## Internship Recruiting
Internship recruiting starts very early in the fall. All resumes need to be finalized and approved by September 1. Students need to be prepared for interviews by mid-September.

## SCM Definition
“Supply chain management encompasses the planning and management of all activities involved in sourcing and procurement, conversion, and all logistics management activities. Importantly, it also includes coordination and collaboration with channel partners, which can be suppliers, intermediaries, third party service providers, and customers. In essence, supply chain management integrates supply and demand management within and across companies.”


## What is Supply Chain?

**Why a Career in Supply Chain Management?**

Wetfeet Career Overview: Supply Chain Management
Supply Chain Management by Eddie Davila – Modules 1-12 on YouTube

## Career Titles

<table>
<thead>
<tr>
<th>Sourcing Lead</th>
<th>Purchasing Specialist</th>
<th>Supply Chain Analyst</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sourcing Specialist</td>
<td>Materials Manager</td>
<td>Operations Manager</td>
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<tr>
<td>Sourcing Manager</td>
<td>Materials Planner</td>
<td>Program Manager</td>
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<tr>
<td>Buyer</td>
<td>Materials Buyer/Planner</td>
<td>Logistics Manager</td>
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<tr>
<td>Strategic Sourcing Specialist</td>
<td>Demand Planner</td>
<td>Logistics Specialist</td>
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<tr>
<td>Procurement Specialist</td>
<td>Commodity Manager</td>
<td>Logistics Analyst</td>
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<tr>
<td>Procurement Manager</td>
<td>Global Commodity Manager</td>
<td>Supply Chain Consultant</td>
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<tr>
<td>Procurement Analyst</td>
<td>Supply Chain Specialist</td>
<td>Strategy Consultant</td>
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<tr>
<td>Purchasing Manager</td>
<td>Supply Chain Manager</td>
<td>Management Consultant</td>
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<td>Leadership Development Program (LDP)</td>
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## Skills

<table>
<thead>
<tr>
<th>Cost Analysis</th>
<th>Process Improvement</th>
<th>Spend Analysis</th>
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<tbody>
<tr>
<td>Decision Making</td>
<td>Cross-Cultural Collaboration</td>
<td>Strategic Sourcing</td>
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<td>Sustainability</td>
<td>Operations Management</td>
<td>Demand Planning</td>
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<td>Risk Management</td>
<td>Decision Modeling</td>
<td>Inventory Management</td>
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<td>Negotiations</td>
<td>Vendor/Supplier Relationships</td>
<td>Project Management</td>
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<td>Internal Influencing</td>
<td>Kaizen</td>
<td>Cross-functional teams</td>
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<tr>
<td>Leadership</td>
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<td>Lean Six Sigma</td>
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</tbody>
</table>

## Notable Recruiting Companies

| Henkel | Reckitt Benckiser | Raytheon Company | Mentor Graphics |
| Fiat Chrysler | PolyOne | Nike | Johnson & Johnson |
| Intel Corporation | Ensign | Intel | E&J Gallo Winery |
| Deloitte Consulting | Amazon | Cisco Systems, Inc | Experian |
| Chevron | American Airlines | Applied Materials | Facebook |
Sample Internship Projects
- Analyzed 18 months of inventory, identifying opportunities to decrease waste and optimize international selling channels.
- Designed an “optimal pricing” tool that aggregated pricing data across 12 suppliers and more than 1000 SKUs, with potential savings of 10%.
- Applied Six Sigma principles to analyze and improve department’s monthly financial reporting process, identifying changes which yielded a 15% time savings.

Key Terms & Acronyms
SCM key terms
SCM acronyms

Sample Interview Questions
Supply Chain Questions
Traditional Questions
Behavior-Based Questions
Situational Interviews
Questions to ask the employer
Phone Interview Tips

Sample Resumes
Template
First year
Second year

GCC Career Tools
Interview Stream
Vault
CareerShift
Glassdoor

Beyond-B School (access through WPC Connect)
RelishMBA
MBA Case

ASU Career Tools
Sun Devil CareerLink
Goinglobal
Candid Career

W. P. Carey Graduate Student Clubs
There will be a Student Club Fair in August where you can get more information about joining the different graduate student clubs.

Graduate Supply Chain Management Association (GSCMA)
Consulting Club
Healthcare Club
Business Information Management Association (BIMA)
**Professional Organizations**

*It is very important for students to consider joining professional organizations while in school. Students typically receive free or reduced membership prices. These organizations provide a wealth of resources in your chosen field, as well as opportunities to network with professionals. In addition, as a member of an organization you can add this to your resume, which shows a commitment to your chosen field and is looked upon favorably by recruiters and hiring managers.*

- **APICS** – Regular Membership $100, Student Rate FREE
  - Phoenix Chapter
- **ISM (Institute for Supply Management)** – Regular Membership $210, Student Rate FREE
  - Arizona Affiliate
- **CSCMP (Council of Supply Chain Management Professionals)** – Regular Membership $325, Student Rate $40
- **SIG (Sourcing Industry Group)**
- **CAPS Research Institute**

**Certifications**

- **ISM:**
  - [CPSM](#) (Certified Professional in Supply Management)
  - [CPSD](#) (Certified Professional in Supplier Diversity)
- **APICS:**
  - [CPIM](#) (Certified in Production and Inventory Management)
  - [CSCP](#) (Certified Supply Chain Professional)
- **CSCMP:**
  - [SCPro Certification](#)
- **SIG:**
  - [SIG University](#)

**Articles/Publications**

- [The 11 supply chain trends businesses cannot ignore](#)

**Online Resources**

**Websites:**

- [Careers in Supply Chain Management](#)
- [6 Things I Wish I Knew Before Starting a Supply Chain Management Career](#)
- [Top 6 Supply Chain Job Search Tips](#)
- [Careers in Logistics and Supply Chain Management](#)

**Twitter feeds:**

- W. P. Carey: @WPCareySchool
- SCM Magazine: @scmmag
- Logistics Voices: @LogisticVoices
- Supply Chain News: @Supply_Chain_N
- CSCMPAZ: @CSCMPAZ
- SIGSource: @SIGinsights
- CIPS: @cipsnews

**Newsletters:**

- [Supply Chain Brain](#)
- [CSCMP Supply Chain SmartBrief](#)
- [SCDigest](#)
Videos:
CSCMP's Young Professionals YouTube Channel
SCTV and CSCMP

LinkedIn Groups:
W. P. Carey School of Business at Arizona State University
CSCMP's Young Professionals group
Supply Chain Management Group (SCM)
ISM – Purchasing & Supply Chain Management Professionals
Forte Foundation
The 2-Hour Job Search – Q&A Forum
APICS (Association of Operations Management)

LinkedIn Channels:
Logistics & Supply Chain
Operations
Management Consulting
Manufacturing

Job Boards:
Supply Chain Brain job board
APICS Career Center Job Board
ISM Career Center
Supplychainrecruit.com
CSCMP Career Center
SIG Career Network

Alumni Success Stories
- Dell: Jana Kennedy
- Deloitte Consulting: Jaspreet Anand
- Freeport- McMoran Cooper & Gold: Rosanna Watson
- Raytheon: David Sharp