EXPLORING BUSINESS MAJORS

ENERGY COMMERCE

Degree: Bachelor of Business Administration in Energy Commerce

Job Placement Rate*: 97% (May 2015)

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

Available Concentrations: Petroleum Land Management or Energy Transaction Analysis

Available Certificates: Certificate in Energy (Minimum 3.25 GPA)

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

Example of Study Abroad Countries: Austria, France, Germany, Peru, United Kingdom
See a full list of study abroad programs for your major at RawlsAbroad.com.

*Dependent on market conditions and number of graduates

CAREERS

Petroleum Land Management Concentration
• In-house negotiator
• Division order analyst
• Title analyst
• Ownership representative

Energy Transaction Analysis Concentration
• Gas marketing
• Business analyst/strategic planner
• Energy trading
• Investment banking

*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 studentorgs.ba.ttu.edu

COMpanies that HIRE RAWLS GRADUATES

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

CERTIFICATE IN ENERGY

While there are few Energy Commerce type programs, most universities graduate students in accounting, marketing, management, etc. In order to help other Rawls College of Business areas distinguish their students, the Center for Energy Commerce has partnered with the other Rawls College areas to offer a core energy education, a Certificate in Energy, for select students. Students interested in energy finance and lending, commodity trading or energy accounting are better served majoring in Finance or Accounting and pursuing the certificate. The certificate also complements the Marketing Supply Chain Management concentration.
Successful business pursuits in the oil and gas industry are largely dependent on the 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.

**Energy Industry Fundamentals**
- Energy resources
- Supply and demand
- Issue analysis and critical thinking
- Economic effect of government policies
- Environmental issues in energy

**Petroleum Land Management**
- Legal descriptions
- Real property law
- Conveyances/recording
- WI/NRI calculations
- Pooling
- Well trades

**Oil & Gas Law I & II**
- Nature and protection of interest in oil and gas
- The oil and gas lease
- Covenants implied in oil and gas leases
- Transfers subsequent to a lease
- Pooling and unitization

**Global Energy Transactions**
- Geopolitical influence on the energy industry
- Global energy history, current state of the industry and future possibilities and obstacles

**Acquisitions & Divestitures**
- Valuation analysis of proposed transactions
- Agreements utilized in A&D
- Financing options/proceeds utilization

**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

**Energy Markets**
- Oil refining
- Natural gas processing
- Transportation and marketing
- Power generation and transmission
- Energy trading

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**SAMPLE COURSE CURRICULUM**

**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.com
- 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.