

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.

Prerequisite: Grade of C or better in IDIS 240; grade of C or better in 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 364 Distributor Financial Management

Credits 3. 3 Lecture Hours.

Maximization of shareholder value; assessment and improvement 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 and receivables, payables, inventory, capital assets, personnel and productivity; related financial operations.

Prerequisites: Grade of C or better in IDIS 240; grade of C or better in ACCT 209 or ACCT 229.

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 443 Distribution Project and Process Management

Credits 3. 3 Lecture Hours.

Design and development of a solution to a distribution problem using systematic research methods and tools in a team-based environment; application of systems thinking to develop best practices related to the chosen field, logistics, operations, sales, etc., to determine the impact of their proposed solution on other components, or fields, of the business.

Prerequisite: Grade of C or better in IDIS 343; must be taken the long semester immediately prior to IDIS 444; senior classification in industrial distribution major.

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.

Prerequisite: Grade of C or better in IDIS 464; grade of C or better in IDIS 433, IDIS 434, and IDIS 450, or concurrent enrollment; ENTC 399 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 4. 3 Lecture Hours. 2 Lab Hours.

Fundamental concepts in data analytics; transformation of business transaction data and visualization with state-of-the-art software; various statistical and analytical models used in the distribution world; building and interpreting the predictive analytics model for strategic and tactical decisions making problems.

Prerequisite: 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.

Prerequisite: Grade of C or better in IDIS 343; grade of C or better in ACCT 209 or ACCT 229; 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.

IDIS 491 Research

Credits 0 to 4. 0 Lecture Hours. 0 Lab Hours. 0 to 4 Other Hours.

Research conducted under the direction of faculty member in the college of engineering. May be repeated three times for credit.

Prerequisites: Junior or senior classification and approval of instructor.