B.S. in Business Administration: International Business and Logistics
Agenda - International Business & Logistics (IBL)

- Career opportunities
- Unique advantages of an IBL education at Cal Maritime
- Important quality indicators
- Q&A
What is Logistics and Supply Chain Management?
Or something more complex...

Outsourcing manufacturing
Many countries are contributing to production of the 787.

12 Foreign Companies and 3 Domestic Companies, with hundreds of suppliers in 7 Different Countries; Assembled in SC and WA.
Logistics and Supply Chain Management is...

• Managing the flow of inventory, information, and cash.

• Everything involved in providing....
  – *The right* product,
  – *In the right* quantity
  – *In the right* form,
  – *At the right* place,
  – *At the right* time,
  – *At the right* cost,
  – *delivered to the right* customer!
Opportunities in Logistics and Supply Chain Management

<table>
<thead>
<tr>
<th>Annual Median Wage</th>
<th>San Jose Metro Area</th>
<th>California</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchasing Managers</td>
<td>$146,730</td>
<td>$134,750</td>
</tr>
<tr>
<td>Industrial Production Operations Managers</td>
<td>$135,120</td>
<td>$112,340</td>
</tr>
<tr>
<td>Transportation and Distribution Managers</td>
<td>$125,140</td>
<td>$96,330</td>
</tr>
<tr>
<td>Financial and Investment Analysts</td>
<td>$102,540</td>
<td>$87,580</td>
</tr>
<tr>
<td>Logisticians</td>
<td>$94,300</td>
<td>$81,910</td>
</tr>
<tr>
<td>Accountants and Auditors</td>
<td>$83,680</td>
<td>$75,880</td>
</tr>
<tr>
<td>All Occupations – All Sectors</td>
<td>$61,980</td>
<td>$44,180</td>
</tr>
</tbody>
</table>

Opportunities in International Maritime Business

- Port manager
- Ship broker
- Freight broker
- Marine underwriter
- Maritime lawyer
- Shipping agent
- Labor relations representative
- And many others!
Hands-On Learning: Required Internship
Bay Area Economy
What global industries are flourishing here?

– High tech
– Banking
– Agriculture
– Medical
– Tourism
– Real Estate
– Manufacturing
– Wine
– Advertising
– Construction
Just a Few IBL Internship Placements
...And Some Full-Time Job Placements

PORT OF OAKLAND  
Genentech  
A Member of the Roche Group  
MSC  
FOSS

GENERAL DYNAMICS  
amazon  
TESLA

PEPSICO  
LOCKHEED MARTIN

SIEMENS  
Ingenuity for life  
BECHTEL

Chevron  
MAERSK LINE

CMA CGM

United Airlines

Matson  
ExxonMobil  
Energy lives here

Koch  
FedEx
International Experience Destinations

Greece
Bulgaria
Vietnam
South Africa
Japan
Netherlands
Brazil
Spain
Morocco
China
Belgium
Germany
Korea
Romania
New Caledonia
Taiwan
Costa Rica
Hong Kong
Tahiti
Italy
Sofia- Capital of Bulgaria
Railway Lines in Tokyo and its Suburbs
I knew the international experience would be great, but I didn't expect my life perspective to change so dramatically.
Other Hands-On Learning Opportunities

- Competitions
- Corps Leadership
- Classroom activities
- On-campus employment

- Student government
- Tutoring
- Student clubs
What’s So Special About Cal Maritime?

• High quality education
  – Outstanding Value Proposition
    • Low cost – High return

  – One of the highest job placement rates for US colleges
    • Always above 95%

  – Highest graduation rates in the CSU
High-Powered, Connected Career Center

- Staff help students find jobs and internships
- Large turn-out of recruiters at every career fair
- Hands-on support writing cover letters and resumes
- Interview preparation
What’s So Special About Cal Maritime?

• #1 California college for raising students from the bottom 20% in family income to the top 20% – *The Equality of Opportunity Project*

• 1 of only 15 four-year colleges in the U.S. to receive a perfect score for "value added" to student outcomes – *The Brookings Institute*

*Other Accolades:*
[https://www.csum.edu/web/right-to-know/accolades](https://www.csum.edu/web/right-to-know/accolades)
Highly Qualified Faculty
Small Class Sizes: Huge Advantage

- Classes are not just lectures
- Direct faculty/student interaction
- Experiential activities
- A tailored approach
- A small school advantages with CSU-system muscle
Support and Mentoring

- The program is tough, but you are not alone
- Accessible faculty
- Tutoring services
- Closely-bonded student population
Any Questions?