

# SUPPLY CHAIN MBA DEGREE

## What?

Supply chain MBA degrees are offered in five formats.

### Full Time MBA Programs

Students take classes full time for two years on campus. Students take required core business courses the first year and supply chain management focused courses the second year. Typically, students complete a supply chain internship during the interim summer. For more detailed information on MBA curriculums

**CLICK HERE** ([en.wikipedia.org/wiki/MBA](http://en.wikipedia.org/wiki/MBA))

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### Part Time MBA Programs

Typically, students are working professionals who take one or two courses per term until finished. Most of these programs are offered in major metropolitan areas on nights and/or weekends to accommodate corporate customers.

### Accelerated MBA Programs

These programs are offered to students with superior academic credentials and significant supply chain experience and involve a higher course load.

### Executive MBA Programs (EMBA)

These programs are designed to provide mid and upper level executives (usually with five or more years of supply chain experience) with an opportunity to earn an MBA while working.

### Distance Learning MBA

Students take all or part of their MBA courses via teleconference, video conference, mail, e-mail or the internet.

## Why?

### Compensation

Supply chain managers with an MBA earn **\$20,000 per year more** than those without one (\$100,000 vs. \$80,000) according to Logistics Management magazine's 2007 annual salary survey. **CLICK HERE**

([www.logistics.mgmt.com/article/CA6424064.html?text=annual+salary+survey](http://www.logistics.mgmt.com/article/CA6424064.html?text=annual+salary+survey))

Over a 35 year supply chain career, this 25% difference would add, at least , **\$700,000** to salary. For more detailed breakdowns of MBA salary information: **CLICK HERE**

([www.payscale.com/research/US/People with Master of Business Administration \(MBA\) /Degrees/Salary](http://www.payscale.com/research/US/People%20with%20Master%20of%20Business%20Administration%20(MBA)/Degrees/Salary))

The average starting salary(excluding other compensation) for graduates of full-time major supply chain MBA programs in 2006 was approximately **\$78,500** with a majority of MBA program average starting salaries in a range from **\$70-90,000**. (See U.S. News & World Report Annual Edition: America's Best Graduate Schools for updated data).

### **Upward Mobility/Competitive Advantage**

Almost all supply chain executive job specifications (Vice-President, General Manager, Director) list "**MBA Preferred**". The MBA degree provides upward mobility to these executive positions that have greater compensation: a. Supply Chain VP's average salary is \$146,000 per year. Additionally, there are more opportunities to make significant and rewarding contributions to organization performance at this level due to the expanded scope of responsibilities that accompany these positions. Typically, these positions involve managing more employees, a larger budget and a broader range of activities.

### **Flexibility/Life Style**

Supply chain MBA's have greater flexibility in job selection than those without an MBA. This enables the MBA to select an organization, job, industry, hours of work, and geographic job location that more closely fits their needs and wants. As a result, obtaining an MBA is likely to lead to an improved lifestyle.

Why obtain a supply chain MBA degree? See these additional helpful websites:

[www.quintcareers.com/grad\\_school.html](http://www.quintcareers.com/grad_school.html)

## **Who?**

The answer to "Who will obtain a supply chain MBA degree?" depends on 3 major considerations: admission requirements, financial requirements, and time requirements.

### **MBA Admission Requirements**

1. A bachelor's degree from a recognized university.
2. A minimum undergraduate grade point average (usually 2.80 or higher on a 4.0 scale, although some programs require a 3.0 on a 4.0 scale) or a minimum academic ranking in graduating class ( upper half to top 10 percent). For major supply chain MBA programs, the average GPA is 3.40 for full-time students.
3. An acceptable Graduate Management Admission Test (GMAT) score. This 4 hour computerized exam consists of 2- 30 minute essays, a 75 minute Math section containing 37 multiple choice questions and a 75 minute English section containing 41 multiple choice questions. For more GMAT information, **CLICK HERE** [www.MBA.com](http://www.MBA.com). The median GMAT score is near 500 on a 800-200 scale. For major supply chain MBA programs, the average GMAT score is approximately 650 for full-time students and 600 for part-time students.To assess what business schools think of your GPA and GMAT score, **CLICK HERE** [www.studentdoc.com/gmat-scores.html](http://www.studentdoc.com/gmat-scores.html)

4. A minimum number of years of previous work experience. Many MBA programs have one or two year minimums. For major supply chain MBA programs, full-time students have an average of 4 years of previous work experience.
5. Most international students must have an acceptable Test of English as a Foreign Language(TOEFL) score. Most major supply chain programs require a minimum TOEFL score of 550 or 600. For more details on TOEFL **CLICK HERE** [www.ets.org/toefl](http://www.ets.org/toefl)

### **Financial Requirements**

The average **total cost** of a supply chain MBA from a major program is approximately \$35,000. Total costs for a majority of these programs range between \$25-45,000, with **tuition cost** averaging approximately 60% of the total cost. For specific costs at each university **CLICK HERE** [www.mba.us.com/guide/mbarank.html](http://www.mba.us.com/guide/mbarank.html)

There are four primary types of financial support for MBA students: corporate sponsorship, loans, student assistantships and scholarships.

1. **Corporate Sponsorships.** Most major corporations pre-pay or reimburse employees for MBA tuition costs if grades are 3.0 or higher in the range of \$2,500-\$5,200 per year. According to the National Center for Education Statistics, 20% of all graduate students receive aid from employers. In addition, 31% of major corporations offer new MBA hires tuition reimbursement as part of their initial compensation package.
2. **Loans.** The major source of low cost loans for U.S. graduate education is the U.S. federal government. Students seeking U.S. federal aid should file a Free Application for Federal Student Aid (FAFSA) **CLICK HERE** [www.fafsa.ed.gov](http://www.fafsa.ed.gov)  
The most common loans are as follows:

**Federal Perkins Loan** is a 5% loan for students with **exceptional** financial need that is provided through university financial aid offices.

**Federal Stafford Loan** provides up to \$20,500 per year and a maximum total loan of \$138,500. \$8,500 is subsidized(0%) and the rest is unsubsidized (6.8%) For details **CLICK HERE** [www.studentaid.ed.gov](http://www.studentaid.ed.gov)

**Federal GRAD PLUS loan** provides “as much as the cost of attendance minus other financial aid including other loans.”  
**CLICK HERE** [www.studentaid.ed.gov](http://www.studentaid.ed.gov)

**MBA LOANS Program** offered by Sallie Mae is the only private program endorsed by the Graduate Management Admission Council (GMAC). For details, **CLICK HERE** [www.MBA.com/MBA/makeyourdecision/payingforyourMBA.htm](http://www.MBA.com/MBA/makeyourdecision/payingforyourMBA.htm)

3. **Assistantships/Work-Study** Most supply chain MBA programs have teaching or research assistantships for graduate students. However, competition for these positions is very high and many are awarded to Ph.D. candidates rather than MBA candidates. Check with business college department chairs for availability. In addition, **Federal Work Study** provides part-time jobs for students with financial need through university financial aid offices.
  
4. **Graduate Scholarships** Numerous significant scholarships exist to support graduate study of supply chain/logistics. Check with graduate supply chain faculty at programs that are of interest to you. In addition, for scholarship search engines **CLICK HERE**  
[www.careerdynamo.com/MBA/MBA\\_getin/MBA\\_scholarships\\_USA.html](http://www.careerdynamo.com/MBA/MBA_getin/MBA_scholarships_USA.html)  
 and **CLICK HERE** [www.MBA360.com/mba-scholarships.html](http://www.MBA360.com/mba-scholarships.html)

### Time Requirements

Time required to complete a 30-60 credit supply chain MBA degree depends on how much time an individual student can invest in the process.

**Full-Time MBA Program** Time required to completion is 2 years.

**Part-Time MBA Program** Time required to completion is approximately 4 years for many programs. However, time required varies by number of courses taken and number of semesters per year (See table).

<b>Part-Time MBA: Years to Complete</b>				
Credit Hours Required	2 Courses/Term 3 Terms/Year	2 Courses/Semester 2 Semesters/Year	1 Course/Term 3 Terms/Year	1 Course/Semester 2 Semesters/Year
60	3.33	5.00	6.66	10
48	2.66	4.00	5.33	8
36	2.00	3.00	4.00	6
30	1.66	2.50	3.33	5

**Accelerated MBA Program** Time required to completion is 11-18 months.

**Executive MBA Program** Time required to completion is 2 years or less.

## Where?

Supply chain MBA program selection criteria should include: business reputation, academic quality, program fit, admission requirements and affordability.

### Business Reputation

Determine what employers think about the program by using:

1. **Average MBA Graduate Starting Salary.** See U.S. News & World Report - Annual Edition of America's Best Graduate Schools.
2. **A List of Corporate Employers.** (See specific MBA program websites).
3. **Recruiter Scorecard.** Check corporate recruiter rankings. **CLICK HERE** [www.online.wsj.com/public/resources/documents/MB\\_05\\_Scoreboard.pdf](http://www.online.wsj.com/public/resources/documents/MB_05_Scoreboard.pdf)

### **Academic Quality**

Determine academic quality of the MBA program by using:

1. **Accreditation.** Most major U.S. graduate schools of business are accredited by AACSB, the Association to Advance Collegiate Schools of Business. Approximately 60% of all U.S. MBA programs are AACSB accredited.
2. **Quality Rankings.** Business Week, The Wall Street Journal and U.S. News & World Report provide annual rankings of major MBA programs. **CLICK HERE** [www.businessweek.com/bschools](http://www.businessweek.com/bschools)  
[www.universities-weblog.com](http://www.universities-weblog.com)  
[www.usnews.com/mba](http://www.usnews.com/mba)

### **Program Fit**

Determine if the program fits current schedule and lifestyle by assessing types of programs offered (e.g. full-time, part-time, accelerated, EMBA, distance learning) and times and places that classes are offered. Many MBA programs are offered at multiple locations and at night or on weekends to accommodate working professionals (See specific MBA program websites).

### **Admission Requirements**

Determine if GMAT score and undergraduate GPA meet admission requirements (See **WHO?** section of this document). Also, if your undergraduate degree is non-business or a business degree from a non AACSB accredited school, determine how many pre-core business course pre-requisites will be required (See specific program websites).

A free service, Graduate Management Admission Search Service(GMASS), matches your profile to MBA school admission requirements and then automatically sends mailings from matching schools regarding their program and admission requirements.

**CLICK HERE** [www.gmass.org](http://www.gmass.org)

### **Affordability**

Determine MBA cost. (See **WHO?** section of this document). Usually, public universities are less expensive than private universities and in-state tuition is less expensive than out-of-state tuition. In most states, in-state status requires living and working full-time within the state for 1 calendar year.

**CLICK HERE** [www.collegeboard.com/about/association/international/residency.html](http://www.collegeboard.com/about/association/international/residency.html)

In addition, in-state status may be obtained by securing a Graduate Assistantship.

For a list of U.S. universities that have AACSB accredited MBA programs offering a supply chain or logistics concentration, see the table below:

Alabama, University of	mba.cba.ua.edu	
Arizona State University	wpcareymba.asu.edu	
Arkansas, University of	gsb.uark.edu	
Auburn University	www.aum.edu	
Carnegie Mellon University	www.tepper.cmu.edu	
Case Western Reserve University	www.weatherhead.case.edu	
Indiana, University of	www.kelley.indiana.edu/mba	
Iowa State University	www.bus.iastate.edu/mba	
Maryland, University of	www.rhsmith.umd.edu	
Massachusetts Institute of Technology	mitsloan.mit.edu/mba	
Michigan State University	www.mba.msu.edu	
Minnesota, University of	www.carlsonschool.umn.edu/mba	
Missouri-St. Louis, University of	mba.umsl.edu	
Nevada-Reno, University of	www.coba.unr.edu	
North Carolina, University of	www.kenan-flagler.unc.edu	
North Carolina State University	www.mba.ncsu.edu	
Northeastern University	www.cba.neu.edu/graduate	
North Florida, University of	www.unf.edu/coggin	
North Texas, University of	www.coba.unt.edu	
Oklahoma, University of	price.ou.edu/mba	
Ohio State University	fishermba.osu.edu	
Pennsylvania State University	www.smeal.psu.edu/mba	
Pennsylvania, University of	mba.wharton.upenn.edu/	
Purdue University	www.krannert.purdue.edu/	
Saint Louis University	gradbiz.slu.edu	
Stanford University	www.gsb.stanford.edu	
Syracuse University	Whitman.syr.edu	
Tennessee, University of	cehhs.utk.edu	
Texas Christian University	neeley.tcu.edu	
Wisconsin, University of	www.mba.wisc.edu	

For non U.S. supply chain MBA programs, **CLICK HERE** [www.foreignmba.com](http://www.foreignmba.com)  
[www.universities-weblog.com](http://www.universities-weblog.com)  
[www.mba.info.com](http://www.mba.info.com)

## When?

### Targeted Start Date

Most students are 27 or 28 years old at the start of a supply chain MBA program. Remember, many programs require 2 years of work experience prior to application. (See WHO? section of this document).

## **Application Process Calendar**

Application deadlines for fall enrollment at U.S. supply chain MBA programs range from February 1 to July 15 with a majority of deadlines falling in March, April and May. Start the application planning process **one full year ahead** of the targeted class start date (e.g. May 2011 for fall 2012 classes). Early application is especially important for international students, those seeking financial aid (assistantships/scholarships) and those barely meeting academic admission requirements (GMAT, undergraduate GPA).

### **May – Request application forms and financial aid forms**

Schools will be processing applications for the upcoming fall term so when requesting applications specify the targeted start date to avoid confusion.

### **June –Update resume and write essays (if required)**

### **July – Request all recommendation letters**

Faculty are likely to have more time to honor requests in summer months.

### **August – Sign-up and prepare for GMAT/TOEFL tests**

### **September – Take GMAT/TOEFL tests**

Avoid October, this is a busy month for working logistics professionals due to pre-holiday shipping.

### **October – Order college transcripts**

Avoid December. Registrar's offices close for the holidays and are very busy processing fall term grades to prepare for the next term.

### **November – Fill out application and financial aid forms**

### **December – Review applications, financial aid forms and essays**

### **January – Mail or e-mail applications**

Some application processes are conducted entirely online.

### **February – Prepare for personal interviews (if required)**

### **March – Visit campus for personal interviews (if required)**

## **How?**

Although each supply chain MBA program application process is unique, there are general guidelines and sources of information/services that will facilitate efforts to complete applications.

The average acceptance rate to full-time major supply chain MBA programs is approximately 41% with a majority of program acceptance rates ranging from 32-49% (See U.S. News & World Report – Annual Edition: America’s Best Graduate Schools).

## **How to Request Application and Financial Aid Forms**

**Application Forms** – Go to university websites to request forms. (See WHERE? section of this document).

**Financial Aid Forms** – Go to the following websites:

[www.fafsa.ed.gov](http://www.fafsa.ed.gov)

[www.studentaid.ed.gov](http://www.studentaid.ed.gov)

## **How to Update Resume and Write Essays**

**Update Resume** – Make sure to add accomplishments (e.g. dollars saved, customer service performance improved, promotions) to work history. MBA programs are seeking leaders! For more help, see:

[www.mbaapplicant.com](http://www.mbaapplicant.com)

[www.essayedge.com](http://www.essayedge.com)

[www.careerperfect.com](http://www.careerperfect.com)

**Write Essays** – For improved MBA essays, see:

[www.essayedge.com](http://www.essayedge.com)

[www.accepted.com](http://www.accepted.com)

[www.mbaapplicant.com](http://www.mbaapplicant.com)

## **How to Request/Write Letters of Recommendation**

**Request Letters** – Provide those who write letters of recommendation with the following: an updated resume, university contact information (mailing instructions) some direction regarding letter content, and submission deadlines.

**Write Letters** – For help writing recommendation letters, see:

[www.accepted.com](http://www.accepted.com)

## **How to Sign-Up, Prepare for and Take the GMAT/TOEFL Tests**

**GMAT Sign-Up** – Register for the GMAT test on-line at:

[www.mba.com](http://www.mba.com)

**GMAT Preparation** – Sources of GMAT test preparation help is abundant and consists of: website help, printed sample test guides, and live courses. See:

[www.mba.com](http://www.mba.com)

[www.essayedge.com](http://www.essayedge.com)

[www.VeritasPrep.com/800-925-PREP](http://www.VeritasPrep.com/800-925-PREP)

[www.PrincetonReview.com](http://www.PrincetonReview.com)

[www.Kaptest.com/gmat](http://www.Kaptest.com/gmat)

Barron's GMAT 2007 – Barron's Educational Services, Inc.

[www.Barronseduc.com](http://www.Barronseduc.com)

GMAT Test – See [www.mba.com](http://www.mba.com) for test day advice.

TOEFL Test – See:

[www.Kaptest.com/toefl](http://www.Kaptest.com/toefl)

[www.esl.about.com/cs/toefl](http://www.esl.about.com/cs/toefl)

[www.learn4good.com/languages/spec\\_english\\_toefl.htm](http://www.learn4good.com/languages/spec_english_toefl.htm)

### **How to Order College Transcripts**

Contact registrar's office at previously attended university.

### **How to Review Application, Resume and Essays**

Proof written materials for grammar and spelling errors. Reread essays. Also, have someone else read all materials prior to mailing.

### **How to Prepare for Personal Interviews**

See the following websites:

[www.mbaprograms.org/mbacareer/interview.asp](http://www.mbaprograms.org/mbacareer/interview.asp)

[www.accepted.com](http://www.accepted.com)