

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; 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 IoT. **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 670 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 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 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.