



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



Four 15-Week Semesters

Study While Working Full-Time

DEGREE FORMAT



4-Day Residency Class Each August
Semester course work is 100% online



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



Rolling admissions start in September

NO GRE required

PROGRAM COST



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



CAPSTONE PROJECT

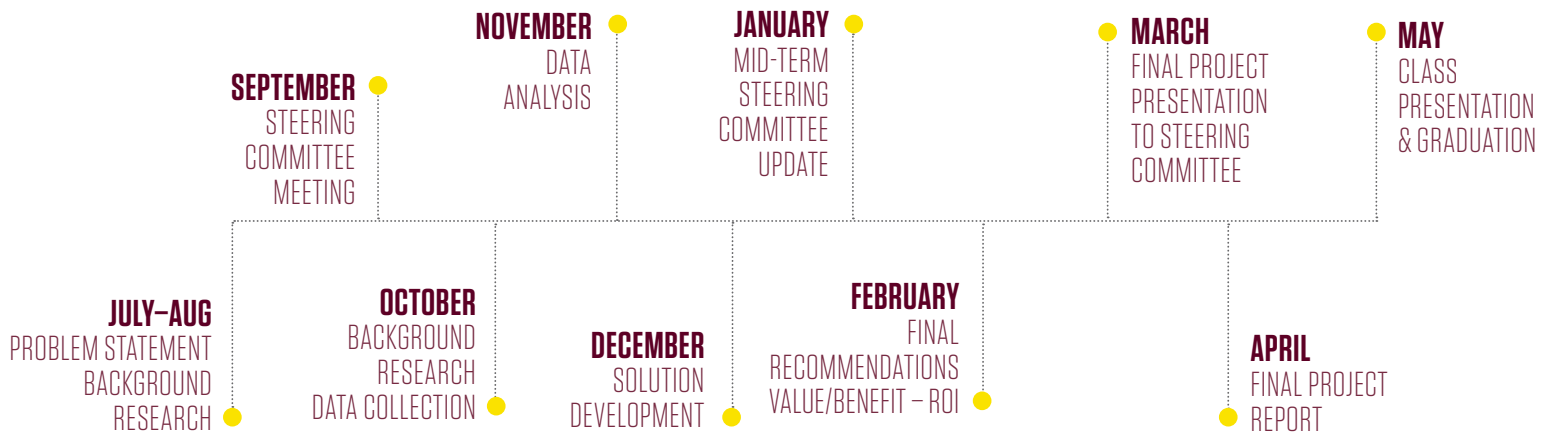
LEARN TODAY, IMPLEMENT TOMORROW

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
SENIOR MANAGER, BUSINESS INTEGRATION
RHEEM MANUFACTURING

“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
INSIDE SALES & CUSTOMER SERVICE MANAGER,
BRAY CONTROLS USA



“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 SR., MID '20
SENIOR MANAGER, DIGITAL TRANSFORMATION
LOCKHEED MARTIN

“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
SENIOR 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

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 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 · 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 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

TOP 25 MID STUDENT Job Titles



*Developing Distribution
Leaders Since 2001*

- ★ Sales Representatives
- ★ Logistics Managers
- ★ Regional Managers
- ★ President
- ★ Branch Managers
- ★ Inventory Coordinators
- ★ District Managers
- ★ Director
- ★ Area Managers
- ★ Vice President
- ★ Account Managers
- ★ COO
- ★ Supply Chain Managers
- ★ Manufacturers Rep
- ★ Analyst
- ★ CEO
- ★ Business Development
- ★ CFO
- ★ Buyers / Procurement
- ★ Specialized Managers
- ★ Project Manager/Engineer
- ★ Technician
- ★ Operations Managers
- ★ Engineer
- ★ Executive Account Managers

Most Notable CHANNELS

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

50% of graduates received a pay increase of

20%
or more

81%

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

46.9%

are middle to C-level managers

CLASS PROFILE



70%
MALE



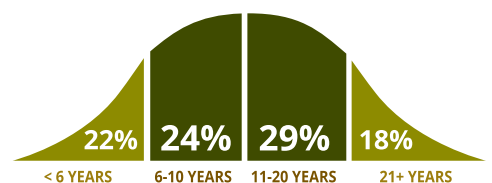
30%
FEMALE

AVERAGE COHORT SIZE OF

40

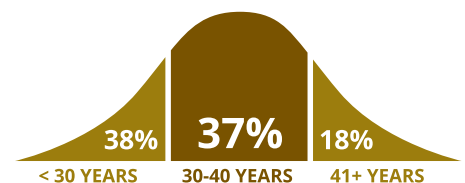
AVERAGE WORK EXPERIENCE

13
YEARS



AVERAGE AGE

33





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

*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.

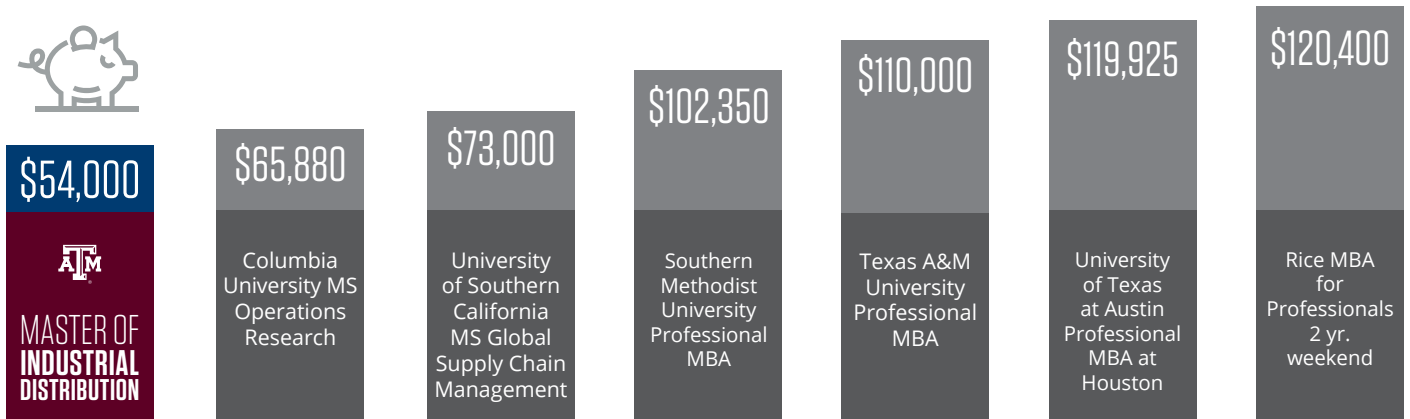
WHAT IS INCLUDED

- 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

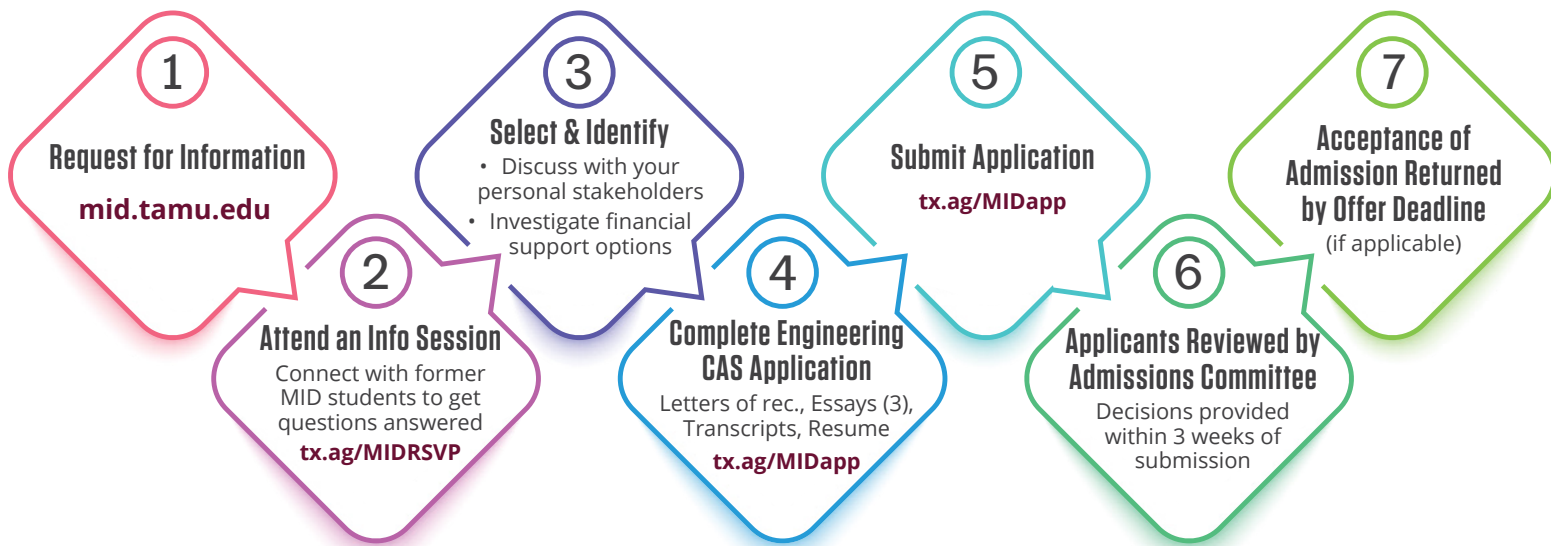
- Travel to and from College Station, Texas
- Travel to and from optional Global Trip location

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

Rolling Admission: All applications are evaluated on a rolling basis. If you can complete the application within three weeks, the admission committee will review it and provide a decision within three weeks. Your priority is our priority. The final Application Deadline for the 2024 Cohort is May 31, 2024.

Early Admission Scholarship: Applicants who are admitted before October 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)	2 – 3 Hours
TOTAL	3 – 5 Hours

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

979.458.2291



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