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
**Program Overview**

<table>
<thead>
<tr>
<th>Campus Location</th>
<th>College Station, Texas</th>
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<tbody>
<tr>
<td>Length of Program</td>
<td>4 Semesters, 21 Months</td>
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<td>Study While Working Full-Time</td>
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<tr>
<td>Degree Format</td>
<td>4-Day Residency Class Each August</td>
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<td></td>
<td>15 Week Courses Per Semester</td>
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<td>Aggie Ring Eligible</td>
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<td>Capstone Presentation &amp; Graduation in College Station</td>
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<tr>
<td>Global Distribution Project</td>
<td>Global Distribution Project with industry company</td>
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<tr>
<td>Start Dates</td>
<td>August of Each Year</td>
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<tr>
<td>Admission</td>
<td>3 Rounds - August 1</td>
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<td></td>
<td>Priority Round Until August 1 <em>FEE WAIVER</em></td>
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<tr>
<td>Program Cost</td>
<td>$54,000* tuition &amp; fees + travel to campus *per BOR approval</td>
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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

SEPTEMBER
PROBLEM STATEMENT AND STEERING COMMITTEE MEETING

MID NOVEMBER
LITERATURE REVIEW

DECEMBER
PROJECT ANALYSIS

FEBRUARY
FINAL PROJECT PRESENTATION DRAFT (WEBINAR)

MARCH
FINAL PROJECT PRESENTATION TO STEERING COMMITTEE

MID APRIL
FINAL PROJECT REPORT (DRAFT)

LATE APRIL
FINAL PROJECT REPORT

MID MAY
CLASS PRESENTATION & GRADUATION

“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

“My MID challenged me to critically think about the dynamic environment in which my supply chain exits. 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
## 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

**MID.TAMU.EDU**
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
- 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
- 22% < 6 YEARS
- 24% 6-10 YEARS
- 29% 11-20 YEARS
- 18% 21+ YEARS

AVERAGE AGE

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

PROFESSIONALS FROM

- 14 STATES
- 3 COUNTRIES

TOTAL CLASS SIZE

- 96 PROFESSIONALS

MID.TAMU.EDU
MASTER OF INDUSTRIAL DISTRIBUTION
PROGRAM COST

TOTAL PROGRAM COST

| YEAR 1 | FALL | $16,200 |
| YEAR 1 | SPRING | $10,800 |
| YEAR 2 | FALL | $16,200 |
| YEAR 2 | SPRING | $10,800 |
| TOTAL COST | | $54,000 |

With Priority Admission Scholarship* $53,000

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

| $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 |

*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.

*Data from respective University websites as of January 2022.

MID.TAMU.EDU
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)

APPLICATION DEADLINES

ROUND 1
August 1
PRIORITY ADMISSION*

ROUND 2
December 31

ROUND 3
April 30

* 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