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 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.  
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.