

# What is Supply Chain Management?

Imagine you are telling your friend about your favorite company. If your friend has not heard of the company, they would ask,

**“What does that company do?”**

Supply Chain Management is the answer to the question, “What does the company DO?”

- It is the parts of a company that turn entrepreneurial DREAMS into reality
- It is the ACTION parts of a company’s activities
- It is HOW a company creates, produces, and delivers products and services to customers
- It is the parts of a business that DELIVER VALUE to CREATE PROFITS for a company

## What are the Functions of Supply Chain Management?

**PLAN:** The executive management functions that determine the best way to organize work

**BUY:** Finding, negotiating, and purchasing products, materials, and services

**MAKE:** Organizing processes to produce products or deploy services

**DELIVER:** Making sure customers have access to your company’s products and services in the right place, at the right time, in the right quantities

And when a company can PLAN-BUY-MAKE-DELIVER at a World Class level, that company can:

- Perform their mission BETTER – with higher quality and performance
- Perform their mission FASTER – making customer access easier
- Perform their mission CHEAPER – delivering value to their customers

Which results in SIGNIFICANTLY HIGHER PROFITS for the company.

### **THEREFORE**

When you become a Supply Chain Management Professional, YOU are a member of the team within the company that enables a company to DO what they DO

better      faster      cheaper

Which results in your company achieving  
**better performance** with **higher profits** and **lower costs**

Every. Single. Year.

Interested in becoming a member of the company’s SUPERHERO team?

<https://youtu.be/B6Dy80dLCW8>

## Frequently Asked Questions

**How much money can I make?** At Bauer, the two majors that consistently report the highest starting salaries are MIS and Supply Chain Management [the DISC Department]. Nationally, SCM Majors average \$63k, up to around \$90k (with some exceptional students commanding six figures). Because the SCM function directly influences increased company performance and profits, SCM professionals are often promoted quickly, with several of our students reporting six-figure salaries within 5 years of graduation. Interested in a specific company? Just Google the name of your company and “Supply Chain Manager Salary,” to see the opportunities.

**Within what industries will I be able to get a job?** EVERY company needs professionals who practice Supply Chain Management. Of course, here in Houston, the Oil and Gas industry hires many SCM graduates. But, literally ANY company that you love will be practicing Supply Chain Management and hiring SCM majors. For instance:

- Product Innovation Companies like: Tesla, Apple, Toyota, BNSF, Dr. Pepper, BMW
- Retail and Retail Services Companies like: Amazon, Sysco, Target, Academy Sports, Disney
- Transportation Services Companies like: Coyote Logistics, DHL, UPS, FedEx, Southwest Airlines
- Technology Innovation Companies like: Hewlett Packard, Facebook, Microsoft, Dell
- And also Government, Entertainment, Startups, Construction, Food Services, NonProfits, and others....

**In what geographic region will I need to live?** You can structure a career in Supply Chain Management to live anywhere in the world: Houston, Texas, anywhere in the United States, foreign countries, urban areas, rural areas.

**What type of work will I do?** After gaining 2 – 5 years’ experience, it is possible to structure a Supply Chain Career around YOUR interests and desires:

- quiet & consistent 8-5 jobs – dynamic self-paced jobs – autonomous responsibility jobs – executive level jobs
- jobs where you travel a little – jobs where you stay in one location – jobs where you travel a lot
- jobs that involve lots of social interaction – jobs where you work independently

Want to see a variety of opportunities? Watch here:

[https://www.youtube.com/watch?v=\\_8d3noGxt8o&list=PLmi-IHRn4C\\_Gc6X-qtMr7R1-NDn1pseE9&index=3](https://www.youtube.com/watch?v=_8d3noGxt8o&list=PLmi-IHRn4C_Gc6X-qtMr7R1-NDn1pseE9&index=3)

**What if I change my mind and want to switch careers in 5 years?** Because the functions of Supply Chain Management (PLAN – BUY – MAKE – DELIVER) are so interconnected and interdependent, no matter in what part of Supply Chain Management you begin, you will be interacting with and experiencing all the parts of Supply Chain. With several years of experience, it is possible to transition to a different part of supply chain, a different industry, or different work responsibility.

## How Can I Learn More?

## How Will I Know if SCM is Right for Me?

**Take SCM 3301: Supply Chain Management Fundamentals:** <https://youtu.be/ipbZ3yErawQ>:

This is a required class for ALL Bauer Business Majors. You must take it sometime in your college career. If you take this class EARLY, you will experience the breadth of topics you would learn as a Supply Chain Management Major (we even offer a condensed version of the course over the summer). All our class sections are managed consistently, so it does not matter which professor or class section you choose.



**Attend SPO Events and Join SPO:** [www.bauerspo.org](http://www.bauerspo.org): The friends you make in this organization will be your colleagues in industry. This organization provides you with many advantages in developing your careers including:

**Specialized Career Mixers & Mock Interviews**

**Plant Tours & Industry Exposure**

**Corporate Dinner Meetings & Networking**

**Professional Development Workshops**

**Social Events, Intramurals, Tailgating, & Philanthropy**

**Explore Supply Chain Management Online:**

[https://www.youtube.com/watch?v=EIYNhGbOTOQ&list=PLmi-IHRn4C\\_GAh4hyylqOJpbWQkbo0RxW&index=5](https://www.youtube.com/watch?v=EIYNhGbOTOQ&list=PLmi-IHRn4C_GAh4hyylqOJpbWQkbo0RxW&index=5)