



MASTER OF INDUSTRIAL DISTRIBUTION

*SPECIALIZED GRADUATE DEGREE
FOR WORKING PROFESSIONALS*



Industrial Distribution
COLLEGE OF ENGINEERING

MID.TAMU.EDU

MASTER OF INDUSTRIAL DISTRIBUTION

GLOBAL PROJECT PROCESS



LEADERS IN DISTRIBUTION



CO-TAUGHT BY INDUSTRY



B2B FOCUSED CONTENT



ASYNCHRONOUS LEARNING



POWERFUL NETWORK



DESIGNED FOR WORKING PROFESSIONALS



PROGRAM OVERVIEW

CAMPUS LOCATION



College Station, Texas

LENGTH OF PROGRAM



4 Semesters, 21 Months

Study While Working Full-Time

DEGREE FORMAT



4-Day Residency Class Each August
15 Week Courses Per Semester



Aggie Ring Eligible



Capstone Presentation & Graduation in College Station

GLOBAL DISTRIBUTION PROJECT



Global Distribution Project with industry company

START DATES



August of Each Year

ADMISSION



4 Rounds Beginning August 30

Priority Rounds Until October 30 *FEE WAIVER*

PROGRAM COST



\$54,000* tuition & fees + travel to campus *per BOR approval

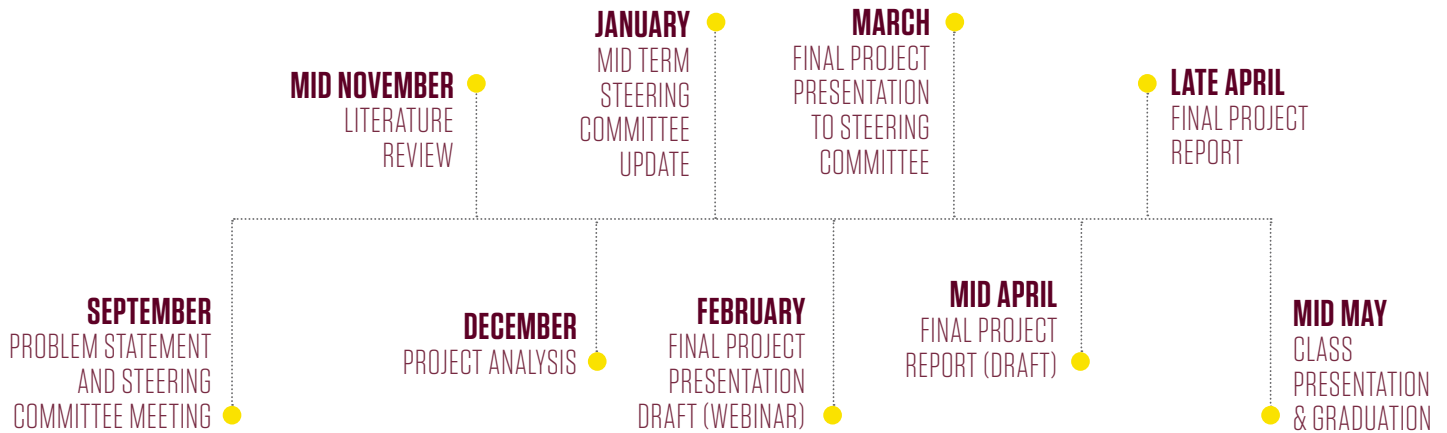


CAPSTONE PROJECT

The Capstone Project is designed to develop your project implementation skills, demonstrate your capability to your employer and provide an immediate impact/ROI.



MOBILE LEARNING
IPAD PRO, EBOOKS & APPS PROVIDED



“The MID program connects cutting-edge distribution research with real world business applications, arming graduates with a deep understanding of distribution concepts and the broad knowledge required to strategically lead their organizations through the constantly-evolving landscape of industrial distribution.”

RENATA MORGAN, MID '21
GENERAL MANAGER, BUSINESS
ADMINISTRATION, CENTURY A/C SUPPLY



“MID challenged me to critically think about the dynamic environment in which my supply chain exists. The skills learned prepared me to lead during one of the most challenging times in history.”

JASON JACOBS, MID '20
CATEGORY MANAGEMENT MANAGER,
LOCKHEED MARTIN

Class of 2022



Class of 2023



COURSE OVERVIEW

YEAR 1

AUGUST | RESIDENCY WEEK

Academic Overview & Student Resources · Distribution Competitiveness Guide Overview · Faculty Connection & Course Previews · Peer Networking and Former Student Panel · Aggie Experience: History and Traditions

FALL

IDIS 650: The Science of Distribution

Distribution Strategy · Sustained Competitive Advantage · Optimizing Distributor Profitability · Framework · Financial Framework · Opportunity & Capability · Value Added Services · Relationship Management

IDIS 651: Distribution Customer Experience

Customer Stratification · Customer Insights Pricing Science · Value Proposition Design · Value Creation · Market Intelligence · Digitizing the Sales Process · Changing Role of Sales Force · Customer Engagement

IDIS 652: Digital Distributor

Digital Transformation · Analytics Framework · Business Insights · Marketing / Branding · Omni Channel Experience · eCommerce · Social Media · Software Selection & Implementation · AI, Bots & IoTs

SPRING

IDIS 653: Distribution Operational Excellence

Inventory Stratification · Forecasting · Purchasing Policies · Warehouse Mgmt. · Network Optimization · Transportation · Lean Distribution · Value Stream Mapping

IDIS 654: Distribution Channel Development

Role of Distributor · Supplier Selection & Mgmt. · Channel Management Methodology · Design Channel Goals · Developing Channel · Value Proposition · Manage Channel Alignment · Adapting to Channel Forces

SUMMER BREAK

YEAR 2

AUGUST | RESIDENCY WEEK

Capstone Project Process & Resources · Capstone Project Advisor Breakout Sessions · Faculty Connection & Course Previews · Peer Networking and Former Student Panel · Aggie Experience: Aggie Ring & Network

FALL

IDIS 660: Distribution Capstone Project - Part I

Distribution Transformational Project · Problem Identification · Steering Committee Presentation · Background Statement · Literature Review

IDIS 657: Distribution Growth Strategies, Models and Drivers

Generating Growth · Managing Growth · Sustaining Growth

IDIS 656: Leading People and Managing

Performance in Distribution Culture · Change Management · Talent Planning · Talent Acquisition · Talent Management (Sales Management) · Talent Development · Talent Retention · Employee Engagement · High-Potential & Leadership Development

SPRING

IDIS 664: Distribution Profitability Analysis

P&L · Balance Sheet · Income Statement · Cash Flow · Internal Rate of Return · Time Value of Money · Net Present Value · Capital Investment Decisions · Mergers & Acquisitions · Risk Management

IDIS 665: Distribution Capstone Project - Part II

Distribution Transformational Project

Data analysis · Solution / Recommendation Development · ROI Calculation · Report Writing · Steering Committee Presentation

CAPSTONE PROJECT & GRADUATION

TOP 25 MID STUDENT Job Titles



- ★ Sales Representatives
- ★ Regional Managers
- ★ Branch Managers
- ★ District Managers
- ★ Area Managers
- ★ Account Managers
- ★ Supply Chain Managers
- ★ Analyst
- ★ Business Development
- ★ Buyers / Procurement
- ★ Project Manager/Engineer
- ★ Operations Managers
- ★ Executive Account Managers
- ★ Logistics Managers
- ★ President
- ★ Inventory Coordinators
- ★ Director
- ★ Vice President
- ★ COO
- ★ Manufacturers Rep
- ★ CEO
- ★ CFO
- ★ Specialized Managers
- ★ Technician
- ★ Engineer

Accelerate Your Career
Engineer Your Success

Most Notable CHANNELS



- | | |
|--------------|---------------|
| Electrical | HVAC |
| Construction | Electronics |
| Automation | Safety & HSE |
| Industrial | Manufacturing |
| Wholesale | DOD |
| Plumbing | Oil & Gas |
| PVF | Energy |
| Chemical | |

CLASS PROFILE



66%
MALE

34%
FEMALE

86%
TX RESIDENT

16%
NON TX RESIDENT



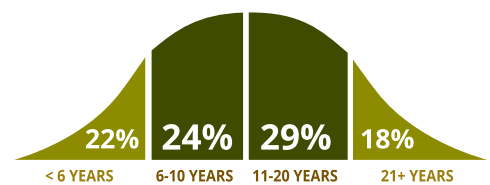
10%
STUDENTS WITH
A GRADUATE DEGREE

15%
TEXAS A&M
FORMER STUDENT

27%
VETERAN &
ACTIVE DUTY

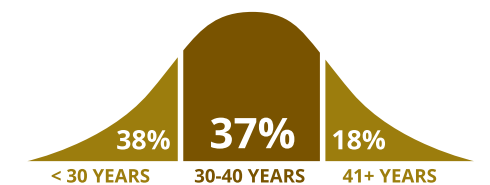
AVERAGE
WORK
EXPERIENCE

13
YEARS



AVERAGE
AGE

33



PROFESSIONALS FROM

14
STATES

TOTAL CLASS SIZE

3
COUNTRIES

96
PROFESSIONALS



| TOTAL PROGRAM COST | | |
|---|--------|-----------------|
| | | ALL STUDENTS |
| YEAR 1 | FALL | \$16,200 |
| | SPRING | \$10,800 |
| YEAR 2 | FALL | \$16,200 |
| | SPRING | \$10,800 |
| TOTAL COST | | \$54,000 |
| With Priority Admission Scholarship* | | \$53,000 |

*2021-2022 tuition and fees are subject to increase and are subject to approval by the Texas A&M University System Board of Regents. The Priority Admission Scholarship is awarded on January 30 to admitted incoming students and applied in the first Fall Semester.

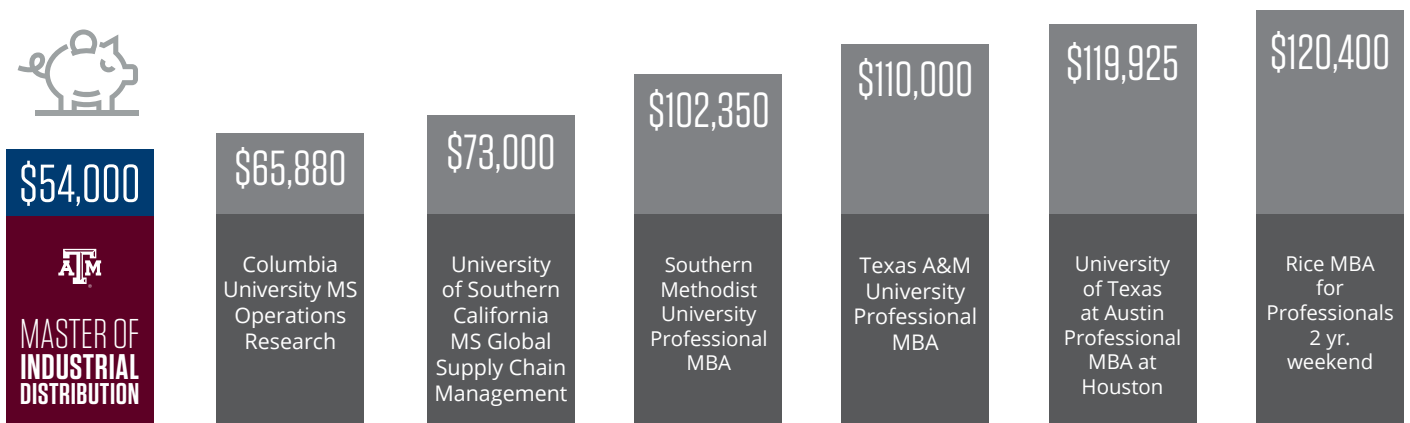
WHAT IS INCLUDED

- An iPad Pro with keyboard
- All eBooks, case studies and course material
- Residency Week hotel accommodations
- Residency Week meals and transportation
- Global Distribution Project
- Capstone Project Presentations and Graduation hotel accommodations

WHAT IS NOT INCLUDED

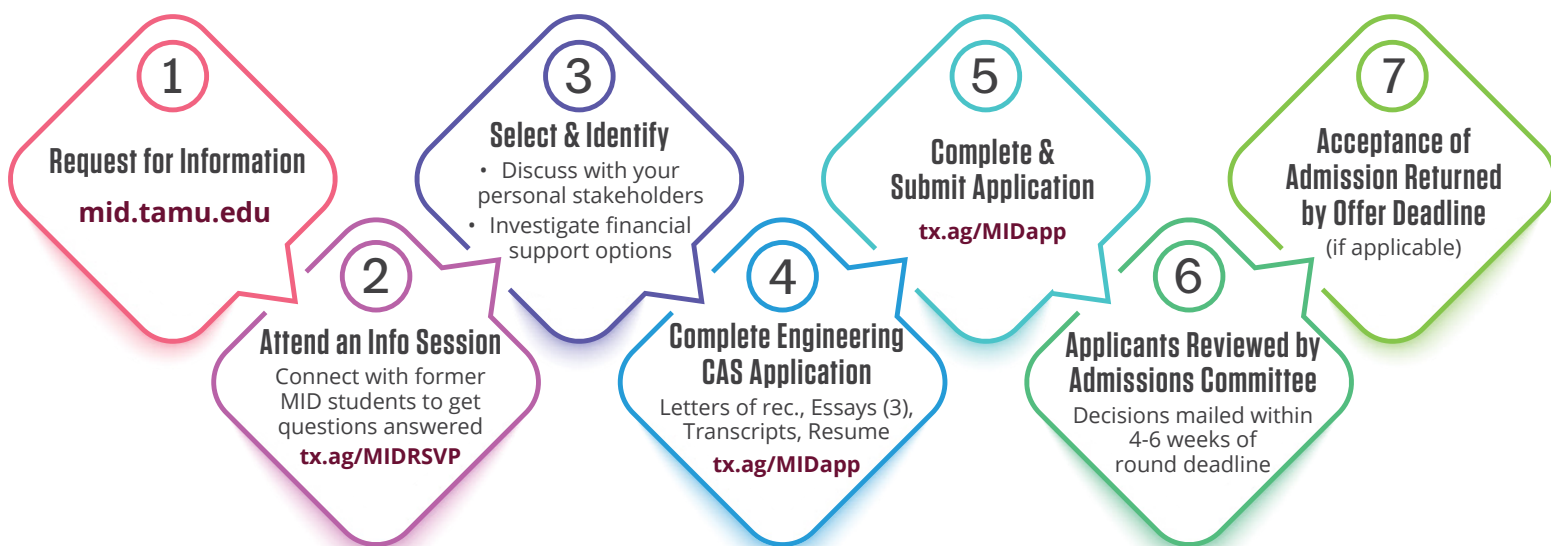
- Travel to and from College Station, Texas

COST COMPARISON of the MID Program to Various Professional MBA and Graduate Programs



*Data from respective University websites as of January 2022

7 STEPS TO MID ADMITTANCE



APPLICATION DEADLINES

ROUND 1

August
30

ROUND 2

October
30

ROUND 3

January
30

ROUND 4

April
30

PRIORITY ADMISSION*

** Enrollment is limited per cohort*

AWARDS & RECOGNITION

Texas A&M Engineering's online
engineering graduate program

RANKED #1 IN TEXAS

#7 IN THE UNITED STATES

by U.S. News & World Report



20 YEARS

of Excellence
2001-2021





Industrial Distribution
COLLEGE OF ENGINEERING

MASTER OF **INDUSTRIAL DISTRIBUTION**

MID@TAMU.EDU
979.458.2291