

# 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 objective 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. Graduates will understand the fundamental concepts required to be a professional in the field, including concepts in technology, business and industrial systems. While obtaining specialized knowledge in industrial management and business analytics that can be applied to industrial and other complex systems.

### Becoming Career Ready...

/ Faculty with relevant industry experience work closely with students by providing them with career-ready practical experience and a technology-based curriculum in the state-of-the-art Otto & Della Seabaugh Polytechnic building.

/ Industrial Distribution graduates work with organizations in both the public and private sector, including manufacturers in the aerospace, chemicals, automotive and retail sectors. Examples of job titles include sales manager, purchasing agent, logistician, distribution manager, supplier and technical sales.

/ 100% of Southeast programs offer real-world experience. Industrial Distribution students earn this experience through a senior design capstone course for students to work in teams to solve open-ended industrial projects. Students also gain valuable hands-on experience through required labs that accompany the courses work.

/ The path to a successful career starts with you! You can maximize your career development by working closely with Career Services and Southeast faculty – they are here to help you connect your passions, interests and skills to jobs and opportunities in the field. Career Services provides professional career counseling and coaching, resume critiques, practice interviews, job search strategies, career events, networking opportunities and more.

### Career Opportunities:

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

### Transfer and Dual Credit Students

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



**To learn more**  
 Office of Admissions  
 (573) 651-2590  
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This is a guide based on the 2019-2020 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 Degree Works to monitor their individual progress.

### CURRICULUM CHECKLIST

Industrial Distribution – 98 Hour Major; No Minor Required

**Required Courses:\***

- \_\_\_ AC 221 Principles of Accounting I (3)
- \_\_\_ AC 222 Principles of Accounting II (3)
- \_\_\_ BL 255 Business Law (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 116 Precalculus A (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 5 Hours From:
  - \_\_\_ 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)

**General Education Requirements** – some requirements may be fulfilled by coursework in major program

- Social and Behavioral Sciences – 6 hours
- Constitution Requirement – 3 hours
- Written Communication – 6 hours
- Oral Communication – 3 hours
- Natural Sciences – 7 hours (from two disciplines, one to include a lab)
- Mathematics – 3 hours
- Humanities & Fine Arts – 9 hours (from at least two disciplines)
- Additional requirements – 5 hours (to include UI100 for native students)
- Civics examination

### SAMPLE FOUR-YEAR PLAN

	Fall Semester		Spring Semester	
	Course #	Hrs	Course #	Hrs
<b>FIRST YEAR</b>	UI100	3	CH181/CH185	5
	EN100	3	EC215/MN220	3
	PH106	3	IM300	3
	MA116	3	IM311/QM257	3
	Program elective 1	3	General Education	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>17</b>
<b>SECOND YEAR</b>	AC221	3	AC222	3
	BL255	3	IM301	3
	QM258	3	IM417	3
	Program elective 2	3	MK301	3
	General Education	3	Program elective 3	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>18</b>
<b>THIRD YEAR</b>	BS105	3	IM405	3
	IM313	3	MG354	3
	MG301	3	MK346	3
	MK342	3	Program elective 4	3
	SW207	3	General Education	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>
<b>FOURTH YEAR</b>	MK347	3	EG492	3
	QM352	3	QM558	3
	UI400	3	UI410	3
	Program elective 5	3	General Education	3
	General Education	3	General Education	3
	<b>Total</b>	<b>18</b>	<b>Total</b>	<b>15</b>

**Degree requirements for all students:** a minimum of 120 credit hours, completion of the General Education program, completion of 39 senior division hours (300-599), Writing Proficiency Exam (WP003).

Refer to the Undergraduate Bulletin or Degree Works for additional graduation requirements for your program.

\*Many major courses are on a set rotation and dependent on when prerequisites are completed. The actual semester a course is taken may vary based on the rotation.

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4/29/2019

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