

**MODERN DISTRIBUTION SALES & MANAGEMENT (MDSM)
 Certificate**

PENDING APPROVAL BY KANSAS BOARD OF REGENTS AS OF MARCH 2018

Fall Semester

CRN	COURSE NAME	CREDIT HOURS
ACC 111	Introduction to Accounting OR	3
ACC 177	Accounting I	3
BUS 235	Microcomputer Office Applications I	3
DSM 100	Introduction to Industrial Distribution	3
DSM 101	Industrial Branch Operations	3
DSM 130	Manufacturer Distributor Relations	3
ENG 135	Writing for the Workplace or higher	3

Spring Semester

CRN	COURSE NAME	CREDIT HOURS
BUS 178	Introduction to Business	3
DSM 102	Principles of Sales & Marketing	3
DSM 200	Materials Management & Procurement	3
DSM 202	Enterprise Resource Planning & Data Driven Decisions	3
HPR 101	Concepts of Physical Health OR	2
HPR 176	Lifestyle Management OR	2
HPR 177	Personal & Community Health OR	3
HPR 231	First Aid & Safety	3
MTH 126	Technical Mathematics OR higher	3

TOTAL 34 REQUIRED CREDIT HOURS