EXPLORING BUSINESS MAJORS

ENERGY COMMERCE

Degree: Bachelor of Business Administration in Energy Commerce

Job Placement Rate*: 92.8% (May and December 2013 combined)

Major Admission Requirements: Minimum 3.25 cumulative GPA, application, writing sample, resume and panel interview

Popular Double Majors and Concentrations: Finance, Supply Chain Management

Available Certificates: Certificate in Energy (Minimum 3.25 GPA)

Majors Most Often Paired with Certificate in Energy: Finance, Accounting, Marketing

Popular Study Abroad Options and Faculty-led Programs (FLP): World Energy Project (FLP), Global Energy Perspectives (FLP)

*Dependent on market conditions and number of graduates

COMPANIES THAT HIRE RAWLS GRADUATES

• Anadarko Petroleum
• BHP Billiton
• BP
• Chesapeake
• Chevron
• ConocoPhillips
• Devon Energy
• Encana
• Noble Energy
• Occidental Petroleum Corporation
• Pioneer Natural Resources
• Southwestern Energy

CAREERS

Oil and Gas Industry
Upstream (Exploration and Production)*

• In-house negotiator
• Division order analyst
• Title analyst
• Ownership representative

*All jobs are contract- or legal-based so emphasis is more on literary than scientific skills. Negotiation, people, written and oral communication skills are essential.

ENERGY COMMERCE STUDENT ORGANIZATIONS

• Energy Commerce Association (ECA) (only available to Energy Commerce majors and Energy Certificate students) | ec.ba.ttu.edu/eca

For a complete list of student organizations within the Rawls College of Business, visit www.ba.ttu.edu/officeofthedean/studentorgs.
SAMPLE COURSE CURRICULUM

Success in the Land Negotiator position, as well as all other business pursuits in the exploration and production segment of the oil and gas industry, is largely dependent on mastery of communication skills. While many students have decent to adequate oral communication skills, it is imperative that students learn to communicate effectively in writing. The Energy Commerce curriculum is designed to assist students in honing their writing skills and style through frequent writing assignments and quizzes.

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U.S. Energy Policy and Regulation

• Energy policy issues and their effect on production and use
• Cost benefit analysis
• Quantity mandates, price controls, cap and trade
• Regulation of energy resources

Exploration & Production Techniques

• Hydrocarbon geology
• Drilling mechanics and issues
• Well test and completion methods
• Thematic mapping and spatial analysis (GIS)

Oil & Gas Agreements I & II

• Federal onshore and offshore oil and gas lease
• Farmouts/term assignments
• Federal exploratory unit
• JOA
• Title opinions and curatives

Global Energy Transactions

• Geopolitical influence on the energy industry
• Global energy history, current state of the industry and future possibilities and obstacles

Energy Markets

• Oil refining
• Natural gas processing
• Transportation and marketing
• Power generation and transmission
• Energy trading

RAWLS COLLEGE OF BUSINESS AND TEXAS TECH UNIVERSITY RESOURCES

Texas Tech University

• Admissions | www.admissions.ttu.edu
• Financial Aid | www.financialaid.ttu.edu
• Scholarships | www.scholarships.ttu.edu

Rawls College of Business

• Career Management Center | www.rawlscmc.ba.ttu.edu
• Area of Energy, Economics and Law | ec.ba.ttu.edu
• Georgie G. Snyder Communication Skills Center | comskillscenter.ba.ttu.edu
• Undergraduate Services Center | undergrad.ba.ttu.edu

While every effort has been made to ensure accuracy, the Rawls College of Business reserves the right to make changes to pertinent information including but not limited to degree plans and program requirements.