

# IDIS - INDUSTRIAL DISTRIBUTION

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## **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; 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 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 660 Distribution Capstone Project I**

**Credits 3. 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 3. 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 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. 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 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.