# CIP Code 52.0203 Logistics, Materials, and Supply Chain Management

## PA Career Ready Skills (CRS)

## \*The [PA Career Ready Skills](https://www.education.pa.gov/K-12/CareerReadyPA/CareerReadySkills/Pages/default.aspx) are the tools needed to support the [PA Career Education and Work Standards](https://www.education.pa.gov/K-12/PACareerStandards/Pages/default.aspx).

| **PA Career Ready Skills** | **Middle School Concepts** | **High School Concepts** | [**CTE Technical Component, CTE Courses**](https://www.education.pa.gov/K-12/Career%20and%20Technical%20Education/Programs%20of%20Study/Pages/Framework.aspx) |
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| **Grade 9** | **Grade 10** | **Grade 11** | **Grade 12** |
| **Self-Awareness / Self-Management** | Identify behavioral expressions of feelings within a context. | Evaluate behaviors in relation to the impact on self and others. | 100 Safety and Ergonomics | 300 Procurement Operations | 600 Order Fulfillment | 1400 Management |
| Explain to others one’s own strengths, needs, and preferences specific to a context. | Advocate for oneself in education, employment, and within the community. | 100 Safety and Ergonomics | 300 Procurement Operations | 1100 Logistics and Supply Chain Management | 1000 Industry Trends and Technology |
| Identify and select coping skills relevant to adverse situations. | Analyze adverse situations for the purpose of identifying and selecting healthy coping skills. | 100 Safety and Ergonomics | 300 Procurement Operations | 1100 Logistics and Supply Chain Management | 1100 Logistics and Supply Chain Management |
| Identify and evaluate distractors that impact reaching ones’ goals. | Establish and pursue goals or postsecondary education, employment, and living within the community. | 100 Safety and Ergonomics | 1100 Logistics and Supply Chain Management | 1300 Economics and Marketing | 1400 Management |
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| **\*Related Employability Skills:** Adaptability, Business Fundamentals, Communication, Dependability & Reliability, Initiative, Integrity, Planning & Organizing, Respect, Teamwork |

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| **Establishing and Maintaining Relationships** | Explain how empathy and perspective taking foster relationship building. | Establish pro-social relationships to support self and others. | 400 Receiving600 Order Fulfillment | 500 Storage and Put Away1400 Management | 600 Receiving1400 Management | 1400 Management |
| Interact with others demonstrating respect, cooperation, and acceptance. | Explain how you situate yourself in a diverse community. | 400 Receiving800 Shipping Transportation | 800 Shipping and Transportation1300 Economics and Marketing | 1300 Economics and Marketing1400 Management | 1400 Management |
| Explain how expressive communication strategies can affect others. | Select expressive communication strategies specific to context. | 1400 Management | 1400 Management  | 1400 Management | 1400 Management |
| Identify conflict resolution skills to deescalate, diffuse, and resolve differences. | Evaluate a situation to identify skills and strategies to prevent and resolve conflicts. | 600 Order Fulfillment | 1400 Management | 1400 Management | 1400 Management |
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| **\*Related Employability Skills:** Adaptability, Communication, Critical Thinking, Decision Making, Integrity, Problem solving, Professionalism, Respect, Teamwork |

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| **Social Problem Solving** | Make a decision based upon anticipated consequences. | Evaluate consequences from a personal, and civic perspective to inform decision-making. | 100 Safety and Ergonomics | 200 Inventory Management600 Order Fulfillment | 900 Material Handling equipment | 1400 Management |
| Distinguish among various social contexts and how they impact personal feelings. | Situate self in any social context as a means to determine a response. | 100 Safety and Ergonomics | 200 Inventory Management400 Receiving | 900 Material Handling equipment | 1400 Management |
| Analyze various perspectives on a situation. | Evaluate how societal conventions may influence the perspectives of individuals. | 100 Safety and Ergonomics | 1000 Industry Trends and Technology | 1100 Logistics and Supply Chain Management | 1400 Management |
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| **\*Related Employability Skills:** Communication, Critical Thinking, Customer Focus, Integrity, Problem Solving, Professionalism, Reading, Respect, Teamwork, Writing |

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## Pennsylvania Academic Standards for Business, Computer, and Information Technology (BCIT)

| **BCIT Standards** | **Middle School Concepts** | **High School Concepts** | [**CTE Technical Component, CTE Courses**](https://www.education.pa.gov/K-12/Career%20and%20Technical%20Education/Programs%20of%20Study/Pages/Framework.aspx) |
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| **Grade 5** | **Grade 8** | **Grade 12** | **Grade 9** | **Grade 10** | **Grade 11** | **Grade 12** |
| **Careers** | Identify marketing careers and organizations within the field of logistics. | Explore various logistics careers and analyze their role in the business world. | Analyze and summarize professional designations, careers, and organizations within the field of marketing, including the educational and certification requirements for each. | 200 Inventory Management | 300 Procurement Operations | 1300 Economics and Marketing | 1400 Management |
| **Purchasing Decisions** | Analyze and summarize professional designations, careers, and organizations within the field of marketing, including the educational and certification requirements for each. | Describe how businesses influence purchasing decisions. | Analyze how marketing influences today’s households, businesses, and society; including but not limited to business-to consumer, business-to-business, and consumer-to-consumer. | 200 Inventory Management | 300 Procurement Operations  | 300 Procurement Operations  | 1000 Industry Trends and Technology |
| **Marketing Channels** | Identify technologies that are used in marketing. | Distinguish among members of a marketing channel, including company, intermediaries, retailer, and consumer. | Evaluate the influence of members of a marketing channel, including company, intermediaries, retailer, and consumer. | 1300 Economics and Marketing | 1300 Economics and Marketing | 1300 Economics and Marketing | 1300 Economics and Marketing |
| **Distribution** | Explain the process used to obtain and maintain product and service availability. | Compare and contrast different processes of distribution.  | Assess the distribution process of various companies and industries. | 600 Order Fulfillment | 900 Material Handling Equipment | 1000 Industry Trends and Technology | 1100 Logistics and Supply Chain Management |
| **Laws and Ethics**  | Provide examples of problems businesses and consumers have with unethical or illegal behavior. | Discuss the laws and regulations that impact marketing and its consumers (e.g., Consumer Product Safety, Consumer Pricing Act, Trademark Counterfeiting Act, Federal Trade Commission Act). | Discuss the laws and regulations that impact marketing and its consumers (e.g., Consumer Product Safety, Consumer Pricing Act, Trademark Counterfeiting Act, Federal Trade Commission Act). | 200 Inventory Management | 300 Procurement Operations | 1000 Industry Trends and Technology | 1300 Economics and Marketing |

**Career and Technical Student Organizations Competitive Events**

[**DECA:**](https://www.deca.org/high-school-programs/high-school-competitive-events/)

DECA Quizbowl

Buying and Merchandising Team Decision Making

Entrepreneurship

Entrepreneurship Team Decision Making

Job Interview

Material Handling/Logistics

Material Handling – written event

Principles of Business Management and Administration

Public Speaking

Retail Merchandising

School-Based Enterprise

[**FBLA:**](https://www.fbla-pbl.org/divisions/fbla/fbla-competitive-events/)

Business Ethics

Business Plan

E-Business

Entrepreneurship

Future Business Leader

Marketing

Business Management

International Business

Introduction to Business Concepts

Supply Chain Management – written test

[**SkillsUSA:**](https://www.skillsusa.org/competitions/skillsusa-championships/contest-descriptions/)

Career Pathways Showcase

Employment Application Process

Job Interview

Job Skill Demonstration

Occupational Health and Safety

Related Technical Math

Quiz BowlIndustry Certifications

**Manufacturing Skills Standards Council**

[Certified Logistics Technician](https://www.msscusa.org/certified-logistics-technician-clt/)

**National Safety Council:**

[Forklift Operator](https://www.nsc.org/safety-training)

**CareerSafe:**

[OSHA General Industry Certification](https://careersafeonline.com/courses/general-industry?gclid=Cj0KCQiAys2MBhDOARIsAFf1D1d_2sjbMNjRo-hNYgkKFGtc6Oag6RKAIvur7l2T7yZsj9aAyeh3udUaAvxFEALw_wcB)

**Occupational Safety and Health Administration**:

[OSHA Certification](https://www.osha.gov/)

## PA Career Ready Skills

## [Career Ready PA](https://www.education.pa.gov/K-12/CareerReadyPA/Pages/default.aspx)

## Task Grid

## [Task Grid for CIP Code 52.0203 is found under Phase 3](https://www.education.pa.gov/K-12/Career%20and%20Technical%20Education/Programs%20of%20Study/Pages/Framework.aspx)