



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



3 Rounds - August 1 | December 31 | April 30

Priority Round Until August 1 *FEE WAIVER*

PROGRAM COST



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



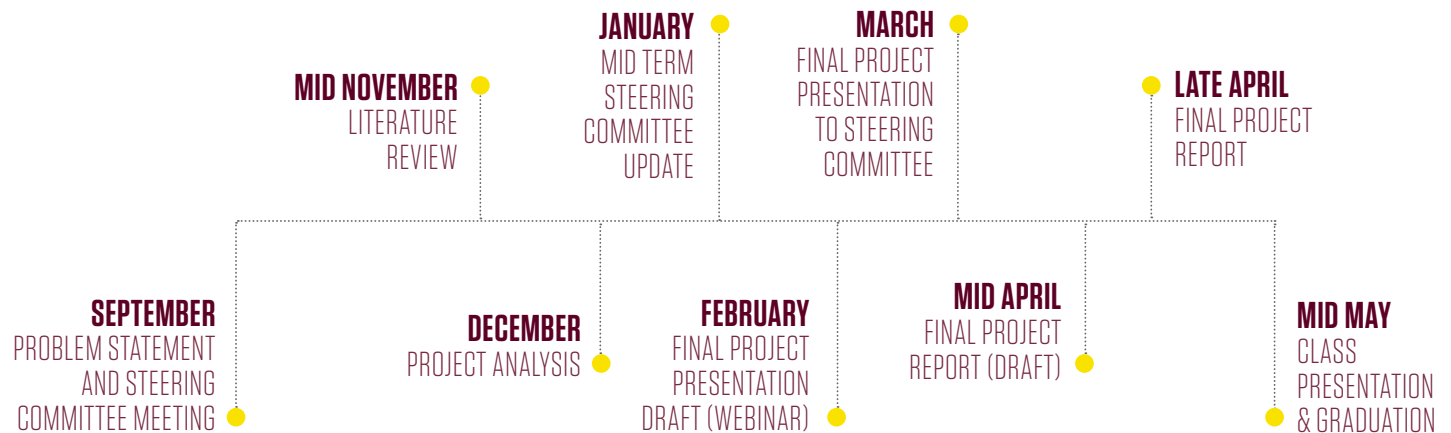
CAPSTONE PROJECT

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
Construction
Automation
Industrial
Wholesale
Plumbing
PVF
Chemical

HVAC
Electronics
Safety & HSE
Manufacturing
DOD
Oil & Gas
Energy

CLASS PROFILE



66%
MALE

34%
FEMALE

86%
TX RESIDENT

16%
NON TX RESIDENT



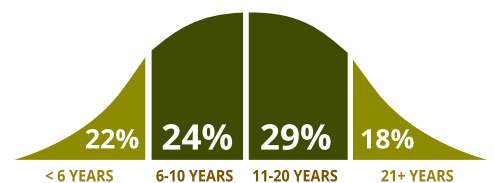
10%
STUDENTS WITH
A GRADUATE DEGREE

15%
TEXAS A&M
FORMER STUDENT

27%
VETERAN &
ACTIVE DUTY

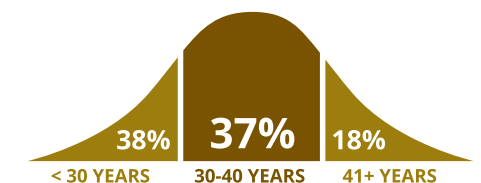
AVERAGE
WORK
EXPERIENCE

13
YEARS



AVERAGE
AGE

33



PROFESSIONALS FROM

14
STATES

TOTAL CLASS SIZE

3
COUNTRIES

96
PROFESSIONALS

PROGRAM COST



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



\$54,000

MASTER OF
INDUSTRIAL
DISTRIBUTION

\$65,880

Columbia
University MS
Operations
Research

\$73,000

University
of Southern
California
MS Global
Supply Chain
Management

\$102,350

Southern
Methodist
University
Professional
MBA

\$110,000

Texas A&M
University
Professional
MBA

\$119,925

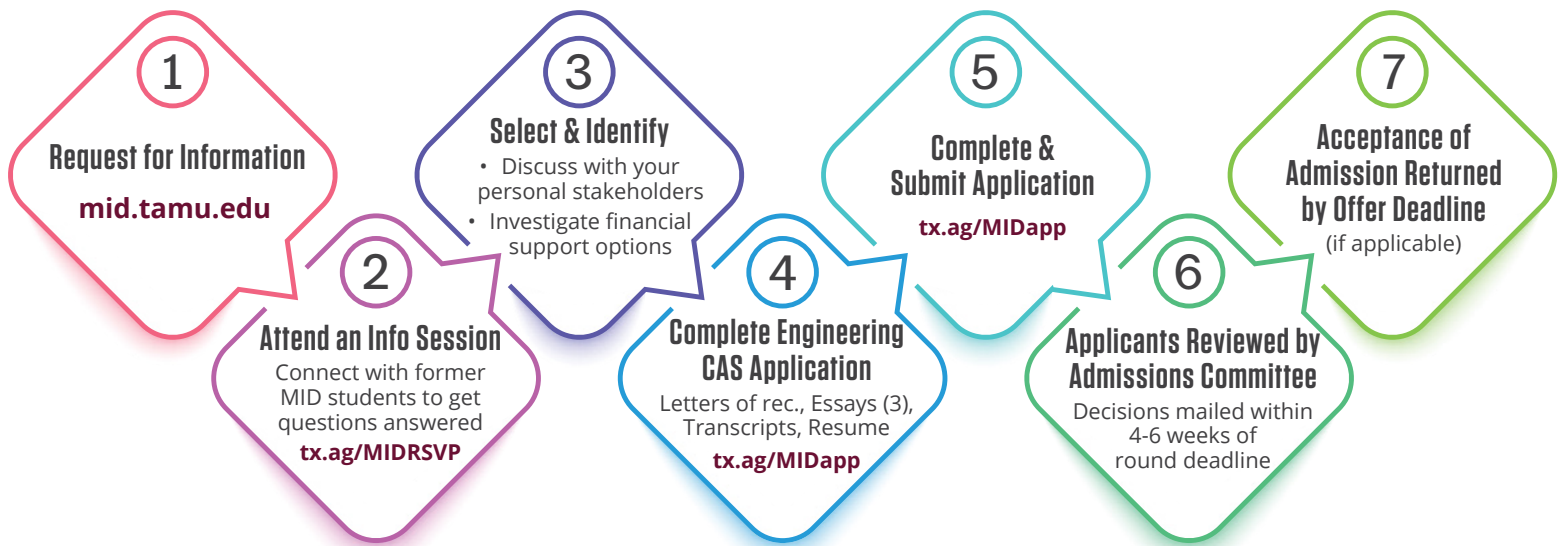
University
of Texas
at Austin
Professional
MBA at
Houston

\$120,400

Rice MBA
for
Professionals
2 yr.
weekend

*Data from respective University websites as of January 2022

7 STEPS TO MID ADMITTANCE



APPLICATION DEADLINES

ROUND 1

August
1

**PRIORITY
ADMISSION***

ROUND 2

December
31

ROUND 3

April
30

** 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





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