



International Business and Trade TOP: 0508.00

May 2020

Prepared by the South Central Coast Center of Excellence for
Labor Market Research

Program Recommendation

This report was compiled by the South Central Coast Center of Excellence to provide regional labor market data for the program recommendation – International Business and Trade. This report can help determine whether there is demand in the local labor market that is not being met by the supply from programs of study (CCC and non-CCC) that align with this occupation group.

Key Findings

- In the South Central Coast region, **the number of jobs related to the occupations selected for this analysis of International Business and Trade are expected to remain steady**, over the next five years, for Buyers and Purchasing Agents, and **increase** for all other related occupations.
- All five occupations selected for this analysis of International Business and Trade are anticipated to experience a **low risk of automation** over the next five years.
- In 2018 there were 2,789 regional completions in programs related to the occupations identified as related to International Business and Trade for this analysis and 953 openings, indicating an **oversupply**.
 - Note that more than half of the occupations requested for this analysis of International Business and Trade are managerial and as a result 2,508 of the regional completions are coming from Business Administration and Management, General programs.
- Typical entry-level education ranges from a **high school diploma or equivalent** for Cargo and Freight Agents and Transportation, Storage, and Distribution Managers, to a **Bachelor's degree** for Buyers and Purchasing Agents, Purchasing Managers, and Supply Chain Managers.
- **The South Central Coast Region currently has one institution with an International Business and Trade Program (0508.00)** with an average of 9 completers over the past three years.
- Completers of International Business and Trade programs from the 2015-2016 academic year had a **median annual wage** upon completion of \$29,647.
- 67% of students are **employed within a year** after completing a program.
- 57% of students are **earning a living wage**.

¹ The South Central Coast Region consists of San Luis Obispo County, Santa Barbara County, Ventura County, and the following cities from North Los Angeles County: Canyon Country, Castaic, Lake Hughes, Lancaster, Littlerock, Llano, Newhall, Palmdale, Pearblossom, Santa Clarita, Stevenson Ranch, and Valencia.

Occupation Codes and Descriptions

Currently, there are five occupations in the standard occupational classification (SOC) system that were identified as related to International Business and Trade for this analysis. The occupation titles and descriptions, as well as reported job titles, are included in Exhibit 1.

Exhibit 1 – Occupation, description, and sample job titles

SOC Code	Title	Description	Sample of Reported Job Titles
11-3061	Purchasing Managers	Plan, direct, or coordinate the activities of buyers, purchasing officers, and related workers involved in purchasing materials, products, and services. Includes wholesale or retail trade merchandising managers and procurement managers.	Category Purchasing Manager, Commodity Manager, Materials Director, Materials Manager, Procurement Director, Procurement Manager, Procurement Officer, Purchasing Director, Purchasing Supervisor, Strategic Sourcing Director
11-3071	Transportation, Storage, and Distribution Managers	Plan, direct, or coordinate the transportation operations within an organization or the activities of organizations that provide transportation services.	Director of Operations, Fleet Manager, Freight Coordinator, Global Transportation Manager, Traffic Manager, Train Operations Manager, Trainmaster, Transportation Director, Transportation Manager, Transportation Supervisor
11-9199.04	Supply Chain Managers	Direct or coordinate production, purchasing, warehousing, distribution, or financial forecasting services or activities to limit costs and improve accuracy, customer service, or safety. Examine existing procedures or opportunities for streamlining activities to meet product distribution needs. Direct the movement, storage, or processing of inventory.	Global Consumer Sector Vice President, Global Supply Chain Director, Global Supply Chain Vice President, Material Requirements Planning Manager, Solution Design and Analysis Manager, Supply Chain Director, Supply Chain Manager, Supply Chain Vice President
13-1020	Buyers and Purchasing Agents	Buy merchandise or commodities, other than farm products, for resale to consumers at the wholesale or retail level, including both durable and nondurable goods. Analyze past buying trends, sales records, price, and quality of merchandise to determine value and yield. Select, order, and authorize payment for merchandise according to contractual agreements. May conduct meetings with sales personnel and introduce new products. Includes assistant wholesale and retail buyers of nonfarm products.	Buyer, Category Manager, Grocery Buyer, Merchandise Manager, Procurement Specialist, Product Manager, Purchaser, Purchasing Coordinator, Retail Buyer, Trader

SOC Code	Title	Description	Sample of Reported Job Titles
43-5011	Cargo and Freight Agents	Expedite and route movement of incoming and outgoing cargo and freight shipments in airline, train, and trucking terminals, and shipping docks. Take orders from customers and arrange pickup of freight and cargo for delivery to loading platform. Prepare and examine bills of lading to determine shipping charges and tariffs.	Cargo Agent, Documentation Clerk, Drop Shipment Clerk, Freight Broker, Intermodal Dispatcher, International Coordinator, Load Planner, Logistics Coordinator, Logistics Service Representative, Operations Manager

Source: O*NET Online

Current and Future Employment

In the South Central Coast region, the number of jobs related to the selected occupations for International Business and Trade are expected to remain steady, over the next five years, for Buyers and Purchasing Agents, and increase for all other related occupations.

Exhibit 2 – Five-year projections for International Business and Trade in the South Central Coast region

SOC	Occupation	2018 Jobs	2023 Jobs	2018-2023 Change	2018-2023 % Change
11-3061	Purchasing Managers	535	563	28	5%
11-3071	Transportation, Storage, and Distribution Managers	800	846	46	6%
11-9199 (for 11-9199.04)	Managers, All Other (for Supply Chain Managers)	6,165	6,542	377	6%
13-1020	Buyers and Purchasing Agents	2,238	2,257	19	1%
43-5011	Cargo and Freight Agents	141	156	15	11%

Source: Economic Modeling Specialists International (EMSI)

Earnings

In the South Central Coast region, the average wage for the listed occupations is \$36.86 per hour.

Exhibit 3 contains hourly wages and annual average earnings for these occupations. Entry-level hourly earnings are represented by the 25th percentile of wages, median hourly earnings are represented by the 50th percentile of wages, and experienced hourly earnings are represented by the 75th percentile of wages, demonstrating various levels of employment.

Exhibit 3 – Earnings for International Business and Trade in the South Central Coast region

SOC	Occupation	Entry-Level Hourly Earnings	Median Hourly Earnings	Experienced Hourly Earnings
11-3061	Purchasing Managers	\$36.62	\$53.27	\$69.74
11-3071	Transportation, Storage, and Distribution Managers	\$36.57	\$47.70	\$63.96
11-9199 (for 11-9199.04)	Managers, All Other (for Supply Chain Managers)	\$18.78	\$38.06	\$63.27
13-1020	Buyers and Purchasing Agents	\$23.56	\$30.78	\$41.82
43-5011	Cargo and Freight Agents	\$14.38	\$19.48	\$24.73

Source: Economic Modeling Specialists International (EMSI)

Employer Job Postings

In this research brief, real-time labor market information is used to provide a more nuanced view of the current job market, as it captures job advertisements for occupations relevant to the field of study. Employer job postings are consulted to understand who is employing trade managers, and what they are looking for in potential candidates. To identify job postings related to International Business and Trade the following standard occupational classifications were used:

11-3061	Purchasing Managers
11-3071	Transportation, Storage, and Distribution Managers
11-9199.04	Supply Chain Managers
13-1020	Buyers and Purchasing Agents
43-5011	Cargo and Freight Agents

Top Occupations

In 2018, there were 506 employer postings for the occupations related to International Business and Trade.

Exhibit 4 – Top occupations in job postings and risk of automation tables

SOC Code	Occupation	Job Postings, Full Year 2018
11-3071	Transportation, Storage, and Distribution Managers	193
11-9199.04	Supply Chain Managers	114
11-3061	Purchasing Managers	108
43-5011	Cargo and Freight Agents	70
13-1020	Buyers and Purchasing Agents	21

Source: Labor Insight/Jobs (Burning Glass)

SOC Code	Occupation	Risk of Automation
11-3071	Transportation, Storage, and Distribution Managers	Low
11-9199.04	Supply Chain Managers	Low
11-3061	Purchasing Managers	Low
43-5011	Cargo and Freight Agents	Low
13-1020	Buyers and Purchasing Agents	Low

Source: Labor Insight/Jobs (Burning Glass)

Top Titles

The top job titles for employers posting ads for jobs related to International Business and Trade are listed in Exhibit 5. Supply Chain Manager is mentioned as the job title in 16% of all relevant job postings (80 postings).

Exhibit 5 –Job titles

Title	Job Postings, Full Year 2018
Supply Chain Manager	80
Freight/Receiving	42
Logistics Management Specialist	25
Warehouse Supervisor	22
Logistics Manager	20

Source: Labor Insight/Jobs (Burning Glass)

Top Employers

Exhibit 6 lists the major employers hiring professionals in the International Business and Trade field. The top employer posting job ads was Amgen. The top worksite cities in the region for these occupations were Thousand Oaks, Santa Clarita, Oxnard, Santa Barbara, and Simi Valley.

Exhibit 6 – Top employers (n=506)

Employer	Job Postings, Full Year 2018
Amgen	48
The Home Depot Inc.	42
Harbor Freight Tools	13
Meggitt Plc	9
US Government	8

Source: Labor Insight/Jobs (Burning Glass)

Skills

Supply Chain Knowledge is the most sought after skill for employers hiring for jobs related to International Business and Trade.

Exhibit 7 –Job skills (n=467)

Skills	Job Postings, Full Year 2018
Supply Chain Knowledge	132
Logistics	129
Supply Chain Management	125
Procurement	109
Scheduling	100
Project Management	97
Purchasing	97

Source: Labor Insight/Jobs (Burning Glass)

Industry Concentration

Exhibit 8 shows the industries with most International Business and Trade postings in the South Central Coast. Note: 10% of records have been excluded because they do not include an industry. As a result, the chart below may not be representative of the full sample.

Exhibit 8 – Industries employing the most in the International Business and Trade field, 2018

Industry	Occupation Group Jobs in Industry	% of Occupation Group in Industry
Manufacturing	146	35.2%
Retail Trade	76	18.3%
Transportation and Warehousing	47	11.3%
Public Administration	30	7.2%
Professional, Scientific, and Technical Services	28	6.7%

Source: Labor Insight/Jobs (Burning Glass)

Education and Training

Exhibit 9 shows the typical entry-level education requirement for the occupations of interest, along with the typical on-the-job training needed to attain competency in the occupation.

Exhibit 9 – Education and training requirements

SOC	Occupation	Typical entry-level education	Typical on-the-job training
11-3061	Purchasing Managers	Bachelor's degree	None
11-3071	Transportation, Storage, and Distribution Managers	High school diploma or equivalent	None
11-9199.04	Supply Chain Managers	Bachelor's degree	None
13-1020	Buyers and Purchasing Agents	Bachelor's degree	Moderate-term on-the-job training
43-5011	Cargo and Freight Agents	High school diploma or equivalent	Short-term on-the-job training

Source: Bureau of Labor Statistics Employment Projections (Educational Attainment)

Regional Completions and Openings

There were 2,789 regional completions (2018) and 953 regional openings (2018) in the South Central Coast region in programs aligned with the occupations identified as related to International Business and Trade for this analysis.

Exhibit 10 – Completions and Openings

15 Regional Institutions had Related Programs (2018)	2,789 Regional Completions (2018)	953 Annual Openings (2018)
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Source: Economic Modeling Specialists International (EMSI)

Related Programs

CIP Code	Program	Completions (2018)
52.0201	Business Administration and Management, General	2,508
52.0101	Business/Commerce, General	96
52.1801	Sales, Distribution, and Marketing Operations, General	95
52.0703	Small Business Administration/Management	71
52.0299	Business Administration, Management, and Operations, Other	14
52.0408	General Office Occupations and Clerical Services	5

Source: Economic Modeling Specialists International (EMSI)

Student Outcomes

The CTE LaunchBoard provides student outcome data on the effectiveness of CTE programs. The following student outcome information was collected from exiters of the International Business and Trade Program (TOP: 0508.00) in the South Central Coast region for the 2015-16 academic year.

- The median annual wage for students after exiting is \$29,647.
- 67% of students are employed within a year after completing a program.
- 57% of students are earning a living wage.
- Most Common middle-skills jobs for this program are:
 - Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products

Source: CTE LaunchBoard

Sources

O*Net Online, Labor Insight/Jobs (Burning Glass), Economic Modeling Specialists International (EMSI), MIT Living Wage Calculator, Bureau of Labor Statistics (BLS) Education Attainment, California Community Colleges Chancellor's Office Management Information Systems (MIS) Data Mart, CTE LaunchBoard, Statewide CTE Outcomes Survey, Employment Development Department Unemployment Insurance Dataset

Notes

Data included in this analysis represent the labor market demand for relevant positions requested as related to International Business and Trade. Traditional labor market information was used to show current and projected employment based on data trends, as well as annual average awards granted by regional institutions. Real-time labor market information captures job post advertisements for occupations relevant to the field of study and can signal demand and show what employers are looking for in potential employees, but is not a perfect measure of the quantity of open positions. All representations have been produced from primary research and/or secondary review of publicly and/or privately available data and/or research reports. The most recent data available at the time of the analysis was examined; however, data sets are updated regularly and may not be consistent with previous reports. Efforts have been made to qualify and validate the accuracy of the data and findings; however, neither the Centers of Excellence for Labor Market Research (COE), COE host district, nor California Community Colleges Chancellor's Office are responsible for the applications or decisions made by individuals and/or organizations based on this study or its recommendations.