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. 2 Lab Hours.  
Industrial applications of electrical theory, codes, circuitry, wiring devices, 
motors and controllers, switch gear and solid state controls.  
Prerequisite: PHYS 207; grade of C or better in ENGR 217/PHYS 217 or 
PHYS 217/ENGR 217; junior or senior classification in industrial 
distribution or engineering technology.

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; 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. 2 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; junior or senior 
classification in industrial distribution.

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 
advanced 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; grade of C or better in 
IDIS 343 or concurrent enrollment; junior or senior classification in 
industrial distribution major.

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: Grade of C or better in IDIS 330; senior classification in 
industrial distribution.

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 IDIS 343; senior classification in 
industrial distribution.
IDIS 444 Ethics and Leadership in Distribution  
**Credits 3. 2 Lecture Hours. 3 Lab Hours.**
Second semester course in capstone design sequence; addresses the importance of leadership to distribution firms, role of culture, leadership theories, human capital development and management, change management and the importance of ethics.  
**Prerequisites:** Grade of C or better in IDIS 464; grade of C or better in IDIS 433, IDIS 434, and IDIS 450, or concurrent enrollment; must be taken in the last semester of coursework; senior classification in industrial distribution.

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:** Grade of C or better in IDIS 343 and IDIS 344; senior classification in industrial distribution.

IDIS 454 New Directions in Distributor Competitiveness  
**Credits 3. 3 Lecture Hours.**
Investigation of new research in distributor competitiveness; focus on defining distribution strategy in changing market places; exploration of the latest applied findings and how companies are successfully implementing initiatives; project management approach to demonstrate the development of competitive advantage and design strategies for implementation.  
**Prerequisites:** 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 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.**
First course in a two-semester capstone project course sequence; 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:** Grade of C or better in IDIS 343; ACCT 209; must be taken the long semester immediately prior to IDIS 444; senior classification in industrial distribution major.