

# IDIS - INDUSTRIAL DISTRIBUTION

## 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 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 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.