

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 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; ENTC 399 or concurrent enrollment; 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.