

LOEB-SULLIVAN SCHOOL OF

INTERNATIONAL BUSINESS & LOGISTICS

B.S. DEGREE

International Business & Logistics

PROGRAM OVERVIEW

Reflecting the “hands on” approach of Maine Maritime Academy (MMA), your degree in International Business and Logistics (IBL) will give you a broad and solid business education foundation with an international emphasis and a focus on logistics. Logistics is the business profession that provides the links within and between companies as they create and move products in the global economy. From raw materials, to parts, to consumer goods on the shelf, logistics brings together the functions of a company while connecting to its suppliers and customers. From purchasing and buying, to making a product, to getting the product to the customer and closing the cycle with returns, recycling, or repairs, IBL teaches you the concepts and tools to be successful in global operations. You’ll gain the knowledge to qualify for exciting jobs and careers in local, regional, and global economies.

The IBL program at MMA gives you a learning framework that incorporates the latest concepts, introduces you to current technologies, and gives you an understanding of the basics of foreign cultures that will move you to the top of any professional job recruiter’s list of candidates. Whether you will run your own business, work in manufacturing or retail, or manage and move products across the country or the world, you will graduate from MMA with a broad and solid understanding of how business works within and between companies.

BUILDING YOUR EDUCATION FOUNDATION & CAREER

The Council of Supply Chain Management Professionals (CSCMP), a leading professional association of logisticians, defines logistics management as a component of supply chain management that is, “. . . a systematic and coordinated set of activities required to provide the physical movement and storage (raw materials, parts, finished goods) from vendor/ supply services through company facilities to the customer (market) and the associated activities. . . such as information, financial transactions, and customer service in order to meet customers’ requirements.”* Essentially, logistics is about managing and moving inventory, information, and the financial elements to make an organization successful.

* Source: CSCMP website,
March 24, 2011, www.cscmp.org

LOGISTICS CAREER PROFILES

There are literally hundreds of career paths followed by logistics professionals. Here are a few examples of careers you might pursue upon graduation from our undergraduate program.

- Supply Chain Analyst/Manager
- Logistics Analyst/Manager
- Procurement (Buyer) Manager
- Transportation Manager

- Inventory Planning Manager
- Production Planner
- Operations Manager/Supervisor
- Compliance Analyst/Supervisor/Manager
- Import/Export Analyst
- Business Development Analyst/Manager

“In today’s global economy, leading companies are competing on the effectiveness of their supply chains as much as on their products and services. Therefore, organizations have a growing need for trained logistics and supply chain managers who can operate on the front lines of innovation. A LSS-MS degree in logistics leads to exciting and fulfilling careers but it all starts with education.”

—Peter Tirschwell, EVP and Chief Content Officer; JOC Group, publisher of *The Journal of Commerce* and PIERS data

PRACTICAL EXPERIENCE: THE IBL SUMMER CO-OP

All IBL students must pursue a co-operative work experience with a professional company (lasting a minimum of twelve, 40-hour work weeks) at the end of their third year. The program is supervised by department faculty and the job site can be anywhere in the world. IBL students are also encouraged to pursue business internships at the conclusion of their second year in the program.



Why complete the IBL co-op?

It's about gaining experience. Summer co-ops provide students with a variety of opportunities, including:

- Gaining the advantage of real-world experience in a professional job related to their major
- Practice functioning effectively in the professional and social environment of a contemporary business organization
- Experimentation with communication, team-work, and leadership approaches
- Practical applications of classroom concepts

A dynamic career in international business and logistics rests on a foundation of excellent communication, interpersonal and critical thinking skills, understanding of world cultures, and familiarity with international trade. For these reasons, our curriculum quickly immerses you in business and logistics concepts.

In your first year, Introduction to Business and Supply Chain Management will provide you with an overview of the fundamentals of business management and how global supply chains work. At the same time, you will explore other subjects to further enhance your knowledge and education of the world.

In the second year, you will learn more business fundamentals, as well as the basics of logistics, so that you may qualify for an elective summer co-op at the conclusion of the academic year. Fundamentals of business and logistics—from marketing to freight transportation—are the focus of our program. Some of the courses include:

- Marketing Management
- Business Logistics
- Managerial Accounting
- Financial Management
- Freight Transportation

In your third year of study, you will begin to build an advanced understanding of the international business environment, along with tools for global supply chains. The following courses prepare you for the required summer co-op after the third year when you will work alongside professionals in business, from retail to manufacturing, to moving and staging raw materials, parts, or finished goods:

- Logistics Information Systems
- Business Law
- International Human Resource Management
- Production & Operation Management
- International Business
- Global Purchasing & Materials Handling

During the final year, students fine-tune their logistics skills in a global business environment. Key courses such as Seminar in Management & Organizational Behavior, International Business Law, International Logistics, and Logistics Strategy will prepare you to handle the complexities of managing global logistics and business operations.

CAREER CHOICES

Maine Maritime Academy graduates enjoy a respected reputation in today's business, logistics, and transportation industries. Recent employers of IBL graduates include:

- Amazon
- Boeing
- British Petroleum
- C.H. Robinson
- Carnival Cruise Lines
- Caterpillar
- Cianbro Corporation
- Exxon-Mobil
- Federal Marine Terminals
- General Dynamics Bath Iron Works
- General Dynamics NASSCO
- Georgia Pacific
- Hannaford
- Hapag-Lloyd
- Ingram Barge Lines
- International Paper
- Kraft Foods
- Kiewit
- L.L. Bean

- Nabisco
- Poland Spring
- Sappi Fine Papers
- Shell Oil
- Strategic Management Solutions
- Target
- Wal-Mart (private fleet and procurement)

4 +1 ALUMNI ADVANTAGE GRADUATE SCHOOL

The Loeb-Sullivan School of International Business and Logistics offers a special 4+1 option for all MMA alumni regardless of their major for obtaining a graduate degree. The LSS On Campus MS degree program in Global Logistics & Maritime Management is offered as an accelerated 10 month full-time program while the LSS Online MS degree program in International Logistics Management (pending NEASC approval) is accessible anytime, anywhere in the world in a part-time format—perfect for the working professional. The 4+1 program offers all MMA alumni preferential tuition rates substantially lower than the normal graduate tuition rate. One more exceptional reason to enroll in the IBL program at MMA.



LEARN MORE

Our web site ibl.mainemaritime.edu—is filled with helpful information that may assist you as you consider joining us in the IBL program. Admissions counselors are always available to speak with you. Simply give us a call or come visit us for the full MMA experience. Our online catalog is regularly updated and should be referred to for complete programming.