



MASTER OF INDUSTRIAL DISTRIBUTION

*DEVELOPING DISTRIBUTION
LEADERS SINCE 2001*



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**



“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



26 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

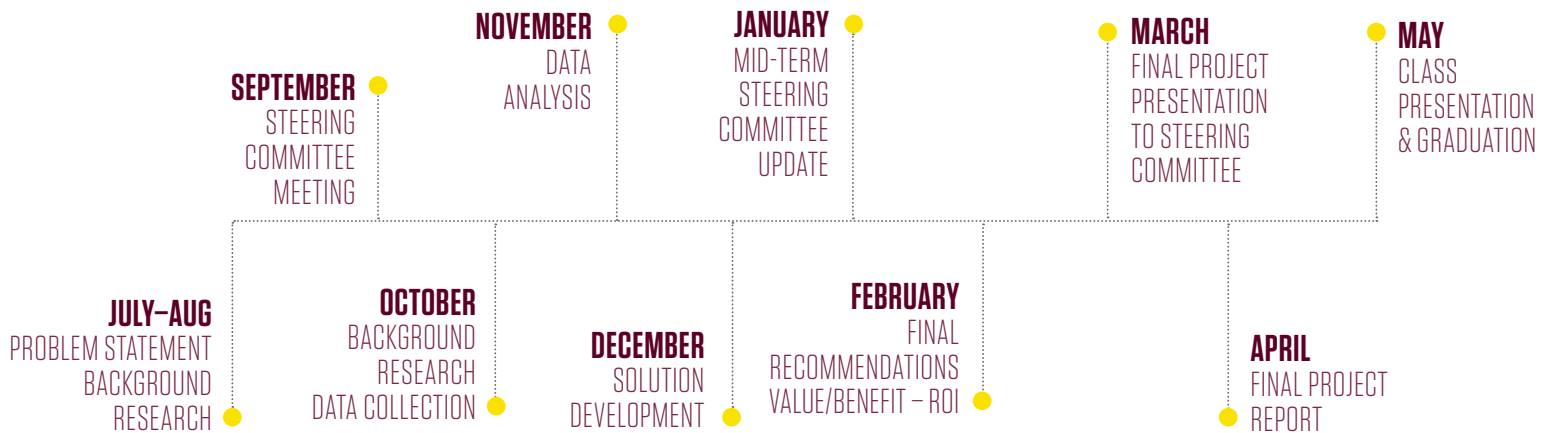
LEARN TODAY, IMPLEMENT TOMORROW

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 & IoT

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
Construction
Automation
Industrial
Wholesale
Plumbing
PVF
Chemical

HVAC
Electronics
Safety & HSE
Manufacturing
DOD
Oil & Gas
Energy

CLASS PROFILE



70%
MALE



30%
FEMALE



86%
TX RESIDENT



16%
NON TX RESIDENT



10%
STUDENTS WITH
A GRADUATE DEGREE

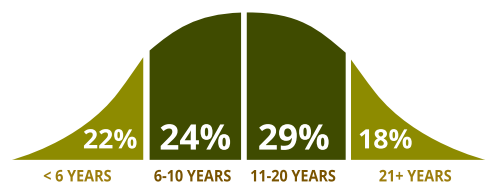


15%
TEXAS A&M
FORMER STUDENT

27%
VETERAN &
ACTIVE DUTY

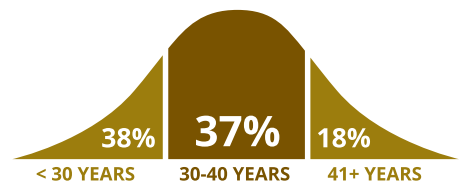
AVERAGE
WORK
EXPERIENCE

13
YEARS



AVERAGE
AGE

33



PROFESSIONALS FROM

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

PROGRAM COST



TOTAL PROGRAM COST

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

*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

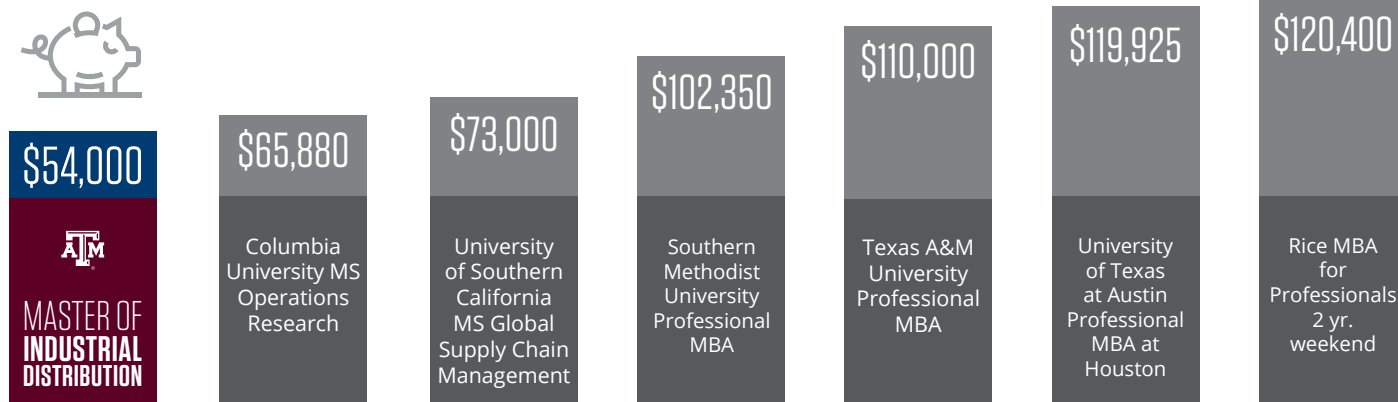
- An iPad Pro with keyboard
- All eBooks, case studies and course material
- Residency Week hotel accommodations
- Residency Week meals and transportation
- Optional Global Trip
- Capstone Project Presentations and Graduation hotel accommodations

WHAT IS NOT INCLUDED

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

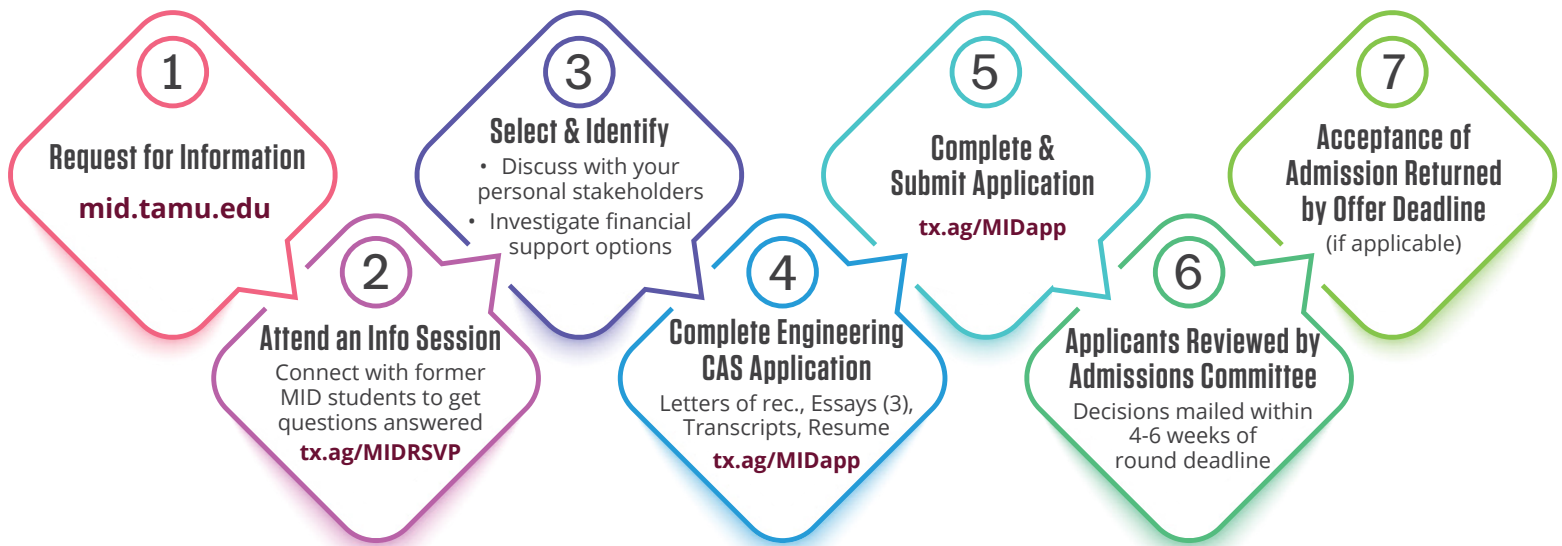
COST COMPARISON

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

**PRIORITY
ADMISSION***

ROUND 2

December
31

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

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