

INDUSTRIAL DISTRIBUTION

Delivery: Daytime or Evening Program
 Start: Fall, Spring or Summer Semester, Full- or Part-Time
 Location: Apple Valley Site

Outcome

Industrial Distribution A.A.S. Degree 60 credits

Major Description

This program provides the knowledge and skills necessary to succeed in the highly rewarding field of industrial distribution. Vital to today's business economy, distributors serve the industrial market through a variety of products and services. Courses cover business, marketing, management and sales principles along with essential technical subjects.

Work Environment

Distributors are responsible for 50 percent of the total domestic product in the U.S. Professional industrial distributors buy, sell and deliver a vast array of products, working as key links between manufacturers and consumers.

Potential Job Titles

- Customer Service Manager
- Technical Sales Manager
- Field Sales Manager
- Purchasing Manager
- Branch Manager
- Distribution Manager
- Technician
- Commission Sales Manager
- Warehouse Manager

Salary Data (2006 Cross-Industry Compensation Report)

- Median salary (U.S.): \$84,000/year
- Top earners (U.S.): \$170,000/year

INDUSTRIAL DISTRIBUTION – A.A.S. DEGREE

Pending MnSCU Board Approval

Fall Semester – First Year

Course#	Course Title	Credits
ELEC1110	DC Electricity Theory and Lab	3
ELEC1120	AC Electricity Theory and Lab	3
ELEC1140	Blueprint Reading for Technicians	3
MKTC1000	Principles of Marketing	3
MKTC1100	Fundamentals of Sales	3
SMGT1082	Distribution, Operations, & Logistics	3
Total Credits		18

Spring Semester – First Year

Course#	Course Title	Credits
ELEC2110	Electrical Apparatus Theory	3
SMGT1205	Total Quality Management	4
SMGT1231	Planning & Project Management	2
SMGT1242	Effective Business Communication	3
SMGT1250	Managing Customer Service	1
SMGT2125	International Business	3
Total Credits		16

Fall Semester – Second Year

Course#	Course Title	Credits
ELEC2970	Internship	1-6
	Technical Electives*	1-5
COML1400	Introduction to Computers	3
	General Education Elective (MnTC Goal 3 or 4)**	4
Total Credits		13

Spring Semester – Second Year

Course#	Course Title	Credits
SPEE1020	Interpersonal Communication	3
ENGL1100	Writing and Research Skills	3
	General Education Electives**	7
Total Credits		13

TOTAL PROGRAM REQUIREMENTS 60

This is a sample course sequence resulting in an A.A.S. degree. Please consult your program advisor regarding your academic plans.

** Technical Electives - ELEC2970 Internship and/or Technical Electives must total 6 credits.*

*** Select General Education electives from any MnTC goal area. See pages 116-118 in the college catalog.*