

MODERN DISTRIBUTION SALES & MANAGEMENT (MDSM) Associate of 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
BUS 178	Introduction to Business*	3
BUS 218	Business Ethics*	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

*Advisor Approved Electives – minimum 7 Credits required

General Education Requirements

CRN	COURSE NAME	CREDIT HOURS
ENG 176	English Composition I	3
ENG 177	English Composition II	3
COM 106	Interpersonal Communications OR	3
COM 131	Speech Communication OR	3
COM 276	Public Speaking	3
MTH 177	College Algebra OR higher	3
BUS 235	Microcomputer Office Apps I	3
	Natural & Physical Sciences (Lab)*	9-10
	Social & Behavioral Sciences**	9
	Humanities***	9
	Lifetime Fitness & Health****	3-4

TOTAL 64 CREDIT HOURS

*One (1) biological science lab course & One (1) physical science lab course

**Three (3) courses of three (3) credit hours each must be taken from at least two (2) of the following disciplines: Sociology, Political Science, Psychology, Social Sciences, Economics.

***Three (3) courses of three (3) credit hours each must be taken from at least two (2) of the following disciplines: Art, History, Music, Humanities, Drama, Philosophy, Literature. Performance & studio courses are excluded.

****HPR101: Concepts of Physical Health (2) OR HPR177: Personal & Community Health (3) OR HPR176 Lifestyle Management (2) **And** Physical activity course from approved list (1). Students who have completed basic training for the armed services may be excused from the Lifetime Fitness & Health requirement. (Military transcript must be on file in the Office of the Registrar.)