

## The logistics profession needs talented and committed new professionals who can respond to and reshape the dynamics of world trade.

It's likely that you haven't thought about the sources of the food you've eaten in the last 24 hours nor where the raw materials came from for the clothes you are wearing right now — or how they got to you. Your food and clothing as well as all the industrial and consumer products found in our economy reached you thanks to logistics — the process of moving raw materials, intermediate goods and parts, and finished goods across the globe.

We all participate in the global economy either by consuming goods or by creating products with international components. Driving this global flow of goods are the people who finance, move, market, purchase and create materials and goods. The transactions that underlie all of this and make it physically happen take place in the realm of logistics.

Logistics deals with the physical events involved in the complex steps that are necessary to create industrial and consumer materials and goods. Logistics professionals work closely with marketers to create new products and open new geographic markets. They also work with:

- modelers who look at a wide range of options when planning business transactions and use the power of sophisticated software tools;
- finance folks who enable transactions to take place and also deal with the complex challenges of global currencies and exchange rates; and
- purchasing and production professionals who find the optimal materials and parts to create the extraordinary range of finished goods available today.

In addition to the wonderful opportunities of dealing with a wide range of other disciplines and functions, logistics is a challenging profession in the constantly changing global patterns of world trade.

Logistics is a physical business that makes materials and goods move when and where they are needed in the international business community. The diversity of logistics, the continual rapid change of global economies and the constant reassessment of global markets and sourcing provide a career and profession that is challenging and exciting, without equal.

The logistics profession needs talented and committed new professionals who can respond to and reshape the dynamics of world trade. For those who want an opportunity to participate in the new global economy there are many opportunities to get a start or advance a career through higher education. They range from community colleges to university business schools such as the Robert H. Smith School of Business at the University of Maryland; to professional and specialized schools such as the Maine Maritime Academy; and to executive education seminars and programs.

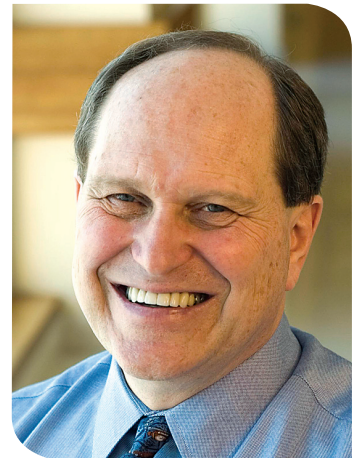
For those already in the logistics business, your success depends on staying current with the latest tools and techniques. Professional success in logistics derives from personal knowledge and abilities in the rapidly changing world of global supply chains.

Executive education opportunities can provide logistics professionals with the ability to understand new techniques and technologies, to see new applications and how they are done, and to build a network of personal contacts that may be resources for future problem-solving.

Excitement, challenges, fun and the ability to reshape and build new capabilities in the international economy are available in the global logistics profession.

The educational opportunities that you will discover in this Logistics Career Guide are the key to success for those entering the business as well as for logistics professionals who need new insights and capabilities to shape the future.

Read on, and take a step toward shaping your own future in logistics.



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