

Texas A&M University

Marketable Skills

Program:	Supply Chain Management
Degree:	BBA
Department:	Information and Operations Management Department
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Outcome	Master the depth of knowledge required for a degree
Marketable Skills	<ul style="list-style-type: none"> • Negotiate sales or lease agreements for products or services. • Prepare financial documents, reports, or budgets. • Knowledge of arithmetic, algebra, geometry, calculus, statistics, and their applications.

Outcome	Demonstrate critical thinking
Marketable Skills	<ul style="list-style-type: none"> • Considering the relative costs and benefits of potential actions to choose the most appropriate one. • Analyze data to assess operational or project effectiveness. • Develop operating strategies, plans, or procedures

Outcome	Communicate effectively
Marketable Skills	<ul style="list-style-type: none"> • Represent companies in negotiating contracts and formulating policies with suppliers. • Prepare written proposals for clients.

Outcome	Practice personal and social responsibility
Marketable Skills	<ul style="list-style-type: none"> • Monitoring/Assessing performance of yourself, other individuals, or organizations to make improvements or take corrective action. • Managing one's own time and the time of others.

Outcome	Demonstrate social, cultural, and global competencies
Marketable Skills	<ul style="list-style-type: none"> • Negotiating with overseas buyers and suppliers. • Understanding cultural differences that can create conflicts.

Outcome	Prepare to engage in life-long learning
Marketable Skills	<ul style="list-style-type: none"> • Understanding the implications of new information for both current and future problem-solving and decision-making. • Selecting and using training/instructional methods and procedures appropriate for the situation when learning or teaching new things.

Outcome	Work collaboratively
Marketable Skills	<ul style="list-style-type: none"> • Being aware of others' reactions and understanding why they react as they do.

Notes:

- All marketable skills listed for this example program were drawn from the Knowledge, Skills, and Abilities identified by the US Department of Labor and Statistics for “ _____ managers” as published on O*Net Online (onetonline.org)
- Alternate sources for degree-specific marketable skills include:
 - learning outcomes and associated metrics used for programmatic assessment
 - learning outcomes or skills required for programmatic accreditation