**IDIS - INDUSTRIAL DISTRIBUTION**

**IDIS 611 Current Issues in Industrial Distribution**  
Credits 3.3 Lecture Hours.  
Contemporary issues and trends affecting participants in the industrial distribution industry; opportunities and challenges for leaders identified and explored from the perspective of industrial distributors, manufacturers and end users.  
Prerequisite: Enrollment in the Master of Industrial Distribution program.  

**IDIS 614 Industrial Distributor Networks**  
Credits 3.3 Lecture Hours.  
Industrial distributor’s network channel in distribution centers, warehouse management systems, hot-shot and standard truck fleets, forecasting and purchasing strategies for technical products; an examination of the integration of the field and inside sales force into distributor network strategy.  
Prerequisite: Enrollment in the Master of Industrial Distribution program.  

**IDIS 621 Industrial Distributor Processes I**  
Credits 3.3 Lecture Hours.  
Industrial distributor processes with an emphasis on assessing the value added effectiveness of specific industrial distributor initiatives.  
Prerequisite: IDIS 644.  

**IDIS 622 Industrial Distributor Processes II**  
Credits 3.3 Lecture Hours.  
Continuation of IDIS 621.  
Prerequisite: IDIS 621.  

**IDIS 624 Strategic Relationships for Industrial Distributors**  
Credits 3.3 Lecture Hours.  
Issues related to establishing and maintaining a beneficial relationship between distributors and manufacturers; developing effective buyer-seller relationships in the industrial distribution sector.  
Prerequisite: Enrollment in the MID program.  

**IDIS 634 Quality Concepts in Industrial Distribution**  
Credits 3.3 Lecture Hours.  
Concepts, issues and techniques used to plan, analyze, control, and improve the quality of industrial distribution products and processes for increased consumer satisfaction.  
Prerequisite: IDIS 655.  

**IDIS 644 Industrial Distributor Information and Technology Management**  
Credits 3.3 Lecture Hours.  
Industrial distributor’s use of information systems to manage operations; combination of information systems and automation to achieve increased cross docking drop ships and automated tracking of industrial distributor operations metrics.  
Prerequisite: IDIS 614.  

**IDIS 650 Science of Distribution**  
Credits 3.3 Lecture Hours.  
Addresses the changing distribution environment and how distributors respond; focuses on growth strategies driving emerging value-added services; strategic planning processes and development of innovative solutions and initiatives to the ongoing distributor service challenges; exploration of best practices, vetted for return on investment and effective implementation.  
Prerequisite: Enrollment in the Master of Industrial Distribution program.  

**IDIS 651 Distribution Customer Experience**  
Credits 3.3 Lecture Hours.  
Issues related to establishing and maintaining a beneficial relationship between distributors and manufacturers; development of effective buyer-seller relationships in the industrial distribution sector; includes customer stratification, customer insights, pricing science, value proposition design, value creation, market intelligence, digitizing the sales process, changing roles of the sales force and customer engagement.  
Prerequisites: Enrollment in the Master of Industrial Distribution program.  

**IDIS 652 Digital Distribution**  
Credits 3.3 Lecture Hours.  
Study of distributors use of technology to manage sales, operations, marketing and profitability; includes digital transformation, distribution analytics, business insights using technology, use of technology in marketing and branding, omni-channel customer experience, social media, eCommerce, software selection, implementation and emerging technologies such as AI, bots, block chain and IoTs.  
Prerequisites: Enrollment in the Master of Industrial Distribution program.  

**IDIS 653 Distribution Operational Excellence**  
Credits 3.3 Lecture Hours.  
Concepts, issues and techniques of operational excellence which covers the entire distribution network channel and explains the critical processes of distribution network, relevant financial metrics and their interactions.  
Prerequisites: Enrollment in the Master of Industrial Distribution program.  

**IDIS 655 Global Distribution**  
Credits 3.3 Lecture Hours.  
Issues in global distribution on a small to large scale; emphasis on competitive global business strategies, cultural and exchange issues, distribution practices of other countries, global distribution networks, and transportation issues across the globe; an optional one week international trip to solidify foundation in international distribution concepts and strategies.  
Prerequisite: IDIS 611.  

**IDIS 664 Distribution Profitability Analysis**  
Credits 3.3 Lecture Hours.  
Integrating advanced financial and accounting analysis useful to distribution executives in assessing the financial performance of distribution operations. Concepts and techniques in using financial statements and industrial distribution industry studies to manage cash flow, debt, working capital risk, capital budgeting, credit, receivables, inventory, personnel and profitability.  
Prerequisite: IDIS 624.  

**IDIS 674 Industrial Distribution Enterprise**  
Credits 3.3 Lecture Hours.  
Explore changing environment of industrial distribution from globalization effects, environmental conditions, industrial distribution culture and organizational factors; focus on building, achieving and sustaining a competitive advantage.  
Prerequisite: IDIS 664.  

**IDIS 685 Directed Studies**  
Credits 1 to 6.  
Individual and group problems dealing with application of industrial distribution theory and practice; foreign and domestic projects of special interest. May be repeated for credit.  
Prerequisites: Enrollment in the Master of Industrial Distribution program and approval of program director.
IDIS 689 Special Topics in...
Credits 1 to 4. 1 to 4 Lecture Hours.
Selected topics in an identified area of industrial distribution. May be repeated for credit.
Prerequisite: Approval of MID program director.

IDIS 693 Professional Study
Credits 1 to 6. 1 to 6 Other Hours.
Approved professional study project in industrial distribution; preparation of a record of study summarizing the rationale, procedure and results of the completed study.
Prerequisite: Approval of MID program director.