

2015-2017 EDUCATIONAL SKILLS REQUIREMENTS
SUPPLY ACQUISITION AND DISTRIBUTION MANAGEMENT
SUBSPECIALTY 1301
CURRICULUM 810

1. Curriculum Number: 810

2. Curriculum taught at Civilian Institutions (MBA Programs):
Duke University, University of Pennsylvania, University of
Chicago, Stanford University, Columbia University, Yale
University, Northwestern University, Harvard University,
University of Michigan-Ann Arbor, Carnegie Mellon University,
University of California-Los Angeles, University of North
Carolina-Chapel Hill, Cornell University, Massachusetts
Institute of Technology (MIT), Dartmouth College, Indiana
University, University of Maryland, Emory University, University
of California-Berkeley, University of Virginia, University of
Southern California, New York University, University of Texas-
Austin, Georgetown University, Rice University, Washington
University-St. Louis, Brigham Young University, Georgia
Institute of Technology, Notre Dame University and Vanderbilt
University.

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 rankings for the current year, or any school
listed in the Top-30 rankings of the three previous years.

3. Students are Fully or Partially Funded: Fully Funded

4. Curriculum Length in Months: 18-22

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 2015

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.

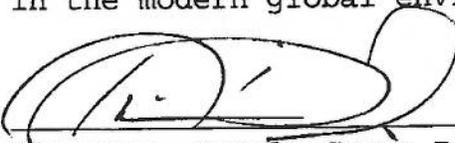
g. Entrepreneurship & Innovation - The officer must have a working knowledge of theoretical enterprise development, initiative, and risk analysis. Officers should be able to develop innovative, dynamic, and powerful solutions to meet the challenges of fiscal and economic environmental uncertainties.

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.

APPROVED:  _____ 10 NOV 2015
Director, Supply Corps Personnel Date

APPROVED:  _____ JAN 15 2016
President, NPS Date

APPROVED:  _____ 24 FEB 2016
Director, TFTE (OPNAV N15) Date