



# MASTER OF INDUSTRIAL DISTRIBUTION

*DEVELOPING DISTRIBUTION  
LEADERS SINCE 2001*



Industrial Distribution  
COLLEGE OF ENGINEERING

[mid.tamu.edu](http://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**



“I set out to become more diversified in providing value to my company, and the MID program provided that path. Now I can help improve things from an operation side while also successfully managing sales.”

**Brett Socha, MID '22, MBA**  
*US Strategic and Key Account Manager*  
*ChampionX*



# PROGRAM OVERVIEW

## CAMPUS LOCATION



College Station, Texas

## LENGTH OF PROGRAM



21 Months

Study While Working Full-Time

## DEGREE FORMAT



4-Day Residency Class Each August



Aggie Ring Eligible



Capstone Presentation & Graduation in College Station

## GLOBAL DISTRIBUTION PROJECT



Global Project with Industry and Optional Trip

## START DATES



August of Each Year

## ADMISSION



3 Rounds - August 1 | December 31 | \*April 30

Priority Round Until August 1 \*FEE WAIVER\*

\*Rolling admissions based on capacity

## PROGRAM COST



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



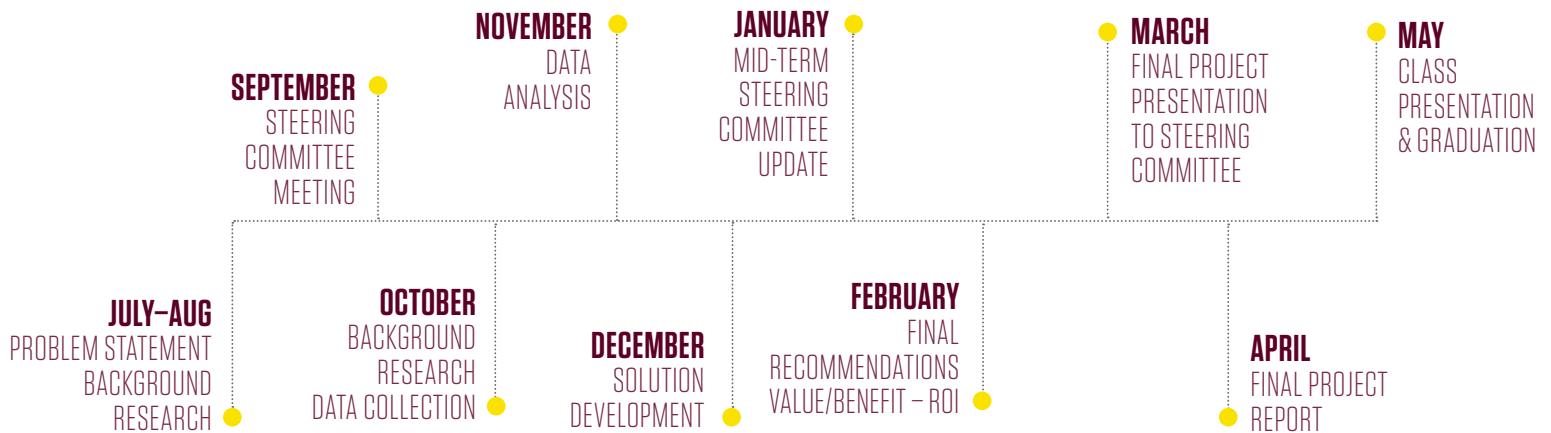
# CAPSTONE PROJECT

## LEARN TODAY, IMPLEMENT TOMORROW

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



"Developing my capstone project has given me greater confidence in my decision-making and goal setting, as I was encouraged to research deeply and let data be my guide."

JONATHAN BERLETH, MID '22  
CUSTOMER SERVICE MANAGER  
BRAY CONTROLS USA



"JUST DO IT! Do not put off thinking that there will be a better time in your life to get it done. There is never a better time than now to invest in yourself and tackle a program like the MID degree - which is geared directly towards working professionals."

ASHLEY POINTON, MID '23  
SUBCONTRACT ADMINISTRATOR  
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 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 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 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

## SUMMER BREAK & CAPSTONE PREPARATION

#### IDIS 660: Distribution Capstone Project - Part I.

*Distribution Transformational Project* · Problem Identification · Steering Committee Presentation · Background Research

## 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 653: Distribution Operational Excellence

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

#### IDIS 657: Distribution Growth, Models, and Drivers

Market expansion · Growth drivers · Generating Growth · Managing Growth · Sustaining Growth · Sales & Marketing · Case Studies · OPTIONAL Global Trip

#### IDIS 665: Distribution Capstone Project - Part II

*Distribution Transformational Project*  
Steering Committee Meeting · Data collection/analysis · Solution / Recommendation Development · Mid-Project Critical Review

### SPRING

#### 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

#### 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

#### IDIS 670: Distribution Capstone Project - Part III

*Distribution Transformational Project* · Final Recommendation · ROI Calculation · Final Steering Committee Presentation · Final Report · Graduation

## 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

*Developing Distribution  
Leaders Since 2001*

## Most Notable CHANNELS

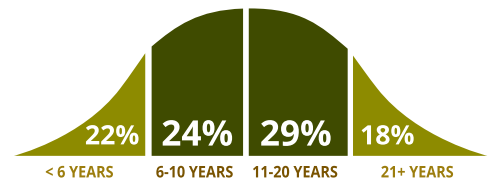
- |              |               |
|--------------|---------------|
| Electrical   | HVAC          |
| Construction | Electronics   |
| Automation   | Safety & HSE  |
| Industrial   | Manufacturing |
| Wholesale    | DOD           |
| Plumbing     | Oil & Gas     |
| PVF          | Energy        |
|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

## CLASS PROFILE



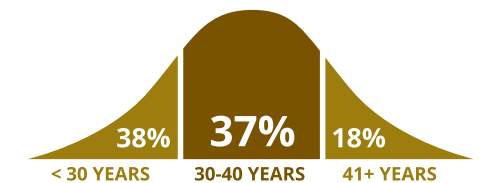
AVERAGE WORK EXPERIENCE

**13**  
YEARS



AVERAGE AGE

**33**



PROFESSIONALS FROM

CA • GA • LA • ID • IL  
MA • NC • NE • NJ  
NM • OH • OK • PA  
SC • TX • VA • WA

Canada  
Germany  
Iraq  
Thailand

TOTAL CLASS SIZE

**45**  
PROFESSIONALS



TOTAL PROGRAM COST		
		ALL STUDENTS
YEAR 1	FALL	\$10,800
	SPRING	\$10,800
	SUMMER	\$3,600
YEAR 2	FALL	\$14,400
	SPRING	\$14,400
<b>TOTAL COST</b>		<b>\$54,000</b>
With Priority Admission Scholarship*		<b>\$53,000</b>

\*2023-2024 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 August 1 to admitted incoming students and applied in the first Fall Semester.

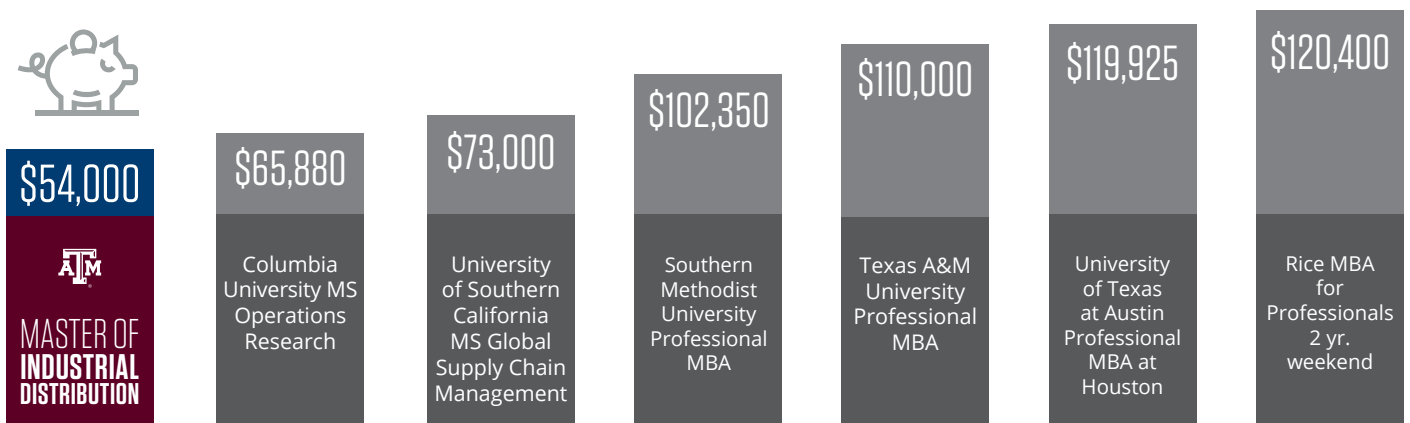
## WHAT IS INCLUDED

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

## WHAT IS NOT INCLUDED

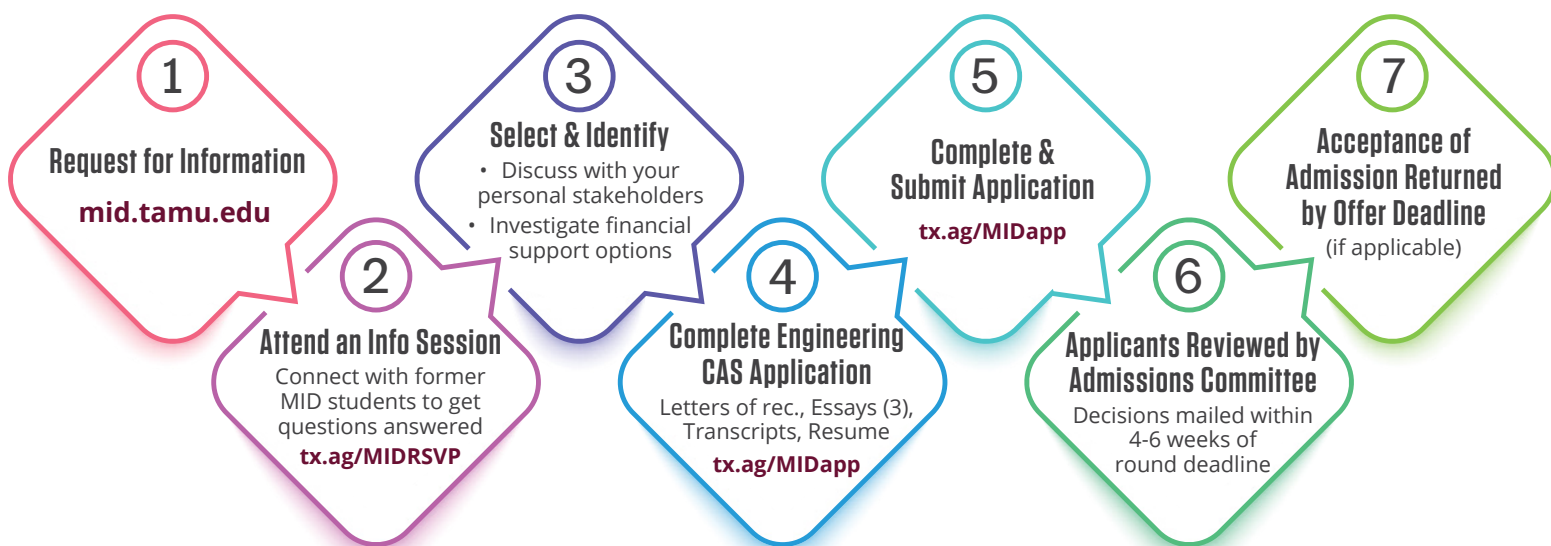
- Travel to and from College Station, Texas
- Travel to and from optional Global Trip location

## 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  
**1**

ROUND 2

December  
**31**  
**PRIORITY  
ADMISSION\***

ROUND 3

April  
**30**

\* Enrollment is limited per cohort



MASTER OF INDUSTRIAL DISTRIBUTION  
**OVER 20 YEARS  
OF EXCELLENCE**  
S I N C E 2 0 0 1

Texas A&M Engineering's online  
engineering graduate program

**RANKED #1 IN TEXAS**

---

**#7 IN THE UNITED STATES**

by U.S. News & World Report





Master of  
Industrial Distribution  
COLLEGE OF ENGINEERING

[mid@tamu.edu](mailto:mid@tamu.edu)

979.458.2291



#tamumid