IDIS - INDUSTRIAL DISTRIBUTION (IDIS)

IDIS 240 Introduction to Industrial Distribution
Credits 3. 3 Lecture Hours.
Definition, history, types of industrial distribution; range of products; line of distribution; function of and services provided by distributors; distributor operational and financial analyses; measures of organizational effectiveness; employment and advancement opportunities in the field of industrial distribution.

IDIS 300 Industrial Electricity
Credits 4. 3 Lecture Hours. 3 Lab Hours.
Industrial applications of electrical theory, codes, circuitry, wiring devices, motors and controllers, switch gear and solid state controls.
Prerequisite: Industrial distribution or engineering technology major, junior or senior classification, PHYS 208 or PHYS 219; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 303 Mechanical Power Transmission
Credits 3. 2 Lecture Hours. 2 Lab Hours.
Overview of the engineering concepts of mechanical power and the components within a system to provide transmission of that power into useful work; experimental application of the related theory as it relates to the industrial distributor; "real world" knowledge learned for application in industry.
Prerequisite: Industrial distribution major, junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 330 Sales Engineering
Credits 4. 3 Lecture Hours. 2 Lab Hours.
Sales and sales management techniques for analyzing distribution challenges and providing solutions through effective communication; establishing credibility, effective questioning techniques, developing solutions, presenting solutions, anticipating objections and gaining a commitment, plus techniques for building, developing and compensating an effective sales organization.
Prerequisites: Grade of C or better in IDIS 240 or concurrent enrollment; industrial distribution major.

IDIS 340 Manufacturer Distributor Relations
Credits 3. 3 Lecture Hours.
Approaches and procedures for developing and maintaining effective manufacturer distributor relations: marketing channel design, channel roles, managing uncertainty, legal and ethical imperatives, conflict resolution, decision support and strategic marketing.
Prerequisites: Grade of C or better in IDIS 240 or concurrent enrollment; industrial distribution major.

IDIS 343 Distribution Logistics
Credits 3. 3 Lecture Hours.
Study of concepts, issues and techniques used to plan, analyze and control the logistics network; examination of three key logistical decision-making areas: inventories, facilities and transportation; techniques and technologies for managing and optimizing the logistical (supply) chain.
Prerequisites: Grade of C or better in IDIS 240 or concurrent enrollment; STAT 201, STAT 211 or STAT 303; industrial distribution major.

IDIS 344 Distributor Information and Control Systems
Credits 4. 3 Lecture Hours. 3 Lab Hours.
Industrial distribution systems including hardware and software operations; inventory management, vendor evaluation; physical distribution systems; use of bar codes, radio frequency and other automated data entry techniques; purchasing operations.
Prerequisites: Grade of C or better in IDIS 343; industrial distribution major, junior or senior classification.

IDIS 400 Industrial Automation
Credits 4. 3 Lecture Hours. 3 Lab Hours.
Industrial applications of electronic devices; instrumentation; AC and DC drives; local area networks; cell and area controllers and advanced applications of programmable controllers.
Prerequisites: Grade of C or better in IDIS 300; ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better; industrial distribution major, junior or senior classification.

IDIS 403 Fluid Power Transmission
Credits 3. 2 Lecture Hours. 2 Lab Hours.
Engineering concepts of hydraulics and pneumatic power and its components within a system to provide transmission of that power into useful work; experimental application of the related theory as it relates to the industrial distributor; real world knowledge learned for application in industry.
Prerequisites: Grade of C or better in IDIS 303; PHYS 208 or PHYS 219; ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better; industrial distribution major, junior or senior classification.

IDIS 420 Contemporary Topics in Electronics Distribution: Going Green
Credits 3. 3 Lecture Hours.
Study of concepts, issues, and techniques used to plan and analyze supply chain for new generation of green products; utilize interdisciplinary approach combining team projects, individual research, case study analysis, and interaction with industry executives; creation of marketing and distribution roadmaps for growth opportunities.
Prerequisites: IDIS 300; IDIS 343; industrial distribution major, junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 421 Healthcare Distribution Networks
Credits 3. 3 Lecture Hours.
Examination of the value chain in the health care supply chain; emphasis on distributors in terms of competitive strategy, market power, distinctive capabilities and strategic alliances.
Prerequisites: IDIS 343; industrial distribution major, junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 424 Purchasing Applications in Distribution
Credits 3. 3 Lecture Hours.
Applications of purchasing systems, specifically for the distribution industry; emphasis on supplier relations, strategic purchase planning, supplier evaluation, global purchasing techniques, cost analysis, life cycle costing, value analysis; case studies and procurement modeling for distributors.
Prerequisites: Grade of C or better in IDIS 340 and IDIS 343; industrial distribution major, junior or senior classification.
IDIS 433 Industrial Sales Force Development  
Credits 3.3 Lecture Hours.  
Techniques and processes for developing, maintaining and leading high performing industrial sales organizations; organization planning and forecasting processes, processes and procedures for identifying and developing talented sales professionals who can operate within a sales process and provide solutions to customers while growing profitable accounts.  
**Prerequisite:** IDIS 330 with a grade of C or better.

IDIS 434 The Quality Process in Distribution  
Credits 3.3 Lecture Hours.  
Application of the Deming principles specifically for distributors, including customer needs analysis, research and data collection methodology, employee involvement techniques, team building, statistical methods and data analysis; solutions to quality problems for distributors, lean and six-sigma principles.  
**Prerequisites:** Grade of C or better in MMET 201 and IDIS 344; industrial distribution major, junior or senior classification.

IDIS 444 Ethics and Leadership in Distribution  
Credits 3.2 Lecture Hours. 3 Lab Hours.  
Managing change in a dynamic environment in industrial distribution including key success factors involved in firm profitability, issues of a strategic nature; negotiation processes; ethical behavior in achieving economic and social performance.  
**Prerequisites:** Grade of C or better in IDIS 433; industrial distribution major, junior or senior classification.

IDIS 445 International Sales and Marketing  
Credits 3.3 Lecture Hours.  
Principles, cultural aspects of selling in the Latin American market, business-to-business selling environment, and marketing products, services and solutions in Latin America; local/country market analysis, strategic marketing, sales planning, alliances and partnerships, and operational support.  
**Prerequisite:** Junior or senior classification.

IDIS 450 Analytics for Distribution Operation  
Credits 3.3 Lecture Hours.  
Fundamental concepts in data analytics in distribution operations; using data management tools to process transaction data into useful information; various statistical and analytical models to make strategic decision making; predictive analytics, simulation and risk analysis, linear optimization, and data mining.  
**Prerequisites:** IDIS 343 and IDIS 344 with a grade of “C” or better.

IDIS 455 Humanitarian Distribution Networks  
Credits 3.3 Lecture Hours.  
Humanitarian logistics; essential knowledge to model distribution systems in humanitarian environments; supplemented by case studies and a project.  
**Prerequisites:** IDIS 343; junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 464 Distributor Operations and Financial Management  
Credits 3.3 Lecture Hours.  
Assessment of firm performance utilizing financial statement analysis and industry studies; methods for planning, implementing and monitoring profitability from distributor operations; procedures for controlling cash flow; credit, receivables, inventory, personnel and productivity; and related financial operations.  
**Prerequisites:** ACCT 209; grade of C or better in IDIS 343; industrial distribution major, junior or senior classification.

IDIS 481 Seminar - Internship Preparation  
Credit 1.1 Lecture Hour.  
Develop an understanding of the distribution industry and its opportunities; prepare students for summer internships; provide students with opportunities to network with industry and companies that will be hiring summer interns.  
**Prerequisite:** Minimum of 60 credit hours.

IDIS 484 Professional Internship  
Credits 2.2 Other Hours.  
Independent study and on-the-job supervised experience related to a professional area of interest in industrial distribution.  
**Prerequisites:** IDIS 481; junior or senior classification.

IDIS 485 Directed Studies  
Credits 1 to 6. 1 to 6 Other Hours.  
Permits work in a special problem area on an individual basis with the intent of promoting independent reading, research and study; to supplement existing course offerings or subjects not presently covered.  
**Prerequisites:** Senior classification and approval of instructor.

IDIS 489 Special Topics in...  
Credits 1 to 4. 1 to 4 Lecture Hours.  
Selected topics in an identified area of industrial distribution.  
**Prerequisite:** Approval of instructor.