



MASTER OF INDUSTRIAL DISTRIBUTION

*DEVELOPING DISTRIBUTION
LEADERS SINCE 2001*



Industrial Distribution
COLLEGE OF ENGINEERING

mid.tamu.edu

PROGRAM OVERVIEW

DEGREE FORMAT



Fully Online and Asynchronous

LENGTH OF PROGRAM



21 Months

Four, 15-Week Semesters

DEGREE STRUCTURE



4-Day Residency Experience each August in College Station, TX



Aggie Ring Eligible



Capstone Presentation & Graduation in College Station

Co-Taught by Industry Experts

GLOBAL DISTRIBUTION PROJECT



Global Project with industry and optional trip

START DATES



August of Each Year

ADMISSIONS



Rolling admissions start in September

NO GRE required

PROGRAM COST



\$54,000 Tuition & Fees *(scholarships available)*



MOBILE LEARNING

IPAD PRO, EBOOKS & APPS PROVIDED



COURSE OVERVIEW

YEAR 1

AUGUST | RESIDENCY EXPERIENCE (4 DAYS)

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

YEAR 2

AUGUST | RESIDENCY EXPERIENCE (4 DAYS)

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 660: Distribution Capstone Project - Part I

Distribution Transformational Project · Problem Identification · Steering Committee Presentation · Background Research · Data collection/analysis

SPRING

IDIS 656: Leading People and Managing Performance

Distribution Culture · Talent Planning · Talent Acquisition · Talent 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 665: Distribution Capstone Project - Part II

Distribution Transformational Project · Steering Committee Meeting · Solution / Recommendation Development · Mid-Project Critical Review · Final Recommendation · ROI Calculation · Final Steering Committee Presentation · Final Report · Graduation

CAPSTONE PROJECT & GRADUATION

HIGH IMPACT LEARNING:

RESIDENCY EXPERIENCE



“The residency week is key in your MID journey. Having that first week to network with your peers, learn more about all different career paths; it really helps you take off from your journey.”

*Lauren Guderyon '25
General Manager, Total Plastics Intl*

As part of the MID program, students are required to attend a four-day residency experience each year at Texas A&M University in College Station, Texas. The residency is an intensive learning experience designed to teach you the latest in distribution and to help you form successful working relationships with your fellow students and the faculty.

During the experience, you will meet and network with your fellow students and professors; learn how to access your courses; discover Texas A&M University's rich heritage & traditions; interact with guest lecturers; and discuss the latest trends and research in industry.



4 DAYS ON CAMPUS
EACH AUGUST



COURSE PREVIEWS &
BEST PRACTICES



AGGIE HISTORY AND
TRADITIONS



SIZE YOUR AGGIE RING
IN YEAR TWO

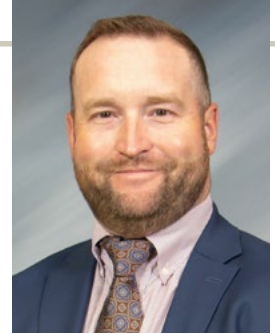


PEER NETWORKING AND
FORMER STUDENT PANEL



HIGH IMPACT LEARNING:

GLOBAL EXPERIENCE



"The MID Global Experience provided firsthand insights into large-scale manufacturing operations, international business strategies, and the future of distribution."

Jason Bryan '24
Senior Account Executive, Customer Success Specialist, Groves International



GLOBAL ON-SITE VISITS AND MEETINGS



ADDRESSING CHALLENGES OF GLOBAL DISTRIBUTION



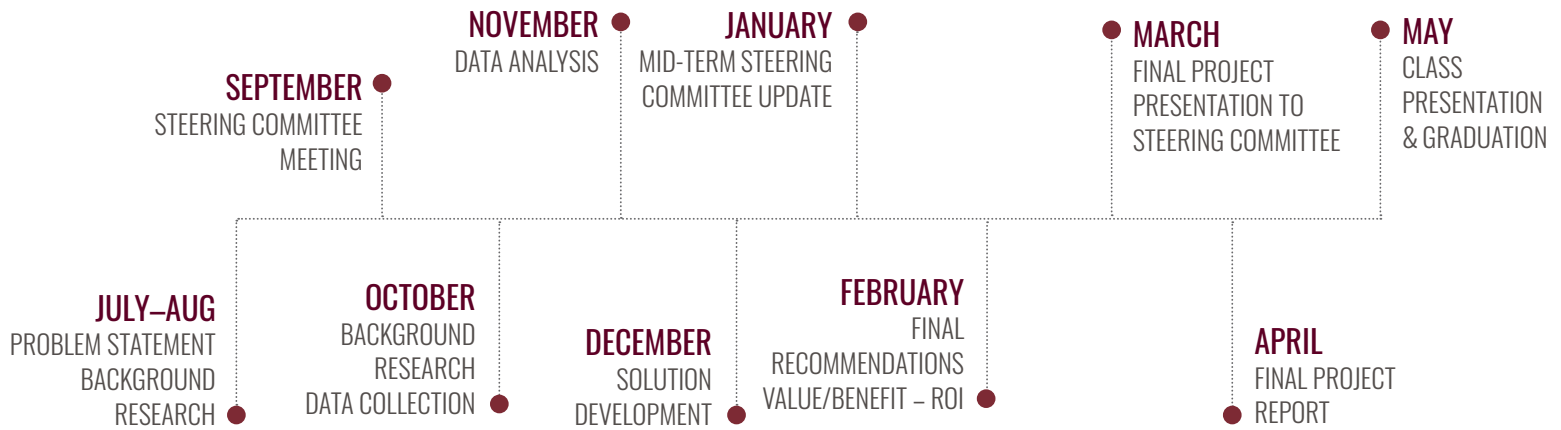
“REAL-TIME” CASE STUDIES WITH GLOBAL COMPANIES



DEEPEN UNDERSTANDING OF GLOBAL CONCEPTS



CAPSTONE PROJECT



MID students are required to select a capstone project, likely from their sponsor company, and work closely with faculty to deliver a high-value solution that is immediately implementable. These projects provide invaluable preparation for professional work where students develop a strategy and timetable for work completion. The MID student brings a Return-On-Investment to the firm with new best practices and a problem-solving skill set that goes far beyond graduation.

“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.”

JON 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 MANAGEMENT STAFF
LOCKHEED MARTIN



RECENT CAPSTONE EXAMPLES



Developing an Effective Sales and Marketing Plan for Select Marginal and Opportunistic Customers



Driving Service Contract Growth by Value Proposition Improvement



A Warehouse Labor Forecasting Framework



Reducing System Quote Turnaround Times Through a New Data Collection Framework



Creating a Pricing Tool for Dealer Only Sales

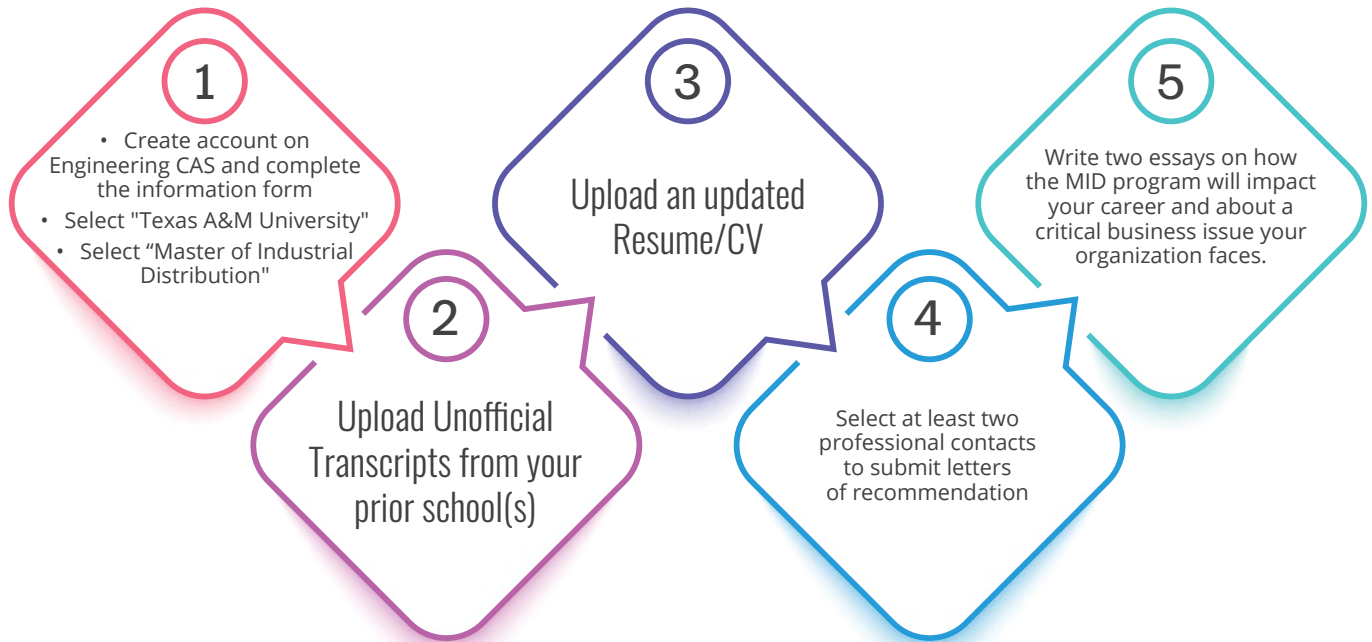


Building Inside Sales Success: Inside Sales Onboarding and Success Program



APPLICATION STEPS

5 STEPS TO MID ADMITTANCE



• **No admission exam (GMAT, GRE) is required** •



APPLICATION DEADLINES



Rolling Admission: All applications are evaluated on a rolling basis. We highly recommend you apply early in the application cycle and complete your application within two weeks of opening it. The final application deadline is the last day of May each year.

Early Admission Scholarship: Applicants who are admitted before December 31 will be eligible for a \$1000 scholarship. Applicants are encouraged to apply early in the academic calendar, as space becomes limited by the final deadline. In addition, applying in the earlier rounds will allow candidates more time to qualify for and address such matters as scholarships, financial aid, grants, loans, etc.

Application Section	Estimated Time
Engineering CAS Profile & Questions	15 – 20 Minutes
Recommender Names & Requests	15 – 20 Minutes
Request Unofficial College Transcripts	15 – 20 Minutes
Updated Resume	30 – 60 Minutes
Statements (Personal & Impact)	1 – 2 Hours
TOTAL	2 – 4 Hours

RETURN ON INVESTMENT

TOTAL PROGRAM COST

		ALL STUDENTS
YEAR 1	FALL	\$10,800 (6 credits)
	SPRING	\$10,800 (6 credits)
YEAR 2	FALL	\$16,200 (9 credits)
	SPRING	\$16,200 (9 credits)
Total Cost		\$54,000
With Priority Admission Scholarship*		\$53,000

**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 Experience hotel accommodations



Residency Experience Meals and Aggieland Excursions



Optional Global Trip In-Country Accommodations, In-Country Transportation, and Most Meals



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

Half of graduates received a pay increase of

20%
or more

81%

received a promotion while in program or within 3 years of graduation

47%

are middle to C-level managers

Data from a survey of 2016-2022 MID cohort respondents (N=82) in December 2022



STUDENT PROFILE



LEADERS IN DISTRIBUTION



CO-TAUGHT BY INDUSTRY



B2B FOCUSED CONTENT



ASYNCHRONOUS LEARNING



POWERFUL NETWORK



DESIGNED FOR WORKING PROFESSIONALS

MOST 
NOTABLE
CHANNELS

TOP 25 MID STUDENT

Job Titles



- ◆ Account Manager
- ◆ Analyst
- ◆ Area Manager
- ◆ Branch Manager
- ◆ Business Development
- ◆ Buyer/Procurement
- ◆ CEO
- ◆ CFO
- ◆ COO
- ◆ Director
- ◆ District Manager
- ◆ Engineer
- ◆ Executive Account Manager
- ◆ Inventory Coordinator
- ◆ Logistics Manager
- ◆ Manufacturers Rep
- ◆ Operations Manager
- ◆ President
- ◆ Project Manager/Engineer
- ◆ Regional Manager
- ◆ Sales Representative
- ◆ Specialized Manager
- ◆ Supply Chain Manager
- ◆ Technician
- ◆ Vice President

Automation
Chemical
Construction

DOD

Electrical
Electronics

Energy

HVAC

Industrial
Manufacturing

Oil & Gas

Plumbing

PVF

Safety & HSE

Wholesale





Master of
Industrial Distribution
COLLEGE OF ENGINEERING

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Learn more at
tx.ag/TAMUmid

