

# Industrial Distribution

## Bachelor of Science (BS)

# Industrial Distribution

Industrial distribution professionals help manage the global supply chain and coordinate transportation systems. They focus primarily on the distribution of products produced or used by manufacturers, construction companies, and municipalities. The goal is to optimize systems for maximum efficiency, minimum cost, quality improvement, safety, and other interests to the stakeholders. The goals are to save time, money, materials, energy, and other resources for the companies, industries, and essentially for our society. The skills in this program can be applied in a range of organizations and more and more organizations have recognized their significance.

The program has significant components in both industrial technology/engineering and in business. The industrial classes help students understand production and efficiency in an industrial setting. In addition, students can focus in on several specific areas, such as construction, manufacturing, and facilities. On the business side, students will be exposed to management, marketing, and business analytics. This interdisciplinary approach provides a good background for management or analysis of distribution systems. In addition, this background is also favorable for positions in technical sales.

### Industrial Distribution students will...

- Understand the fundamental concepts required to be a professional in the field, including concepts in technology, business, and industrial systems.
- Obtain a more specialized knowledge in industrial management and business analytics that can be applied to industrial and other complex systems.
- Have the ability to tailor the program to meet your needs by choosing 15 hours from areas such as construction, manufacturing, automation, and facilities management
- Have experience using the techniques, skills, and tools necessary for modern careers in the field of industrial distribution.

### Career Planning

Career preparation is part of the mission of Southeast. 100% of programs offer our students an internship, study-abroad program, clinical opportunity, student teaching or research internship.

The Office of Career Services in Academic Hall 057 can provide students with professional career counseling and coaching, resume critiques, practice interviews, job search strategies, career events, networking opportunities, and more.

Demonstrated Career Proficiency is a Requirement of all Southeast Students		
CL001	First Semester	Students connect academic career planning by completing an online career assessment
CL002	Second Semester	Students learn more about resources available to enhance academic and career planning
CL003	Junior Year	Students learn about continued career planning, job search strategies, and networking
CL004	Senior Year	Students learn about resume development, professional communication, interviewing, and transitioning to the first job from college

### Career Opportunities

- Distribution Manager
- Inventory Manager
- Logistics Analyst
- Logistics Manager
- Supply Chain Director
- Technical Sales
- Transportation Supervisor
- Warehouse Manager

**To learn more**  
Office of Admissions  
(573) 651-2590  
admissions@semo.edu  
semo.edu

**To explore**  
the College of  
Science, Technology and  
Agriculture online, visit  
www.semo.edu/costa

**For advising**  
Center for Academic Advising - North  
(573) 651-5090  
www.semo.edu/advising  
advisingnorth@semo.edu

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This is a guide based on the 2017-2018 Undergraduate Bulletin and is subject to change. The time it takes to earn a degree will vary based on several factors such as dual enrollment, remediation, and summer enrollment. Students will meet with an academic advisor each semester and use DegreeWorks to monitor their individual progress.

### CURRICULUM CHECKLIST

#### Industrial Distribution – 96-98 Hour Major; No Minor Required

##### Required Courses:

- \_\_\_ AC 221 Principles of Accounting I (3)
- \_\_\_ AC 222 Principles of Accounting II (3)
- \_\_\_ BL 255 Legal Environment of Business (3)
- \_\_\_ BS 105 Environmental Biology (3)
- \_\_\_ EG 492 Modeling and Simulation (3)
- \_\_\_ IM 300 Technical Communication (3)
- \_\_\_ IM 301 Industrial Safety and Supervision (3)
- \_\_\_ IM 313 Facilities Planning (3)
- \_\_\_ IM 405 Innovation for a Lean Enterprise (3)
- \_\_\_ IM 417 Manufacturing Resource Analysis (3)
- \_\_\_ MA 134 College Algebra (3)
- \_\_\_ MG 301 Principles of Management (3)
- \_\_\_ MG 354 Business Negotiation (3)
- \_\_\_ MK 301 Principles of Marketing (3)
- \_\_\_ MK 342 Professional Selling (3)
- \_\_\_ MK 346 Distribution Management (3)
- \_\_\_ MK 347 Transportation (3)
- \_\_\_ PH 106 Physical Concepts (3)
- \_\_\_ QM 258 Business Statistics II (3)
- \_\_\_ QM 352 Quantitative Analysis (3)
- \_\_\_ QM 558 Principles of Supply Chain Management (3)
- \_\_\_ SW 207 Understanding Cultural & Social Diversity (3)
- \_\_\_ UI 400 Business and Ethics (3)
- \_\_\_ UI 410 Manufacturing Research in a Global Society (3)

##### Chemistry, Choose 3-5 Hours From:

- \_\_\_ CH 180 Chemistry in our World (3)
- \_\_\_ CH 181 Basic Principles of Chemistry (5)
- \_\_\_ CH 185 General Chemistry (5)

##### Statistics, Choose 3 Hours From:

- \_\_\_ IM 311 Statistical Process Control (3)
- \_\_\_ QM 257 Business Statistics I (3)

##### Economics, Choose 3 Hours From:

- \_\_\_ MN 220 Engineering Economic Analysis (3)
- \_\_\_ EC 215 Principles of Microeconomics I (3)

##### Program Electives, Choose 15 Hours From:

- \_\_\_ CM 126 Computer Aided Drafting and Design (3)
- \_\_\_ CM 226 Residential Architectural Drafting and Design (3)
- \_\_\_ CM 315 Construction Contracts and Legal Issues (3)
- \_\_\_ CM 325 Building Mechanical and Electrical Systems (3)
- \_\_\_ ET 160 Basic Electricity & Electronics (3)
- \_\_\_ ET 304 Fundamentals of Programmable Logic Controllers (3)
- \_\_\_ ET 374 Industrial Electronics (3)
- \_\_\_ EV 551 Hazardous Materials Assessment (3)
- \_\_\_ FM 504 Facilities Management (3)
- \_\_\_ FM 565 Building Automation and Technology (3)
- \_\_\_ MN 120 Fundamentals of Engineering Design Processes (3)
- \_\_\_ MN 170 Engineering Materials and Testing (3)
- \_\_\_ MN 203 Industrial Materials and Processes I (3)

#### University Studies Requirements (not already listed above):

UI100 First Year Seminar, EN100 English Composition, Artistic Expression, Written Expression, Oral Expression, Literary Expression, Behavioral Systems, Development of a Major Civilization, Political Systems

If you have dual credit or transfer credit, please visit our transfer course equivalencies guide at [semo.edu/transfercredit](http://semo.edu/transfercredit).

### SAMPLE FOUR-YEAR PLAN

▶	Fall Semester		Spring Semester	
	Course #	Hrs	Course #	Hrs
<b>FIRST YEAR</b>	UI100	3	AC221	3
	EN100	3	CH180/CH181/CH185	3-5
	PH106	3	EC215/MN220	3
	MA134	3	IM300	3
	Program elective 1	3	Written Expression	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15-17</b>
<b>SECOND YEAR</b>	AC222	3	IM301	3
	BL255	3	IM417	3
	IM313	3	MG301	3
	IM311/QM257	3	MK301	3
	Program elective 2	3	Program elective 3	3
	Develop of a Major Civ	3	Program elective 4	3
<b>Total</b>	<b>18</b>	<b>Total</b>	<b>18</b>	
<b>THIRD YEAR</b>	BS105	3	IM405	3
	MG354	3	MK346	3
	MK342	3	QM258	3
	SW207	3	Oral Expression	3
	Program elective 5	3		3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>12</b>
<b>FOURTH YEAR</b>	MK347	3	EG492	3
	QM352	3	QM558	3
	UI400	3	UI410	3
	Behavioral Systems	3	Artistic Expression	3
	Political Systems	3	Literary Expression	
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

**Degree requirements for all students:** a minimum of 120 credit hours, completion of University Studies program, completion of 39 senior division hours (300-599), career proficiencies (CL001-004), Writing Proficiency Exam (WP003), and completion of the Measure of Academic Proficiency and Progress (MAPP) at the senior level. Refer to the Undergraduate Bulletin or Degree Works for additional graduation requirements for your program.

Revised  
3/31/2017