1. Curriculum Number: 810

2. Curriculum taught at Civilian Institutions (MBA Programs): University of Chicago, Harvard, University of Pennsylvania, Stanford, Northwestern, Duke, Cornell, University of Michigan-Ann Arbor, Massachusetts Institute of Technology (MIT), University of Virginia, Carnegie-Mellon, Dartmouth, University of California-Berkeley, Columbia, Indiana University-Bloomington, New York University, University of North Carolina-Chapel Hill, University of California-Los Angeles, University of Texas-Austin, Norte Dame, Yale, Emory, Georgia Institute of Technology, University of Maryland, Vanderbilt University, Texas Agricultural & Mechanical, Ohio State University, University of Southern California, Southern Methodist University, and Georgetown.

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 David Carnal, SC, USN
   Supply Corps Officer Community Manager
   Approval date: 23 September 2013

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.

Encl (5)
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, and the value of extended professional networks.

e. **Information Systems** - The officer must have an understanding of modern information systems and their impact to large organizations. Officers must be able to use decision analysis tools in order to use information effectively in business solutions.

f. **Operations** - The officer must have an understanding of operations management to include supply chain management. Officers should be familiar with modern planning and productivity concepts.

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

h. **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.

i. **Statistics/Data Analysis** - 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, and cost-benefit analysis.

j. **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.

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

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**APPROVED:**

Director Supply Corps Personnel

Date

SEP 26 2014

**APPROVED:**

President, NFS

Date

**APPROVED:**

Director, TFTE (OPNAV N7A)

Date

16 FEB 2015