

MODERN DISTRIBUTION SALES & MANAGEMENT (MDSM) Associate of Applied Science

MDSM Course Requirements

CRN	COURSE NAME	CREDIT HOURS
DSM 100	Introduction to Industrial Distribution	3
DSM 101	Industrial Branch Operations	3
DSM 102	Principles of Sales & Marketing	3
DSM 103	Manufacturer Distributor Relations	3
DSM 200	Materials Management & Procurement	3
DSM 201	Industrial Leadership & Management	3
DSM 202	Enterprise Resource Planning & Data Driven Decisions	3
DSM 203	Safety & Health Management	3
DSM 204	Occupational Work Experience	3

General Education Requirements

CRN	COURSE NAME	CREDIT HOURS
ENG 135	Writing for the Workplace OR higher	3
COM 106	Interpersonal Communications OR	3
COM 130	Communication for the Workplace OR	3
COM 131	Speech Communication OR	3
COM 276	Public Speaking	3
MTH 126	Technical Math OR higher	3
BUS 177	Human Relations OR equivalent*	3
HPR 101	Concepts of Physical Health OR	2
HPR 177	Personal & Community Health OR	3
HPR 176	Lifestyle Management OR	2
HPR 231	First Aid & Safety**	3
BUS 235	Microcomputer Office Applications I	3

TOTAL 65 CREDIT HOURS

Other Course Requirements

CRN	COURSE NAME	CREDIT HOURS
BUS 178	Introduction to Business	3
BUS 233	Business Law	3
BUS 234	Marketing	3
BUS 236	Business Communication	3
BUS 237	Business Management	3
ACC 111	Introduction to Accounting	3
ACC 177	Accounting 1	3
ACC 231	Computerized Accounting	3

*One course of at least three credit hours from one of the disciplines: Sociology, Political Science, Psychology, Social Sciences, or Economics

**Students who have completed basic training for the armed services may be excused from this requirement. Military transcript must be on file in the Office of the Registrar.

Students must take 21 credit hours from this list.