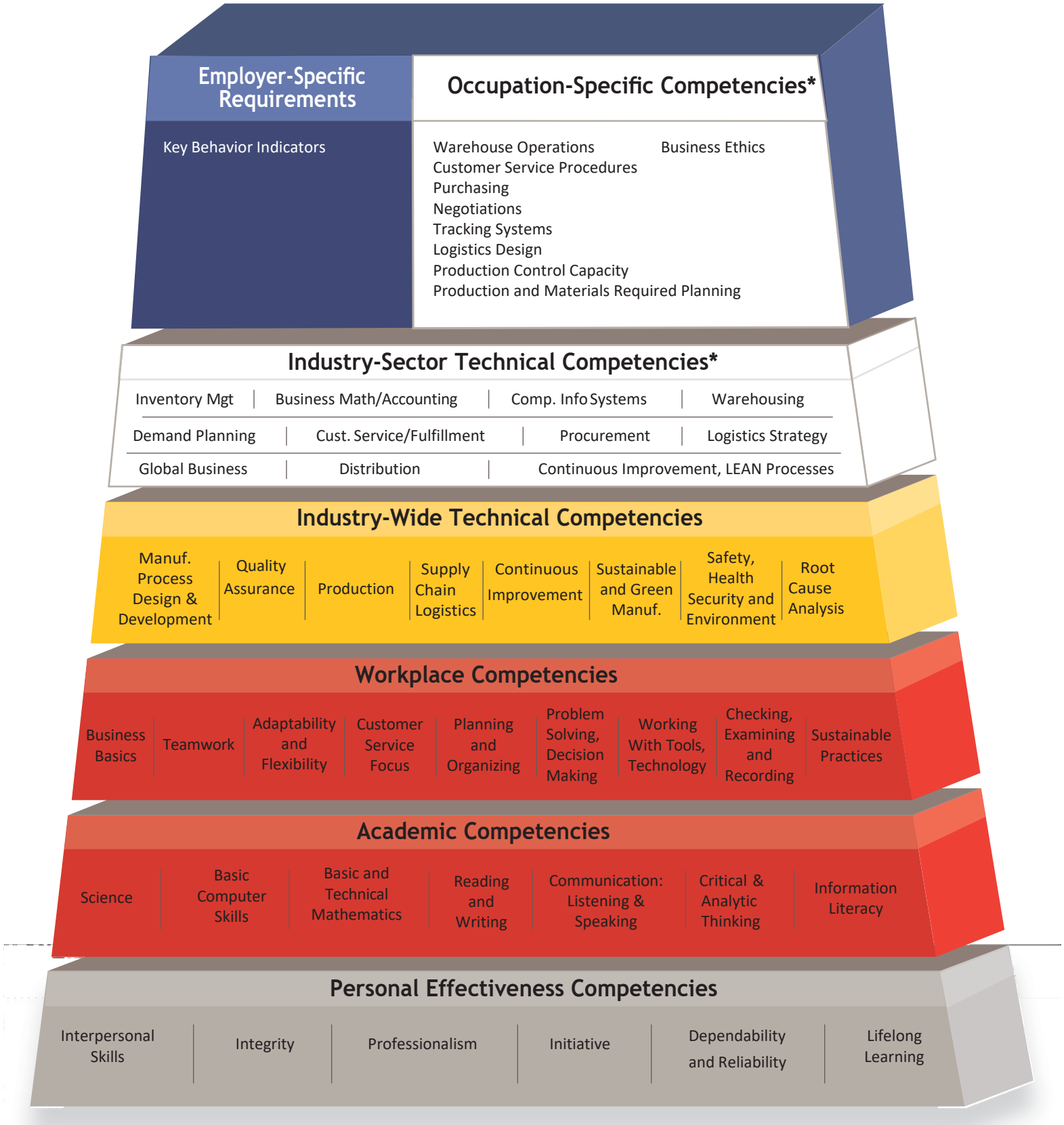
Minnesota Dual-Training Pipeline
Competency Model for Advanced Manufacturing
Occupation: Logistics-Supply Chain Management



Based on: Advanced Manufacturing Competency Model Employment and Training Administration, U. S. Dept. of Labor, April 2010.

*Pipeline recommends the Industry-Sector Technical Competencies as formal training opportunities (provided through related instruction) and the Occupation-Specific Competencies as on-the-job training opportunities.

Competency Model for Advanced Manufacturing

Logistics / Supply Chain Management

A Logistics / Supply Chain Manager plans, directs, and coordinates purchasing, warehousing, distribution, forecasting, customer service, or planning services. The individual also manages logistics personnel and logistics systems and direct daily operations.

Other occupational titles:

- Supply chain logistics manager
- Global logistics manager
- Logistics solution manager
- Logistics manager
- Integrated logistics programs director

Possible certifications:

- American Production and Inventory Control Society (APICS) Certified Production and Inventory Management (CPIM)
- Certified Logistic Professional, International Warehouse Logistics Association
- SAP Certified Application Professional – Logistics Execution and Warehouse Management with SAP ERP 6.0 EHP4, SAP America, Inc.
- Certified Commercial Contracts Manager, National Contract Management Association
- SAP Certified Application Association – Supplier Relationship Management 7.2, SAP America, Inc.
- Operations and Performance Management Professional, American Society of Heating, Refrigerating and Air-Conditioning Engineers
- SAP Certified Application Association – Logistics Execution and Warehouse Management with SAP ERP 6.0, SAP America, Inc.
- Certified Supply Chain Professional, American Society of Transportation and Logistics

Industry-Sector Technical Competencies

- Inventory Management – Demonstrate the ability to manage a warehouse or storage facility of inventory
- Computer Information Systems – Understand and demonstrate proficiency in various computer information systems used in manufacturing
- Business math/ accounting – Know how to do the basic functions of math in order to track orders, purchases, shipments, etc. and potentially use accounting software to assist in this process as well.
- Warehousing – Demonstrate proficiency with efficient storage and control of the environment within a warehouse or other storage facility
- Demand Planning – Demonstrate proficiency with planning to fill existing and future demand for product
- Customer Service/Fulfillment – Demonstrate proficiency in high quality customer service, both in written and oral communication
- Procurement – the method for ensuring resources are available to purchase resources

- Logistics Strategy – Understand the theory and application of on-the-ground approaches to ensuring adequate materials are available to meet demand
- Global Business – Demonstrate proficiency with the customer base, be it local, statewide, nationwide, or international
- Distribution – Understand all transportation systems comprising the movement of goods and services from within the production site to the product delivery to the customer to ensure job completion
- Continuous Improvement, LEAN Processes – Means and practices by which an organization can decrease the time required or improve efficiency in production, quality work environment, and reduction of waste

Occupation-Specific Competencies

- Purchasing – Understanding of the acquisition of goods or services to achieve organization goals
- Negotiations –Demonstrated ability to research and communicate about the costs of goods and services in order to secure the most cost-effective option
- Warehouse Operations – Understanding of warehouse operations, unique to organization, and practice throughout field
- Business Ethics – Applied ethical practices that ensure fair business operations
- Customer Service Procedures – Clear communication, both written and oral, to ensure a content customer
- Tracking Systems – Understanding of individual tracking systems
- Logistics Design – Both within the field and unique to an organization
- Production Control Capacity– Demonstrated understanding of organizational need to produce inventory to have on hand, without creating waste
- Production and materials required planning – Managing the ability to meet product orders by first ensuring facility has systems, tools and employees to take on new product and ensuring that enough raw materials are available to go forward with production.

Logistics / Supply Chain Management Occupational Training Plan

	List Course, Training Name and Title	Description of Courses and/or Training Program	List Responsible Provider: Company, College, Trainer, or other	Anticipated Completion Date
Related Instruction Competencies				
Inventory Management				
Business Math/Accounting				
Computer Information Systems				
Warehousing				
Demand Planning				
Customer Service and Fulfillment				
Procurement				
Logistics Strategy				
Global Business				
Distribution				
Continuous Improvement, LEAN Processes				
On-The-Job Training Competencies				
Purchasing				
Negotiations				
Warehouse operations				
Business Ethics				
Customer Service Procedures				
Tracking Systems				
Logistics Design				
Production Control Capacity				
Production, and Materials Required Planning				