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 MID 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 MID 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; 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 625 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 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, 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 654 Distribution Channel Development
Credits 3.3 Lecture Hours. Examination of the critical need for distributors and manufacturer’s collaboration for channel development; exploration of the essential skills for innovating and managing go to market channels under rapidly changing business and customer requirements; establishment of a thriving relationship between suppliers and customers while maintaining a cost-effective and growth-oriented business model; emphasis on hands-on learning through the analysis of real-world problems. 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 656 Leading People and Managing Performance
Credits 3.3 Lecture Hours. People and technology are the key drivers of competitive advantage for wholesale-industrial distributors and manufacturers; topics include the future of work, culture, talent planning, talent acquisition, talent management, talent development, talent retention, employee engagement, high-potential and leadership development, ROI on talent investments and change management. Prerequisite: Enrollment in the Master of Industrial Distribution program.

IDIS 657 Distribution Growth Strategies, Models, and Drivers
Credits 3.3 Lecture Hours. Competitive distribution business strategies; growth, market expansion, business creation and sales; growth drivers; market entry planning; business development; aspects of marketing. Prerequisites: Enrollment in the Master of Industrial Distribution program.

IDIS 660 Distribution Capstone Project I
Credits 1 to 3. 1 to 3 Lecture Hours. Development of a research project under the guidance of the instructor and other team members as applicable; construction of a problem statement, proposal, preliminary literature review and mid-term update towards completion of final capstone project. Prerequisite: Enrollment in the Master of Industrial Distribution program.

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 665 Distribution Capstone Project II
Credits 1 to 3. 1 to 3 Lecture Hours. Continuation (Part II) of development of a research project under the guidance of the instructor and other team members as applicable; construction of a data analysis, solutions, ROI; mid-term steering committee meeting, final report and presentation towards completion of final capstone project. Prerequisite: Enrollment in the Master of Industrial Distribution program.

IDIS 6670 Distribution Capstone Project III
Credits 1 to 3. 1 to 3 Lecture Hours. Continuation (Part III) of development of a research project under the guidance of the instructor and other team members as applicable; construction of a data analysis, solutions, ROI; mid-term steering committee meeting, final report and presentation towards completion of final capstone project. Prerequisites: Enrollment in the Master of Industrial Distribution program.

IDIS 664 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. 1 to 6 Other Hours. 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 MID 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 691 Research
Credits 1 to 23. 1 to 23 Other Hours. Research for thesis or dissertation. May be repeated for credit. Must be taken on a satisfactory/unsatisfactory basis. Prerequisites: Graduate classification or approval of instructor.

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.