

Program:	Industrial Distribution
Degree:	BS
Department:	Engineering Technology and Industrial Distribution
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<b>Outcome</b>	<b>Master the depth of knowledge required for a degree</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (a) an ability to select and apply the knowledge, techniques, skills, and modern tools to broadly defined industrial distribution activities</li> <li>• (b) an ability to select and apply a knowledge of mathematics, science, engineering, and technology to engineering technology problems</li> <li>• (c) an ability to conduct standard tests and experiments, as well as to analyze and interpret data</li> <li>• *Knowledge of principles and processes for providing customer and personal services. This includes customer needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.</li> <li>• **Ability to manage logistic activities including purchasing, transportation, inventory, and warehousing.</li> </ul>

<b>Outcome</b>	<b>Demonstrate critical thinking</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (f) an ability to identify, analyze, and solve broadly-defined engineering problems</li> <li>• * Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.</li> <li>• * Gather customer or product information to determine customer needs.</li> <li>• *Negotiate prices or other sales terms.</li> <li>• **Review logistical functions and identify areas for improvement</li> </ul>

<b>Outcome</b>	<b>Communicate effectively</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (g) an ability to apply written, oral, and graphical communication in both technical and non-technical environments</li> <li>• * Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.</li> </ul>

<b>Outcome</b>	<b>Practice personal and social responsibility</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (i) an understanding of and a commitment to address professional and ethical responsibilities including a respect for diversity</li> <li>• (j) knowledge of the impact of engineering technology solutions in a societal and global context</li> </ul>

<b>Outcome</b>	<b>Demonstrate social, cultural, and global competence</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (d) an ability to design systems, components, or processes for broadly-defined engineering technology problems appropriate to industrial distribution</li> </ul>

<b>Outcome</b>	<b>Prepare to engage in lifelong learning</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (h) an understanding of the need for and an ability to engage in self-directed continuing professional development;</li> <li>• *Job requires establishing and maintaining personally challenging achievement goals and exerting effort toward mastering tasks.</li> </ul>

<b>Outcome</b>	<b>Work collaboratively</b>
Marketable Skills	<ul style="list-style-type: none"> <li>• (e) an ability to function effectively as a member or leader on a technical team;</li> <li>• *Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.</li> </ul>

Notes:

- Marketable skills listed with an asterisk (\*) for this example program were drawn from the Knowledge, Skills, and Abilities identified by the US Department of Labor and Statistics for “Sales representatives, wholesale and manufacturing, technical and scientific products” as published on O\*Net Online (<https://www.onetonline.org/link/summary/41-4011.00> )
- Marketable skills listed with \*\* were obtained from <https://www.bls.gov/ooh/business-and-financial/logisticians.htm#tab-2>.
- Marketable skills listed with a letters (a)-(k) for this example program were drawn from ABET – ETAC old Criterion 3.
- Alternate sources for degree-specific marketable skills include learning outcomes and associated metrics used for programmatic assessment
- Learning outcomes or skills required for programmatic accreditation