

# SUPPLY CHAIN MANAGEMENT (SCM)

CONCENTRATION | BUSINESS ADMINISTRATION, AAS



*Business opportunities range from entrepreneurial start-ups close to home to large multinational corporations headquartered in far-away continents, and a Business Administration A.S. or A.A.S. degree is the first step in opening the door to any of them. With the help of GCC's engaged business faculty, you will gain a broad understanding of the organizational structures of businesses big and small, basic management skills, accounting, the principles of marketing and relevant areas of business law. You will also develop a working knowledge of computers and contemporary communication.*

*Forecasting future jobs and careers is central to all of GCC's academic programs and curriculum, which is evidenced by the new Supply Chain Management concentration now available to GCC Business Administration majors. The SCM concentration is **only offered online** through GCC's eLearning program providing a perfect avenue for college-ready students who prefer independent study on their own time and schedule.*

## WHAT IS SCM?

Supply Chain Management (SCM) is a strategically driven, value-added process now engaged within every major industry around the world—from car manufacturing to healthcare, energy to education, big box retail to local winemaking, and virtually all cost conscious and customer-oriented business in-between. Today's sophisticated business savvy companies rely as much on their supply chain personnel as they do their CFO to positively impact their bottom line. The massive growth in today's global commerce has given rise to enormous new opportunities for supply chain managers. *Fortune* magazine recently listed Logistics and SCM as one of the "10 hot careers for 2012 and beyond."

Like an umbrella, SCM brings various functions of a company together building a seamless inter-organizational relationship utilizing personnel, technology and information to better manage the challenges and opportunities associated with procurement, operations, distribution, warehousing, inventory and customer service. The end result: an increase in efficiency, profit and happier customers.

## WHY GCC?

Genesee Community College is a perfect place to launch a successful career in Supply Chain Management. With the Business Administration, A.A.S. degree and the SCM concentration, both available online through eLearning, your studies focus on the business skills necessary for you to excel in any industry. Courses such as Principles of Business and Marketing, Transportation and Distribution Management, Introduction to Purchasing and Strategic SCM are complemented by a strong foundation in Communications, Accounting and Business Law. GCC is affordable, offers top-notch faculty and high-end technology ensures your education is rewarding in every way.

GENESEE COMMUNITY COLLEGE

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## WHAT CAREERS ARE AVAILABLE?

Your Business Administration, A.S. or A.A.S. degree with a SCM concentration from GCC, prepares you for an entry level position in any of the following industries:

Manufacturing

Retail/distribution

Government/military

Warehousing

Agriculture

Service industries

Transportation/logistics

## AMONG THE MANY POSITIONS YOU WILL BE READY TO APPLY FOR ARE:

Supply Chain Analyst/Specialist

Buyer's Assistant

Freight Analyst

Warehouse Coordinator

Import/Export Analyst/Specialist

Claims Specialist

Purchasing Expediter/Analyst

Product Specialist

Telemarketer/Sales

Equipment Scheduler

Inventory Coordinator

Procurement Specialist

Dispatcher

Customer Service Representative

Shipment Planner/Scheduler

Order Processor

Sales Representative

Fulfillment Specialist

## ARE THERE TRANSFER OPPORTUNITIES?

From UB to Binghamton, Empire State College to Maritime College, Plattsburgh to Penn State—there are numerous colleges and universities across the United States offering bachelor's and master's degrees in Supply Chain Management. According to the U.S Department of Labor's Occupational Outlook, the median salary for Logisticians (or Supply Chain Managers) with a bachelor's degree is \$70,800 per year, and the job growth through 2020 is expected to be 26%.

## FIND OUT MORE

Admission into Genesee's Business Administration program is open to all high school graduates and GED recipients. No specific preparation is required. For additional information, call the Admissions Office at (585) 345-6800 or go to: [www.genesee.edu/academics/programs/Business/BusAdm/](http://www.genesee.edu/academics/programs/Business/BusAdm/)

You may also contact our faculty directly:

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## SCM 100% eLEARNING

While GCC's Business Administration A.S. and A.A.S. degrees provide different learning modalities of studying in classroom settings, through online coursework, or a blend of both, the Supply Chain Management concentration is a 100% online program. Students who are ready for the rigor of independent college study from their own homes or offices will appreciate the flexible scheduling of the SCM program.

## SCM CURRICULUM

*The program includes 21 credits of concentrated knowledge in SCM:*

Principles in Business Logistics	(BLM101)
Transportation and Distribution Management	(BLM212)
Operations and Production Management	(BLM223)
Introduction to Purchasing and Supply Chain Management	(BLM23)
Introduction to Inventory and Warehouse Management	(BLM245)
International Transportation and Logistics	(BLM256)
Strategic Supply Chain Management	(BLM267)



## FACULTY

**Dennis J. Sullivan**

Supply Chain Management Faculty

Dennis Sullivan, a seasoned professional in the field of supply chain management, started his career in the telecommunications industry as a transportation rate analyst.

He then moved into the printing industry, where he held plant, regional and corporate senior management level positions dealing with the array of supply chain concerns and opportunities in logistics, purchasing, warehousing and distribution. He is currently the president, vice president or principal with three management consulting firms including Supply Chain Optimizers, LLC. He serves as a board member of the National Association of Purchasing Management-Buffalo and has taught at both Niagara University and Canisius College as an adjunct faculty member. He earned a Bachelor's in Transportation from Niagara University, and his M.B.A. from Canisius College.

