# LOGISTICS AND TRANSPORTATION

## What can I do with this degree?

### AREAS

**MANUFACTURING**
- Purchasing
- Operations Management
- Distribution
- Inventory/Materials Management
- Warehouse Operations
- Systems Management
- Customer Service
- Rate Analysis

**MERCHANDISING**
- Purchasing
- Distribution
- Inventory Management
- Warehouse Operations
- Systems Management
- Supplier Sourcing
- Customer Service
- Rate Analysis

**SERVICE INSTITUTIONS**
- Purchasing
- Operations
- Systems Management
- Customer Service

### EMPLOYERS

**MANUFACTURING**
- Manufacturers of:
  - Industrial goods
  - Consumer goods

**MERCHANDISING**
- Retailers
- Wholesalers
- Distributors

**SERVICE INSTITUTIONS**
- Service institutions including:
  - Banks
  - Financial institutions
  - Hospitals
  - Educational institutions

### STRATEGIES

**MANUFACTURING**
- Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers and merchandisers.
- Develop strong analytical skills and a logical approach to problem solving.
- Take additional courses in statistics and computer systems.
- Learn to communicate with different types of people across different functional areas.
- Complete an internship in a manufacturing environment.

**MERCHANDISING**
- Many entry-level positions as analysts, management trainees, or first line supervisors are available with manufacturers and merchandisers.
- Develop strong analytical skills and a logical approach to problem solving.
- Take additional courses in statistics and computer systems.
- Gain experience through an internship with a retailer.
- Get involved in student organizations and seek positions of leadership.

**SERVICE INSTITUTIONS**
- Develop skills with computers and information technology.
- Learn to communicate well with others.
- Complete an internship in logistics to gain relevant experience.
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<th>AREAS</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
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<tr>
<td><strong>TRANSPORTATION</strong></td>
<td>Freight and passenger carriers including:</td>
<td>Develop strong computer and analytical skills. Learn to work well and communicate with different types of people. Be willing to start in a hands-on position, such as a loading dock supervisor for a trucking company. This allows employees to learn the business from the bottom up.</td>
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<tr>
<td>Rate Analysis</td>
<td>Aviation</td>
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<td>Systems Management</td>
<td>Rail</td>
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<td>Transportation Management</td>
<td>Trucking</td>
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<td>Traffic Management</td>
<td>Shipping</td>
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<td>Dispatching</td>
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<td>Sales</td>
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<td>Customer Service</td>
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<td><strong>THIRD PARTY LOGISTICS</strong></td>
<td>Warehouses</td>
<td>Gain experience through internships or summer jobs in logistics and/or sales. Develop negotiation, persuasion, and communication skills. Learn to problem solve effectively. Must be highly motivated and organized.</td>
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<tr>
<td>Analysis</td>
<td>Dedicated carriers</td>
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<td>Sales</td>
<td>Forwarders</td>
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<td>Customer Service</td>
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<td>Systems Management</td>
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<td>Warehouse Operations</td>
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<td>Dispatching</td>
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<td><strong>GOVERNMENT</strong></td>
<td>State and local agencies</td>
<td>Develop a well-rounded background in business. Take additional courses in statistics or computer systems to enhance skills. Maintain a high grade point average. Learn the application process for government agencies. Consider enrolling in R.O.T.C. if interested in a career with the armed forces.</td>
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<tr>
<td>Purchasing</td>
<td>Government agencies including:</td>
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<tr>
<td>Inventory/Materials Management</td>
<td>Department of Transportation</td>
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<tr>
<td>Systems Management</td>
<td>Armed Forces</td>
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### STRATEGIES

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<td><strong>CONSULTING</strong></td>
<td>Consulting firms</td>
<td>Learn to work well on a team. Develop strong communication skills, both oral and written. Gain experience making presentations. Earn an M.B.A. for advancement into higher positions.</td>
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</tbody>
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### GENERAL INFORMATION
- Majors in logistics, supply chain, transportation, and industrial engineering are particularly helpful to gain entry into this functional area.
- Gaining experience through part-time and summer jobs or internships is critical.
- Information technology, analytical, and quantitative skills are particularly important in the logistics and transportation field. Develop these skills through courses and work experience.
- Many desirable skills can be developed through participation in leadership of student organizations.
- Develop decision-making ability.
- Learn to work well in a team and to work effectively with a wide variety of people.
- Some organizations may not have a “logistics” department. Look for positions in operations, manufacturing, or marketing.
- Develop and utilize a personal network of contacts. Once in a position, find a mentor.
- Consider earning an MBA after gaining a few years of work experience to reach the highest levels of logistics.