

# IDIS - INDUSTRIAL DISTRIBUTION (IDIS)

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## 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 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 or technical sales minor.

## 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 or technical sales minor.

## 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. **Prerequisite:** Grade of C or better in IDIS 240; grade of C or better in 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 240; industrial distribution major, junior or senior classification.

## IDIS 364 Distributor Financial Management

**Credits 3. 3 Lecture Hours.** Maximization of shareholder value; assessment and improvement 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 and receivables, payables, inventory, capital assets, personnel and productivity; related financial operations. **Prerequisites:** Grade of C or better in IDIS 240; grade of C or better in ACCT 209 or ACCT 229.

## IDIS 371 Industrial Distribution Technical Sales Seminar

**Credit 1. 1 Other Hour.** Practical applications for materials presented in academia; practical insights delivered by industry guest speakers from their perspectives of what they encounter and expect in the real-world of industrial distribution sales. **Prerequisites:** Junior or senior classification.

## 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 or technical sales minor.

## 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 443 Distribution Project and Process Management

**Credits 3. 3 Lecture Hours.** Design and development of a solution to a distribution problem using systematic research methods and tools in a team-based environment; application of systems thinking to develop best practices related to the chosen field, logistics, operations, sales, etc., to determine the impact of their proposed solution on other components, or fields, of the business. **Prerequisites:** Grade of C or better in IDIS 343; grade of C or better in ESET 300, IDIS 344, and MMET 301 or concurrent enrollment; must be taken the long semester immediately prior to IDIS 444; senior classification in Industrial Distribution.

## IDIS 444 Distribution Project and Process Management II

**Credits 3. 3 Lecture Hours.** Continuation of IDIS 443; second-semester in capstone design sequence; design and development of a solution(s) to a distribution problem using systematic research methods and tools in a team-based environment; application of a systems-thinking approach for the development of best practices related to the chosen field such as logistics, operations, sales, etc. to determine the impact of their proposed solution on other component areas of the business. **Prerequisites:** Grade of C or better in IDIS 464 or IDIS 443; grade of C or better in IDIS 424, IDIS 433, IDIS 434, and IDIS 450, or concurrent enrollment; satisfactory grade in ENTC 399 or concurrent enrollment; must be taken in the last semester of coursework; senior classification in industrial distribution.

## IDIS 450 Analytics for Distribution Operation

**Credits 4. 3 Lecture Hours. 2 Lab Hours.** Fundamental concepts in data analytics; transformation of business transaction data and visualization with state-of-the-art software; various statistical and analytical models used in the distribution world; building and interpreting the predictive analytics model for strategic and tactical decisions making problems.

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

## 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 and ACCT 209 or ACCT 229; grade of C or better in ESET 300, IDIS 344, and MMET 301 or concurrent enrollment; must be taken the long semester immediately prior to IDIS 444; senior classification in industrial distribution major.

## IDIS 471 Industrial Business to Business Marketing

**Credits 3. 3 Lecture Hours.** Study of Business to Business (B2B) industrial and construction distributors' marketing strategies, planning, and tactics; focus on the alignment of sales and marketing, customer buying journey, B2B branding, the role of suppliers in marketing, digital marketing strategies, marketing tactics, lead generation, and social selling; marketing tech, tools, and analytics. **Prerequisites:** Junior or senior classification and enrollment in Technical Sales minor.

## 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.

## IDIS 491 Research

**Credits 0 to 4. 0 Lecture Hours. 0 Lab Hours. 0 to 4 Other Hours.** Research conducted under the direction of faculty member in the college of engineering. May be repeated three times for credit. **Prerequisites:** Junior or senior classification and approval of instructor.