

2017-2019 EDUCATIONAL SKILLS REQUIREMENTS
SUPPLY ACQUISITION AND DISTRIBUTION MANAGEMENT
SUBSPECIALTY 1301
CURRICULUM 810

1. Curriculum Number: 810
2. Curriculum taught at Civilian Institutions (MBA Programs):
Harvard University, Stanford University, Duke University,
University of Chicago, Dartmouth College, University of
Pennsylvania, Massachusetts Institute of Technology (MIT), Rice
University, Northwestern University, University of California-
Berkeley, Columbia University, University of Virginia,
University of Michigan-Ann Arbor, Yale University, Carnegie
Mellon University, Cornell University, New York University,
Texas A&M University, University of Washington, Emory
University, University of Texas-Austin, University of
California-Los Angeles, Brigham Young University, University of
North Carolina-Chapel Hill, Notre Dame University, Indiana
University, Michigan State University, Georgia Tech University,
University of Texas-Dallas, University of Rochester, University
of Southern California (Marshall), Georgetown (McDonough), North
Carolina State University (Jenkins), and University of Maryland
(Smith).

The Major Area Sponsor (MAS) reserves the right to change the above listing based on changes to the annual Bloomberg Businessweek MBA program rankings. Students are encouraged to seek acceptance to any school listed in the Bloomberg Businessweek Top-30 ranking from 2016 or any school listed in the Top-30 rankings of the three previous years (2014-2016).

3. Students are Fully or Partially Funded: Fully Funded
4. Curriculum Length in Months: 18-24
5. APC Required: 245
6. Community Managers have agreed to allow billets to be coded for Supply Acquisition and Distribution Management (1301) and officers to be educated in this curriculum.

CDR Cielo I. Almanza, SC, USN
Supply Corps Officer Community Manager
Approval date: 30 September 2017

7. The officer must have an understanding of commercial

business management theories, principles, operations, and the ability to apply these concepts to the Navy and the greater Department of Defense (DoD) specifically:

a. Finance - The officer must have a basic understanding of private and public organizational financing, including: corporate financial structures; cost and financial accounting; capital budgeting techniques; and financial analysis. The officer must be able to formulate and execute a financial planning structure and employ various financial analysis techniques.

b. Financial Reporting/Accounting - The officer must be able to collect, process, analyze, and report information generated by organizations, based on approved Generally Accepted Accounting Principles (GAAP) and concepts.

c. Economics - The officer must have knowledge of the principles of microeconomic and macroeconomic theories, including: production; resource allocation; international trade; fiscal; and monetary policy.

d. Management - The officer must have an understanding of human behavior aspects of management and be able to apply managerial applications of social science concepts and research findings. Officers must display an awareness of learning modes, motivation techniques, decision-making concepts, the impact and utility of information/knowledge management systems, and the value of extended professional networks.

e. Operations - The officer must have an understanding of operations management (emphasis on supply chain management preferred). Officers should be familiar with modern planning and productivity concepts.

f. Strategy - The officer must have an understanding of business decision models and strategy in a competitive environment. Officers must be able to integrate simulation / model analysis into developing solutions.

g. Entrepreneurship & Innovation - The officer must have a working knowledge of theoretical enterprise development, initiative, and risk analysis. Officers should be able to develop innovative, dynamic, and powerful solutions to meet the challenges of fiscal and economic environmental uncertainties.

h. Statistical Analysis / Data Analytics - The officer must have a working knowledge of statistics as it is utilized in decision-making. Officers should have a foundation in quantitative methods for resource allocation, regression, optimization, big data analysis, game theory, and cost-benefit analysis.

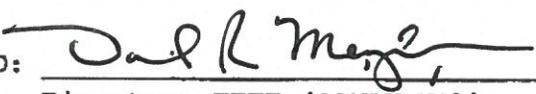
i. Communication/Communication Methods - The officer must be proficient in oral and written communications. This proficiency includes the ability to complete primary and secondary research, collate data, build clear briefs, and defend results. The officer should obtain a basic understanding of marketing or strategic communication and how to apply these concepts to their work.

j. Ethics - The officer must have a foundation in ethics. Officers should understand the value of sustainable solutions in the modern global environment.

k. Supply Chain Management - The officer must have a foundation in supply chain management. Officers should understand different forecasting strategies, inventory management, just-in-time production systems, queuing theory, capacity planning, productivity and competitiveness.

APPROVED:  31 AUG 17
Director, Supply Corps Personnel Date

APPROVED:  SEP 08 2017
President, NPS Date

APPROVED:  12 FEB 2018
Director, TFTE (OPNAV N12) Date