IDIS - INDUSTRIAL DISTRIBUTION (IDIS)

IDIS 240 Introduction to Industrial Distribution
Credits 3. 3 Lecture Hours.
Definition, history, types of industrial distribution; range of products; line of distribution; function of and services provided by distributors; distributor operational and financial analyses; measures of organizational effectiveness; employment and advancement opportunities in the field of industrial distribution.

IDIS 330 Sales Engineering
Credits 4. 3 Lecture Hours. 2 Lab Hours.
Sales and sales management techniques for analyzing distribution challenges and providing solutions through effective communication; establishing credibility, effective questioning techniques, developing solutions, presenting solutions, anticipating objections and gaining a commitment, plus techniques for building, developing and compensating an effective sales organization.
Prerequisites: Grade of C or better in IDIS 240 or concurrent enrollment; industrial distribution major.

IDIS 340 Manufacturer Distributor Relations
Credits 3. 3 Lecture Hours.
Approaches and procedures for developing and maintaining effective manufacturer distributor relations: marketing channel design, channel roles, managing uncertainty, legal and ethical imperatives, conflict resolution, decision support and strategic marketing.
Prerequisites: Grade of C or better in IDIS 240 or concurrent enrollment; industrial distribution major.

IDIS 343 Distribution Logistics
Credits 3. 3 Lecture Hours.
Study of concepts, issues and techniques used to plan, analyze and control the logistics network; examination of three key logistical decision-making areas: inventories, facilities and transportation; techniques and technologies for managing and optimizing the logistical (supply) chain.
Prerequisites: Grade of C or better in IDIS 240; STAT 201, STAT 211 or STAT 303; industrial distribution major.

IDIS 344 Distributor Information and Control Systems
Credits 4. 3 Lecture Hours. 3 Lab Hours.
Industrial distribution systems including hardware and software operations; inventory management, vendor evaluation; physical distribution systems; use of bar codes, radio frequency and other automated data entry techniques; purchasing operations.
Prerequisites: Grade of C or better in IDIS 240; industrial distribution major, junior or senior classification.

IDIS 420 Contemporary Topics in Electronics Distribution: Going Green
Credits 3. 3 Lecture Hours.
Study of concepts, issues, and techniques used to plan and analyze supply chain for new generation of green products; utilize interdisciplinary approach combining team projects, individual research, case study analysis, and interaction with industry executives; creation of marketing and distribution roadmaps for growth opportunities.
Prerequisites: ESET 300; IDIS 343; industrial distribution major, junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 421 Healthcare Distribution Networks
Credits 3. 3 Lecture Hours.
Examination of the value chain in the health care supply chain; emphasis on distributors in terms of competitive strategy, market power, distinctive capabilities and strategic alliances.
Prerequisites: IDIS 343; industrial distribution major, junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 424 Purchasing Applications in Distribution
Credits 3. 3 Lecture Hours.
Applications of purchasing systems, specifically for the distribution industry; emphasis on supplier relations, strategic purchase planning, supplier evaluation, global purchasing techniques, cost analysis, life cycle costing, value analysis; case studies and procurement modeling for distributors.
Prerequisites: Grade of C or better in IDIS 340; grade of C or better in IDIS 343 or concurrent enrollment; junior or senior classification in industrial distribution major.

IDIS 433 Industrial Sales Force Development
Credits 3. 3 Lecture Hours.
Techniques and processes for developing, maintaining and leading high performing industrial sales organizations; organization planning and forecasting processes, processes and procedures for identifying and developing talented sales professionals who can operate within a sales process and provide solutions to customers while growing profitable accounts.
Prerequisite: Grade of C or better in IDIS 330; senior classification in industrial distribution.

IDIS 434 The Quality Process in Distribution
Credits 3. 3 Lecture Hours.
Application of the Deming principles specifically for distributors, including customer needs analysis, research and data collection methodology, employee involvement techniques, team building, statistical methods and data analysis; solutions to quality problems for distributors, lean and six-sigma principles.
Prerequisites: Grade of C or better in IDIS 343; senior classification in industrial distribution.

IDIS 444 Ethics and Leadership in Distribution
Credits 3. 2 Lecture Hours. 3 Lab Hours.
Second semester course in capstone design sequence; addresses the importance of leadership to distribution firms, role of culture, leadership theories, human capital development and management, change management and the importance of ethics.
Prerequisites: Grade of C or better in IDIS 464; grade of C or better in IDIS 433, IDIS 434, and IDIS 450, or concurrent enrollment; must be taken in the last semester of coursework; senior classification in industrial distribution.

IDIS 445 International Sales and Marketing
Credits 3. 3 Lecture Hours.
Principles, cultural aspects of selling in the Latin American market, business-to-business selling environment, and marketing products, services and solutions in Latin America; local/country market analysis, strategic marketing, sales planning, alliances and partnerships, and operational support.
Prerequisite: Junior or senior classification.
IDIS 450 Analytics for Distribution Operation  
**Credits 3. 3 Lecture Hours.**  
Fundamental concepts in data analytics in distribution operations; using data management tools to process transaction data into useful information; various statistical and analytical models to make strategic decision making; predictive analytics, simulation and risk analysis, linear optimization, and data mining.  
**Prerequisites:** Grade of C or better in IDIS 343 and IDIS 344; senior classification in industrial distribution.

IDIS 454 New Directions in Distributor Competitiveness  
**Credits 3. 3 Lecture Hours.**  
Investigation of new research in distributor competitiveness; focus on defining distribution strategy in changing market places; exploration of the latest applied findings and how companies are successfully implementing initiatives; project management approach to demonstrate the development of competitive advantage and design strategies for implementation.  
**Prerequisites:** Junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 455 Humanitarian Distribution Networks  
**Credits 3. 3 Lecture Hours.**  
Humanitarian logistics; essential knowledge to model distribution systems in humanitarian environments; supplemented by case studies and a project.  
**Prerequisites:** IDIS 343; junior or senior classification; completion of ENGL 104, MATH 151, MATH 152, CHEM 107 and CHEM 117, and PHYS 218 with a grade of C or better.

IDIS 464 Distributor Operations and Financial Management  
**Credits 3. 3 Lecture Hours.**  
First course in a two-semester capstone project course sequence; assessment of firm performance utilizing financial statement analysis and industry studies; methods for planning, implementing and monitoring profitability from distributor operations; procedures for controlling cash flow; credit, receivables, inventory, personnel and productivity; and related financial operations.  
**Prerequisites:** Grade of C or better in IDIS 343; ACCT 209; must be taken the long semester immediately prior to IDIS 444; senior classification in industrial distribution major.

IDIS 481 Seminar - Internship Preparation  
**Credit 1. 1 Lecture Hour.**  
Develop an understanding of the distribution industry and its opportunities; prepare students for summer internships; provide students with opportunities to network with industry and companies that will be hiring summer interns.  
**Prerequisite:** Minimum of 60 credit hours.

IDIS 484 Professional Internship  
**Credits 2. 2 Other Hours.**  
Independent study and on-the-job supervised experience related to a professional area of interest in industrial distribution.  
**Prerequisites:** IDIS 481; junior or senior classification.

IDIS 485 Directed Studies  
**Credits 1 to 6. 1 to 6 Other Hours.**  
Permits work in a special problem area on an individual basis with the intent of promoting independent reading, research and study; to supplement existing course offerings or subjects not presently covered.  
**Prerequisites:** Senior classification and approval of instructor.

IDIS 489 Special Topics in...  
**Credits 1 to 4. 1 to 4 Lecture Hours.**  
Selected topics in an identified area of industrial distribution.  
**Prerequisite:** Approval of instructor.