



Modern Distribution Sales and Management courses allow high school students in grades 11 and 12 to begin their college classes while in high school. In order to earn an MDSM Certificate, students must complete 35 credit hours as outlined below. Please utilize the College Catalog from our website to validate program/degree requirements. The college courses followed by "online option" notation may be offered as face-to-face and/or online. High school course offerings are not available in all areas.

Cost

Secondary students enrolled in a post-secondary tiered technical course at Pratt Community College will not be charged tuition or general fees. Students will be responsible for book and course fees. Course fees may be charged for designated courses.

Secondary students who enroll in courses that are non-tiered will be charged the current tuition and fees as set by Pratt Community College.

Degree Options

Pratt Community College offers a Certificate in Modern Distribution Sales and Management (MDSM). Students who successfully complete the required courses will earn an MDSM certificate while in high school. Additionally, they may earn credit towards their Associate of Applied Science Degree in MDSM.

Career Options

The MDSM Certificate creates the opportunity for students to find a career through the network of job opportunities offered by the MDSM Program.

^Tiered technical course

*Course fee applies-check with Admissions
**Course credit may be earned through Articulation agreements
+ Placement Test Required

Potential Earnings

Entry Level: \$28,000
Median: \$40,000
Experienced: \$60,000

High School Core Competencies

Students completing their MDSM certificate have shown an understanding and application of math, social studies, language arts specifically within the work/career setting.

11th Grade

Fall Semester

- ^DSM100 – Introduction to Industrial Distribution- 3 cr. hrs. (online option)
- *BUS235 – Micro-computer Office Applications – 3 cr. hrs. (online option)
- *+ENG135 – Writing for the Workplace or higher – 3 cr. hrs. (online option)

Spring Semester

- ^BUS178 – Introduction to Business – 3 cr. hrs.
- *HPR Health Course 2 or 3 cr. hrs. – (online option)
- *+MTH126 - Technical Math – 3 cr. hrs. (online option)

17 college cr. hrs.

12th Grade

Fall Semester

- ^+DSM101 – Distributor Operations and Finance – 3 cr. hrs. (online option)
- ^DSM202 Materials Management & Procurement – 3 cr. hrs. (online option)
- ^ACC111 Introduction to Accounting OR ^ACC177 Accounting I – 3 cr. hrs.

Spring Semester

- ^DSM102 – Sales in Distribution – 3 cr. hrs. (online option)
- ~DSM103 – Manufacturer Distributor Relations – 3 cr. hrs. (online option)
- ^DSM202 – Enterprise Resource Planning and Data Driven Decisions – 3 cr. hrs. (online option)

18 college cr. hrs.