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

1. MARKET RESEARCH
2. PROJECT PREPARATION
3. DETERMINE INDUSTRY SOLUTIONS
4. FINAL RECOMMENDATION REPORTING

- LEADERS IN DISTRIBUTION
- CO-TAUGHT BY INDUSTRY
- B2B FOCUSED CONTENT
- ASYNCHRONOUS LEARNING
- POWERFUL NETWORK
- DESIGNED FOR WORKING PROFESSIONALS

GLOBAL PROJECT PROCESS
## Program Overview

<table>
<thead>
<tr>
<th>Campus Location</th>
<th>College Station, Texas</th>
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</thead>
<tbody>
<tr>
<td>Length of Program</td>
<td>4 Semesters, 21 Months</td>
</tr>
<tr>
<td>Study While Working Full-Time</td>
<td></td>
</tr>
<tr>
<td>Degree Format</td>
<td>4-Day Residency Class Each August</td>
</tr>
<tr>
<td>15 Week Courses Each Semester</td>
<td></td>
</tr>
<tr>
<td>Aggie Ring Eligible</td>
<td></td>
</tr>
<tr>
<td>Capstone Presentation &amp; Graduation in College Station</td>
<td></td>
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<tr>
<td>Global Distribution Project with industry company</td>
<td></td>
</tr>
<tr>
<td>Start Dates</td>
<td>August of Each Year</td>
</tr>
<tr>
<td>4 Rounds Beginning August 30</td>
<td></td>
</tr>
<tr>
<td>Admissions</td>
<td>Priority Rounds Until October 30 <em>FEE WAIVER</em></td>
</tr>
<tr>
<td>Program Cost</td>
<td>$54,000* tuition &amp; fees + travel to campus *per BOR Approval</td>
</tr>
</tbody>
</table>
“One of the best features of the MID program is the networking and relationships that are formed. I formed close relationships with my peers and professors who are still available to me to knowledge share current Industrial Distribution challenges and trends. The faculty wants you to succeed not just in the program, but your career.”

ALLIE COPELAND, CLASS OF 2016, VP OF OPERATIONS, ADI GLOBAL

“The MID program taught me the fundamental tools to position my company how best to go to market, what customers to target, and how to maximize ROI – both as a sales leader and within my career.”

RON PRICE, CLASS OF 2018, DISTRICT SALES MANAGER, GRAINGER
# 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

### 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 655: Global Distribution**
- Generating Growth · Managing Growth · Sustaining Growth · International Sales & Marketing · Global Case Studies

**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

## YEAR 2

### 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**
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### 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

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
- < 6 YEARS: 22%
- 6-10 YEARS: 24%
- 11-20 YEARS: 29%
- 21+ YEARS: 18%

AVERAGE AGE

- 33
- < 30 YEARS: 38%
- 30-40 YEARS: 37%
- 41+ YEARS: 18%

PROFESSIONALS FROM

- 14 STATES
- 3 COUNTRIES

TOTAL CLASS SIZE

- 96 PROFESSIONALS

MID.TAMU.EDU
**TOTAL PROGRAM COST**

<table>
<thead>
<tr>
<th>YEAR</th>
<th>FALL</th>
<th>SPRING</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$16,200</td>
<td>$10,800</td>
</tr>
<tr>
<td>2</td>
<td>$16,200</td>
<td>$10,800</td>
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</tbody>
</table>

**TOTAL COST** $54,000

* 2021-2022 tuition & fees are subject to approval by Texas A&M Board of Regents.

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

**WHAT IS NOT INCLUDED**
- Travel to and from College Station, Texas

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**COST COMPARISON** of the MID Program to Various Professional MBA Programs

<table>
<thead>
<tr>
<th>University/Program</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Texas A&amp;M University Professional MBA</td>
<td>$54,000</td>
</tr>
<tr>
<td>Southern Methodist University Professional MBA</td>
<td>$99,500</td>
</tr>
<tr>
<td>University of Texas at Austin Professional MBA at Houston</td>
<td>$113,755</td>
</tr>
<tr>
<td>Rice MBA for Professionals 2 yr. weekend</td>
<td>$115,050</td>
</tr>
<tr>
<td>University of Texas at Austin Professional MBA at DFW</td>
<td>$117,000</td>
</tr>
<tr>
<td>University of Texas at Austin Executive MBA</td>
<td>$129,500</td>
</tr>
</tbody>
</table>

* Data from respective University websites as of February 2021
7 STEPS TO MID ADMITTANCE

1. Request for Information
   mid.tamu.edu

2. Attend an Info Session
   Connect with former MID students to get questions answered
   tx.ag/MIDRSVP

3. Select & Identify
   Discuss with your personal stakeholders
   Investigate financial support options

4. Complete Engineering CAS Application
   Letters of rec., Essays (3), Transcripts, Resume
   tx.ag/MIDapp

5. Complete & Submit Application
   tx.ag/MIDapp

6. Applicants Reviewed by Admissions Committee
   Decisions mailed within 4-6 weeks of round deadline

7. Acceptance of Admission Returned by Offer Deadline
   (if applicable)

30 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
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
MASTROF
INDUSTRIAL
DISTRIBUTION

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