

MAINE Maritime Academy



Loeb-Sullivan School of

International Business & Logistics

B.S. Degree
International Business & Logistics

4 + 1 M.S. Degree Option
Global Supply Chain Logistics
Maritime Management



Program Overview

The Loeb-Sullivan School of International Business and Logistics at Maine Maritime Academy puts a renowned experiential learning curriculum to work for you in a global economy. Incorporating the latest developments in technology, learning the strategies of business professionals, and understanding the nuances of foreign cultures will propel you to the top of any professional job recruiter's "must have" list. In this rapidly expanding field, you will find yourself responsible for ensuring that cost-effective products are in the right place at the right time. You will manipulate the balance of materials and production with skills you develop in a unique curriculum — a major that is not available anywhere else in New England.

The field of logistics management seeks to meet business needs for product availability, dependability, and convenience. Managers in the field oversee the interaction of forecasting, purchasing, transportation, information technology, inventory control and warehousing, materials handling, and customer service. At Maine Maritime, you'll develop the skills needed to coordinate this complicated web of services.

You will get real world training in *Co-op Educational Experience in International Business & Logistics*, a three-credit assignment which places you in a position in private industry or a government or other nonprofit agency. You may organize the international movement of materials for peace keeping, famine relief, or disaster recovery. Your responsibility may be to keep pace with the materials needs of a busy manufacturer operating in a just-in-time environment. At another college, international business might be limited to management theories and world politics. At Maine Maritime, you will emerge with hands-on experience as a highly specialized logistician with a solid international business foundation.

Fast Track: Advanced Degree

Our Loeb-Sullivan School of International Business and Logistics offers a special 4+1 option of obtaining a Master of Science degree for Maine Maritime Academy graduates. Regardless of major, students may apply to our graduate school for a 1-year fast track to an advanced degree. Current M.S. degree options include:

- Global Supply Chain Logistics
- Maritime Management

Building Your Career

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 economics. **Introduction to Business Management** will provide you with an overview of the fundamentals of business management while you explore other subjects such as:

- Composition
- Introduction to Computing
- Humanities/Social Sciences
- Finite Math/Business Calculus
- Contemporary World Politics
- Microeconomics
- Geography

Fundamentals of business — from economics to management techniques — are the focus in the second year at the Loeb-Sullivan School of International Business and Logistics. Key business courses encountered this year include:

- Macroeconomics
- Statistics for Business
- Financial Accounting
- Marketing Management
- Managerial Accounting

In your third year of study, you'll apply basic management techniques and business practices in more specific international business subjects. **Business Logistics, Intermodal Transportation, and Materials Management** are key courses in this year's schedule. Students pursue four elective courses this year, allowing investigation of interests developed in the first two years of study.

Between the third and fourth year of study, students participate in **Co-op Educational Experience in International Business and Logistics**, working alongside professional logisticians in the field.

During the final year, students fine-tune their logistical skills in a global business environment. Key courses such as **International Business, Logistics Information Systems, Strategic Supply Chain Management, Global Purchasing and Negotiations, and International Logistics** will prepare you to handle the complexities of managing international business supply chains. Other courses include Organizational Behavior, International Business Law, and electives to enhance individual interests.

Practical Experience

Experiential learning is the fundamental ethos of a Maine Maritime education. All IBL students must pursue a co-operative work experience with a professional company (lasting a minimum of twelve normal work weeks) at the end of their junior 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 each of their first two years in the program.

Why do an IBL co-op?

Co-ops provide students with a variety of opportunities, including:

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

Career Choices

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

American Classic Voyages, Hawaii
American Commercial Barge Lines, Lexington, Kentucky
Americana Lykes, Tampa, Florida
Bath Iron Works, Bath, Maine
Cianbro Corporation, Maine
Decathlon Sports, New Hampshire
Emery Airfreight, Portland, Maine
Expeditors, Massachusetts
Federal Marine Terminals, nationwide
Hannaford Brothers, Maine
KPMG Peat Marwick, Boston, Mass.
Mass Bay Lines, Boston, Mass.
NEPCO, New Hampshire
Target
Thompson Financial Services, Boston, Mass.
U. S. Marine Corps, Washington, D.C.
Wal-Mart

Logistics Career Profiles

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 plans, implements, and controls the efficient, effective forward and reverse flow and storage of goods, services, and related information between the point of origin and the point of consumption in order to meet customers' requirements. . .”.

CSCMP website, April 17, 2006.

www.cscmp.org/Downloads/Public/Career/careerstudy.pdf

Dr. William DeWitt, Associate Dean and Director of Graduate Studies, and Professor of Logistics, points out that, “The logistics profession needs talented and committed new professionals who can respond to and reshape the dynamics of world trade. For those who want to participate in the new global economy there are many ways to get a start or advance a career through higher education here at MMA and the Loeb-Sullivan School.” Just a few of the opportunities are:

Outbound Operations Manager

- Handles all order-filling activities
- Responsible for stock replenishment
- Ships all finished goods
- Monitors tracking and claims
- Selects transportation
- Manages details of preferred routing
- Functions in domestic and international settings

Inbound Operations Manager

- Oversees receiving, processing, and visual inspection of production materials
- Responsible for deliveries to stocking locations within the company

Inventory Planning Manager

- Responsible for production materials and availability
- Understands and controls overall production schedule

Learn More

Our web sites - www.mainemaritime.edu and ibl.mainemaritime.edu - are filled with helpful information that may assist you as you consider attendance more seriously. Admissions counselors are always available to speak with you. Simply give us a call.

The Academy reserves the right to make changes in its rules, regulations, procedures, degree requirements, and fees. Our online catalog is regularly updated with contemporary information and should be referred to for complete programming facts. Please visit www.mainemaritime.edu

admissions@mma.edu

(800) 464-6565 (Maine)

(800) 227-8465 (Out of Maine)