br/>VIRGINIA</b>                                  |          |   | • | • |
| <i>Huntsville, TX</i>  |                |   |   |   | <i>www.uhd.edu</i>   |                |   |   |   | <i>School of Continuing<br/>and Professional Studies</i>           |          |   |   |   |
| <i>936/294-1254</i>  |                |   |   |   | <b>UNIVERSITY OF<br/>NORTH TEXAS</b>   | <b>B, M</b>    |   |   |   | <i>Charlottesville, Virginia</i>                                   |          |   |   |   |
| <i>www.shsu.edu</i>  |                |   |   |   | <i>Department of<br/>Management and Logistics</i>                              |                |   |   |   | <i>703/536-1139</i>  |          |   |   |   |
| <b>ST. EDWARD'S<br/>UNIVERSITY</b>                                 | <b>M</b>       |   |   |   | <i>Denton, Texas</i>   |                |   |   |   | <i>www.scps.virginia.edu</i>                                       |          |   |   |   |
| <i>Graduate School<br/>of Management</i>                           |                |   |   |   | <i>940/565-3120</i>  |                |   |   |   | <b>VIRGINIA POLYTECHNIC<br/>INSTITUTE AND<br/>STATE UNIVERSITY</b> | <b>B</b> |   |   |   |
| <i>Austin, Texas</i>   |                |   |   |   | <i>www.coba.unt.edu</i>  |                |   |   |   | <i>Department of<br/>Business Information<br/>Technology</i>       |          |   |   |   |
| <i>512/448-8400</i>  |                |   |   |   | <b>UNIVERSITY OF<br/>TEXAS – EL PASO</b>                                       | <b>B</b>       |   |   |   | <i>Blacksburg, Virginia</i>  |          |   |   |   |
| <i>www.stedwards.edu</i>   |                |   |   |   | <i>College of Business</i>   |                |   |   |   | <i>540/231-6596</i>  |          |   |   |   |
|  |                |   |   |   | <i>El Paso, Texas</i>  |                |   |   |   | <i>www.bit.vt.edu</i>  |          |   |   |   |
|  |                |   |   |   | <i>915/747-5174</i>  |                |   |   |   |  |          |   |   |   |
|  |                |   |   |   | <i>www.utep.edu/coba</i>   |                |   |   |   |  |          |   |   |   |

# 2004 Supply Management Education

| Institution                             | 1        | 2 | 3 | 4 | Institution                                   | 1        | 2 | 3 | 4 | Institution  | 1        | 2 | 3 | 4 |
|---|----------|---|---|---|---|----------|---|---|---|--|----------|---|---|---|
| <b>WASHINGTON</b>                       |          |   |   |   | <b>WISCONSIN</b>                              |          |   |   |   | <b>UNIVERSITY OF WISCONSIN – MADISON</b>           |          |   |   |   |
| <b>SHORELINE COMMUNITY COLLEGE</b>      | <b>A</b> | • | • | • | <b>LAKE SHORE TECHNICAL COLLEGE</b>           | <b>A</b> | • |   |   | <b>B, M</b>  |          |   |   |   |
| <i>Business Administration Division</i> |          |   |   |   | Cleveland, Wisconsin                          |          |   |   |   | <i>Grainger Center for Supply Chain Management</i> |          |   |   |   |
| Seattle, Washington                     |          |   |   |   | 888/468-6582                                  |          |   |   |   | Madison, Wisconsin                                 |          |   |   |   |
| 206/546-4665                            |          |   |   |   | www.gotoltc.com                               |          |   |   |   | 608/262-1941                                       |          |   |   |   |
| www.shoreline.edu                       |          |   |   |   | <b>NORTHEAST WISCONSIN TECHNICAL COLLEGE</b>  | <b>A</b> | • | • |   | www.bus.wisc.edu/granger                           |          |   |   |   |
| <b>UNIVERSITY OF WASHINGTON</b>         |          | • |   |   | <i>Business and Information Technology</i>    |          |   |   |   | <b>UNIVERSITY OF WISCONSIN – SUPERIOR</b>          | <b>B</b> |   |   |   |
| <i>Educational Outreach</i>             |          |   |   |   | Green Bay, Wisconsin                          |          |   |   |   | <i>Transportation and Logistics Management</i>     |          |   |   |   |
| Seattle, Washington                     |          |   |   |   | 920/498-5435                                  |          |   |   |   | Superior, Wisconsin                                |          |   |   |   |
| 206/543-2320                            |          |   |   |   | www.nwtc.tec.wi.us                            |          |   |   |   | 715/394-8374                                       |          |   |   |   |
| www.outreach.washington.edu             |          |   |   |   | <b>UNIVERSITY OF WISCONSIN – EAU CLAIRE</b>   | <b>B</b> |   |   |   | www2.uwsuper.edu/TRANS/index.htm                   |          |   |   |   |
|   |          |   |   |   | <i>Department of Management and Marketing</i> |          |   |   |   |  |          |   |   |   |
|   |          |   |   |   | Eau Claire, Wisconsin                         |          |   |   |   |  |          |   |   |   |
|   |          |   |   |   | 715/836-3677                                  |          |   |   |   |  |          |   |   |   |
|   |          |   |   |   | www.uwec.edu/cob                              |          |   |   |   |  |          |   |   |   |

## The Future

### Technology Solutions

One of the most valuable tools for supply managers around the globe is the Internet. The World Wide Web offers a fast and low-cost way to gather information on suppliers, products and services.

Every day, supply managers are surfing the Internet to:

- Source for suppliers
- Check current exchange rates
- View product demonstrations
- Order goods and services
- Track packages and shipments
- Research prices in commodity markets
- Conduct online bidding
- Explore price trends
- View electronic catalogs
- E-mail suppliers and colleagues
- Research economic trends

The usage and development of other e-commerce and technology tools allow organizations to forge tighter supply chain links with their suppliers and reduce the costs of doing business. New supply management tools and technologies are being created and adopted each day to increase the velocity of business and improve operational efficiencies. Supply managers are on the leading edge of business practices.

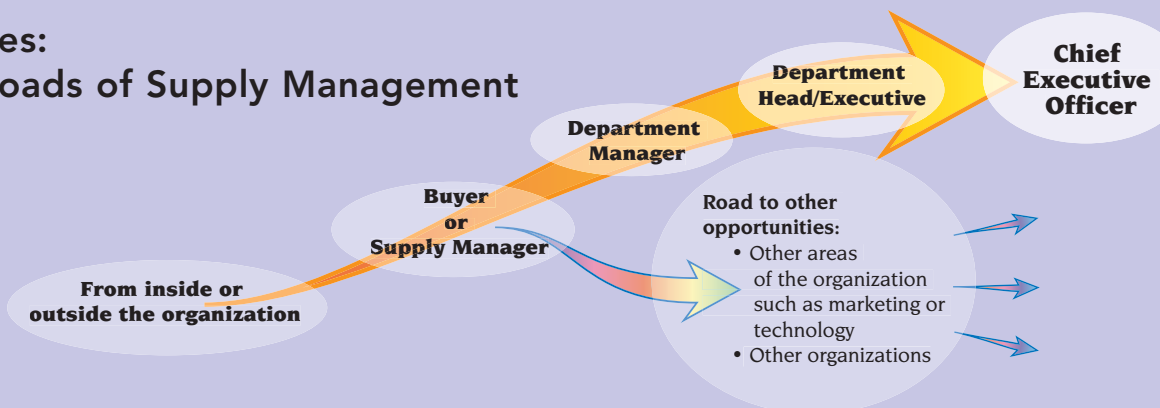
### Where Will Supply Management Take You?

While negotiations, price strategies, contracts and budgets are all common areas in which supply management professionals can expect to work in the future, supply management is a career that can be applied to virtually any area of interest. Supply management departments encompass many different positions at various levels, and supply managers are involved in a truly broad career directly impacting an organization's profit and success.

In the future, supply managers will need to be prepared to add product value, increase quality, reduce costs and increase profits by addressing the needs of external and internal customers through such tools as supplier relations, supplier selection, negotiations, operations, transportation, inventory, warehousing, benchmarking, e-commerce, recycling, technology and customer relations.

Whatever the specific area(s) of interest you choose to pursue, there's no question that supply management plays, and will continue to play, a significant role in business and will continue to be an exciting and influential career opportunity well into the 21st century!

### Opportunities: The Many Roads of Supply Management





# GOLDEN OPPORTUNITIES

## ISM Membership

Learn more about the field of supply management and the issues that affect supply management professionals on a daily basis at

**[www.ism.ws](http://www.ism.ws)**

As the official home page of the Institute for Supply Management™, this site is loaded with useful information that will help you determine if supply management is the right career for you.

Founded in 1915, ISM is the largest supply management institute in the world as well as one of the most respected. With a membership base of more than 42,000, ISM's mission is to lead the supply management profession. ISM is a not-for-profit institute that provides opportunities for the promotion of the profession and the expansion of professional skills and knowledge. Look to ISM to help you develop and guide your career in supply management.

### Dues-Free Student Membership

As a student, you are eligible for dues-free membership in ISM, as long as you are enrolled full-time in an accredited community college or four-year college or university. Once your dues-free membership is approved, you'll have exclusive access to all of the benefits provided to regular members, including unlimited access to the Members Only section of the ISM Web site.

Here you'll find ISM's impressive Online Career Center — an Internet-based tool that can help you find that job you're looking for. Through the Online Career Center, you'll be able to check supply management job openings from around the world, post your own résumé for potential employers to see, and search a powerful database with helpful articles such as "Net-Working for a New Job," "Writing Winning Résumés," "Anatomy of a Job Interview" and many more.

### And, Student Members Also Receive:

- Subscriptions to *Inside Supply Management*® magazine, ISM's award-winning publication for members only
- Access to ISM's online articles archive, a database of thousands of articles and research on supply management topics — a powerful research tool
- Networking opportunities at the local and national levels
- Discounts on educational products and seminars
- Continuing education opportunities through the ISM Knowledge Center ([www.ism-knowledgecenter.ws](http://www.ism-knowledgecenter.ws))
- Discounts on professional certification (C.P.M. or A.P.P.) to advance your career

**I**f you're serious about a career in supply management, there is simply no substitute for ISM membership. There is more information about the valuable membership resources available to students, including a dues-free membership application, at [www.ism.ws/ISMMembership/Resources.cfm](http://www.ism.ws/ISMMembership/Resources.cfm). For additional information, call ISM Customer Service at 800/888-6276 or 480/752-6276, extension 401.



"It's exciting working with marketing, engineering and service to bring one of our new iPAQ Pocket PCs from the drawing board into production. Working with the team to select component suppliers, reviewing packaging artwork and user guides, and making sure all the material is on hand for product ramp is challenging and rewarding. But what really makes the job rewarding is reading articles about awards won by the new product you helped develop."

**Sharon Malkovicz, C.P.M.**

New Product Introduction Program Manager, iPAQ Pocket PC  
Hewlett-Packard





"Supply management didn't choose me ... I chose supply management! After earning an engineering degree and applying those skills for several years, supply management offered me the opportunity to leverage my technical background and build a very diverse career in international, commercial and government procurement. I chose supply management because it offered me the ability to drive results to the bottomline. There's also value in deploying professional techniques that promote a mutually beneficial relationship. I've had the opportunity to work in many business types, meet many interesting people and travel to interesting places, all while making strategic contributions to a variety of organizations."

**Patricia B. Hairston**  
*Director, Strategic Sourcing*  
*Corning, Incorporated*

"Supply chain management is a great place for energetic, intelligent, young people beginning their careers because it places you at the core of the company. You get a chance to see a company from the inside out, and from the outside in, because you work closely with suppliers and customers as well as virtually every department within the enterprise. You help drive its efforts to efficiently and profitably meet the needs of the company's customers and you can significantly impact its success. Going forward, I believe that it will be assumed that the great CEOs intimately know and understand the power of the supply chain."

**Jose Mejia**  
*President*  
*Supply Chain Networks – Lucent Technologies*



**institute for  
supply management**

P.O. Box 22160  
Tempe, AZ 85285-2160  
800/888-6276 or 480/752-6276  
Fax 480/752-7890  
[www.ism.ws](http://www.ism.ws)