



Department of Technology Systems
College of Technology and Computer Science

East Carolina University • Science and Technology Building, Suite 402 • Greenville, NC 27858-4353
252-328-9663 office • 252-328-1618 fax • <http://www.tecs.ecu.edu/tsys/undergrad/dist/> or <http://www.ecuidis.org>

Other Courses towards General College or Overall Electives our Students Take:

ITEC 2000. Industrial Technology Applications of Computer Systems Technical and managerial aspects of computer applications and information technology in industry and engineering areas.

ITEC 3290. Technical Writing Practice in writing about technical problems of significance to the student.

ITEC 3300. Technology Project Management System needs analysis identification, functional requirements analysis, IT project timelines, and system development progress metrics.

ITEC 4300. Quality Assurance Concepts Managerial, statistical, motivational, and technological aspects of quality control as practiced in manufacturing, construction, processing, and service industries.

COMM 2420. Business and Professional Communication Emphasis on developing excellent communication skills in everyday speaking, interviews, group presentations, and public speaking. Student organizes and delivers informative, persuasive, and group presentations.

ECON 2113. Principles of Microeconomics Elements of microeconomics and introduction to macroeconomics.

PHIL 2274. Business Ethics Survey of main theories of normative ethics and their application to moral issues that arise in business, such as employee rights and responsibilities, honesty in advertising, trade secrecy, and corporate social responsibility.

PSYC 3241. Personnel and Industrial Psychology Systems approach to study employee-employer relationships influencing productivity and satisfaction. Secondary emphasis on employee selection, job analysis, performance appraisal, and training. Research applied to industrial, governmental, and military organizations.

Overall Certification Students Receive:

- ✓ Occupational Safety and Health General Industry 1910 30 hour Certification
- ✓ American Society of Transportation and Logistics (ASTL) Certification in Transportation and Logistics (CTL)
- ✓ Sales and Marketing Executives (SME) Distributor Sales Level 1 Certification
- ✓ Six Sigma Yellow or Green Belt

Overall Software Students will be exposed to include:

- ✓ SAP (including modules in business process, transportation, customer relationship management, supply chain management, and warehouse management)
- ✓ Microsoft Access, Excel, Powerpoint, Word
- ✓ ACT! Sales Software
- ✓ Microsoft Project



Department of Technology Systems
College of Technology and Computer Science

East Carolina University • Science and Technology Building, Suite 402 • Greenville, NC 27858-4353
252-328-9663 office • 252-328-1618 fax • <http://www.tecs.ecu.edu/tsys/undergrad/dist/> or <http://www.ecuidis.org>

Distribution and Logistics Core Courses:

IDIS 2771. Introduction to Distribution and Logistics Overview of all aspects of the Distribution and Logistics industry. Includes sales and marketing techniques, supply chain issues, inventory control methods and case studies.

IDIS 3780, 3781. Warehousing and Materials Handling Study of warehousing operations and the management, logistics, control, productivity, and analytical tools and techniques used to analyze and solve problems related to warehouse profitability.

IDIS 3785. Global Logistics Evaluation of the impact of global and 3rd party logistics. Incoterms, Global Logistics strategy, inventory management, global sourcing, issues related to global logistics documents and customs, and international transportation will be discussed in detail.

IDIS 3790. Technical Presentations Investigation and utilization of tools, techniques, and technical systems for transmitting information related to problems and issues of contemporary industry.

IDIS 3795, 3796. Distributor Sales Role of the industrial distributor salesperson in the supply chain. Discussion of branch management issues are also analyzed. SME Distributor Sales Certification Test required.

IDIS 3800: Transportation Logistics Comprehensive examination of the critical issues involved in domestic and international transportation including logistical network design, third party selection, transportation regulations, shipment planning, and routing and scheduling.

IDIS 3805. Purchasing Logistics Comprehensive examination of the critical role of purchasing in supporting logistics strategy. Topics include supplier selection, product delivery, inventory management, application of technology, financial impact of purchasing, cost analysis, purchasing of transportation services, and negotiations.

IDIS 3815. Supply Chain Logistics Evaluates supply chain and its effect on logistics. Covers concepts and strategies used to design and manage the supply chain, and explains relationships that proper supply chain management has between sales and logistics.

IDIS 3825. Strategic Pricing for Distributors Examination of pricing in the distribution industry and pricing strategy as a competitive advantage. Covers breakeven cost analysis, value-based pricing, life-cycle pricing, segmented pricing, dynamic pricing, and channel strategy.

IDIS 3830. ERP Systems for Distributors Provides in-depth understanding of Enterprise Resource Planning, as well as application of case studies and exercises of an ERP software information system as it relates to the supply chain, distribution and logistics.

IDIS 3835. Security & Risk Analysis for Distributors. Logistics issues involving laws and regulations internationally and in the US. Includes safety and security issues involved in logistics. Risk assessment techniques and issues are also explored.

IDIS 4800. Distribution and Logistics Capstone I Capstone course involving a project exposing students to the practice of distribution and logistics. Minimum of 240 hours of supervised, full-or-part-time work experience required.

IDIS 4802: Distribution Research Application of new and innovative technologies used in the distribution and logistics fields. This course will serve as a capstone course for all Distribution and Logistics majors.



Department of Technology Systems
College of Technology and Computer Science

East Carolina University • Science and Technology Building, Suite 402 • Greenville, NC 27858-4353
252-328-9663 office • 252-328-1618 fax • <http://www.tecs.ecu.edu/tsys/undergrad/dist/> or <http://www.ecuidis.org>

Below you will find the catalogue descriptions for each course in our Distribution and Logistics program. This is an updated catalogue version. These descriptions will allow you to view the areas discussed in each course. Note that these are our main courses in our program along with the option of a business minor. I have not listed descriptions for the general education courses such as English, Physics, Chemistry, Algebra, and Fine Arts courses.

If you have questions, please feel free to email me at pagliaril@ecu.edu or call me at 252-328-9663.

Distribution and Logistics Program Courses at East Carolina University:

Business Minor Courses:

ACCT 2101. Survey of Financial and Managerial Accounting Survey of accounting principles from a user perspective.

FINA 2244. Legal Environment of Business US system or jurisprudence sources of the law, regulation of business, and principles of tort law, contracts, labor law, and property. Legal aspects of business organization.

FINA 3004. Survey of Financial Management Survey from a practical perspective. Includes TVM, capital budgeting techniques, cost of capital, risk and return analysis, leverage, and financial management of a firm.

MGMT 3202. Fundamentals of Management Organizational management, including managerial functions, understanding of individual needs and motivation, and managerial leadership.

MKTG 3832. Marketing Management Marketing concepts and their relevance to corporate objectives and methods of operation. Marketing environment, marketing mix, marketing planning and strategies implementation, and assessment of marketing performance.

MATH 2283. Statistics for Business May receive credit for one of MATH 2228, 2283. P: MATH 1065 or 1066 or equivalent. Sampling and probability distributions, measures of central tendency and dispersion, hypothesis testing, Chi-square, and regression.