The Global Organization of Productivity and Efficiency Professionals

Current & Future IE Career Paths, IE Consultancy Market in a Changing Economy & Tips on Job Search Strategies

IIE Los Angeles
CHAPTER MEETING 3.22.12
Agenda

• IIE LA Chapter Mission
• LA Chapter Goals and Acts for 2012
• Current IE Career Paths
• Future IE Career Paths
• IE Consultancy Market
• Job Search Strategies “LinkedIn”
• Raffle Prize
• Post Networking
LA Chapter Mission

MISSION
To provide personal growth, career opportunities and increase IE value to organizations and community
Chapter Goals

- Career Services
- Networking Opportunities
- Student Support and Mentoring
- Chapter Communications
- Community Involvement
- Members Professional Development
- Increase Membership Involvement
- Maintain Financial Stability and Growth
- Meet IIE National Requirements
2012 IIE-Activities in SoCal

- AbilityFirst
- USC University of Southern California
- Los Altos Academy of Engineering
  
  Building a cleaner, more fuel efficient tomorrow
- Baxter
- Edwards Lifesciences
- Boeing
- Cal Poly Pomona
- Disneyland
- City of Industry
  
  Welcome to the Industry Manufacturers Council
  
  Chamber of Commerce for the City of Industry
Current IE Career Path by Title

IE

Technical
  Jr.
  Sr.
  Principal
  VP/CEO

Managerial
  Supv/Mgr
  Director
  Plant Mgr.

Teaching
  Professor
  Chair/Dean

Consulting
  Jr

Research
  Sr.
  Principal
  President/Owner
Current IE Career Path by Function

70% Failure Rate in Lean Implementations…. IIE Research
Future IE Career Path by Function

- Strategy
- Training & Dev.
- Simulation
- BI
- IE
- Logistics
- Systems
- PMO
- ERP
- Finance

- IE
- Lean
- Six Sigma
- Quality
- Fac/Mnt
- Planning
- Project
- Production
- Process/Product
Current IE Career Path by Industry

- MFG
- Process
- Healthcare
- City/State/Federal
- Government
- Homeland Security
- Logistics
- Energy
- Construction
- Fast Food
- Service
- Banking
- Entertainment
- Retail
Future IE Career Path by Industry

- MFG
  - Discrete
  - Process

- Healthcare

- Government

- Logistics

- Energy

- Service

- Construction

- Homeland Security

- City/State/Federal

- Fast Food
  - Wells Fargo

- Banking

- Retail

- Telecommunications

- Internet

- Rental Service

- Entertainment
## Consultancy Market

### Unemployment Rates for States

**Monthly Rankings**  
**Seasonally Adjusted**  
**Jan. 2012**

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th>Rate</th>
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<tbody>
<tr>
<td>1</td>
<td>NORTH DAKOTA</td>
<td>3.2</td>
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<tr>
<td>2</td>
<td>NEBRASKA</td>
<td>4.0</td>
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<tr>
<td>3</td>
<td>SOUTH DAKOTA</td>
<td>4.2</td>
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<td>4</td>
<td>VERMONT</td>
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<tr>
<td>49</td>
<td>CALIFORNIA</td>
<td>10.9</td>
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<td>50</td>
<td>RHODE ISLAND</td>
<td>10.9</td>
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<tr>
<td>51</td>
<td>NEVADA</td>
<td>12.7</td>
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</table>

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**US Unemployment 8.3%**

**CA Unemployment 11%**

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8.3%
Consultancy Market

Annual Trade in Goods and Services, 1960 - 2011

Trade Balance in Goods and Services, 1960-2011
Source: U.S. Census Bureau

COST CAPACITY QUALITY
Consultancy Market

### Leading California Export Markets
(In $ U.S. Billions)

<table>
<thead>
<tr>
<th>Partner</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
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<tbody>
<tr>
<td>World Total</td>
<td>144.806</td>
<td>120.080</td>
<td>143.269</td>
<td>159.354</td>
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<tr>
<td>Mexico</td>
<td>20.472</td>
<td>17.473</td>
<td>21.002</td>
<td>26.037</td>
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<tr>
<td>Canada</td>
<td>17.850</td>
<td>14.314</td>
<td>16.149</td>
<td>17.194</td>
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<tr>
<td>Japan</td>
<td>13.061</td>
<td>10.901</td>
<td>12.181</td>
<td>13.096</td>
</tr>
<tr>
<td>South Korea</td>
<td>7.746</td>
<td>5.912</td>
<td>8.046</td>
<td>8.403</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>5.688</td>
<td>5.799</td>
<td>6.760</td>
<td>7.683</td>
</tr>
<tr>
<td>Taiwan</td>
<td>5.149</td>
<td>4.119</td>
<td>6.523</td>
<td>6.253</td>
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<tr>
<td>Germany</td>
<td>5.758</td>
<td>4.441</td>
<td>5.127</td>
<td>5.313</td>
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<tr>
<td>Netherlands</td>
<td>4.348</td>
<td>3.565</td>
<td>4.139</td>
<td>4.618</td>
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<tr>
<td>United Kingdom</td>
<td>5.537</td>
<td>3.916</td>
<td>4.193</td>
<td>4.154</td>
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<tr>
<td>Singapore</td>
<td>4.084</td>
<td>3.221</td>
<td>4.026</td>
<td>4.132</td>
</tr>
<tr>
<td>India</td>
<td>2.329</td>
<td>2.178</td>
<td>3.295</td>
<td>3.796</td>
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</table>

COST
CAPACITY
QUALITY
### Consultancy Market

Table 1. Worldwide: Top 10 Consulting Service Providers’ Revenue, Growth and Market Share, 2008-2009 (Millions of Dollars)

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Deloitte</td>
<td>4,385</td>
<td>4,354</td>
<td>0.7</td>
<td>6.2</td>
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<tr>
<td>2</td>
<td>IBM</td>
<td>4,353</td>
<td>3,958</td>
<td>9.1</td>
<td>5.6</td>
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<tr>
<td>3</td>
<td>PricewaterhouseCoopers</td>
<td>3,316</td>
<td>3,225</td>
<td>2.8</td>
<td>4.6</td>
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<tr>
<td>4</td>
<td>Accenture</td>
<td>3,074</td>
<td>2,590</td>
<td>15.7</td>
<td>3.7</td>
</tr>
<tr>
<td>5</td>
<td>Ernst &amp; Young</td>
<td>2,348</td>
<td>2,327</td>
<td>0.9</td>
<td>3.3</td>
</tr>
<tr>
<td>6</td>
<td>CSC</td>
<td>1,926</td>
<td>1,769</td>
<td>8.2</td>
<td>2.5</td>
</tr>
<tr>
<td>7</td>
<td>KPMG International</td>
<td>1,735</td>
<td>1,689</td>
<td>2.7</td>
<td>2.4</td>
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<tr>
<td>8</td>
<td>Fujitsu</td>
<td>1,561</td>
<td>1,473</td>
<td>5.7</td>
<td>2.1</td>
</tr>
<tr>
<td>9</td>
<td>HP</td>
<td>1,536</td>
<td>1,313</td>
<td>14.5</td>
<td>1.9</td>
</tr>
<tr>
<td>10</td>
<td>Capgemini</td>
<td>1,566</td>
<td>1,291</td>
<td>17.6</td>
<td>1.8</td>
</tr>
<tr>
<td></td>
<td>Other Service Vendors</td>
<td>51,303</td>
<td>46,147</td>
<td>10.0</td>
<td>65.9</td>
</tr>
<tr>
<td></td>
<td><strong>Total Market</strong></td>
<td><strong>77,103</strong></td>
<td><strong>70,136</strong></td>
<td><strong>9.0</strong></td>
<td><strong>100.0</strong></td>
</tr>
</tbody>
</table>

Source: Gartner (April 2010)
What a small world?

Everyone is on average approximately six steps away, by way of introduction, from any other person.

Average Path Length = \( \frac{\ln N}{\ln K} \)

Where \( N \) = total nodes and \( K \) = acquaintances per node

Ex.

if \( N = 300,000,000 \) (90% US pop.) and \( K = 30 \) then Degrees of Separation = \( 19.5 / 3.4 = 5.7 \)
Job Search Strategies “LinkedIn”
Cara Eichorn