EXPLORING BUSINESS MAJORS

ENERGY COMMERCE

Degree: Bachelor of Business Administration in Energy Commerce

Job Placement Rate*: 90.7% (May 2016)

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

Available Certificates: Certificate in Energy (Minimum 3.25 GPA)

Majors Most Often Paired with Certificate in Energy: Finance, Accounting, Marketing (Supply Chain Management Concentration)

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

COMPANIES THAT HIRE RAWLS GRADUATES
- Anadarko Petroleum
- Apache
- BHP Billiton
- Chesapeake
- Chevron
- ConocoPhillips
- Devon Energy
- Encana
- Enterprise Products Partners
- Noble Energy
- Occidental Petroleum Corporation
- Pioneer Natural Resources
- SM Energy
- Southwestern Energy
- XTO Energy

CAREERS
- In-house negotiator
- Division order analyst
- Title analyst
- Ownership representative
- Gas marketing distribution analyst
- Strategic planning & business development analyst
- Energy trading
- Market analyst

*Negotiation, critical thinking, analytic, 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.
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 research projects.

### 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

### 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

### Geopolitics of Energy
- 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

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**Texas Tech University**
- Admissions | [www.admissions.ttu.edu](http://www.admissions.ttu.edu)
- Financial Aid | [www.financialaid.ttu.edu](http://www.financialaid.ttu.edu)
- Scholarships | [www.scholarships.ttu.edu](http://www.scholarships.ttu.edu)

**Rawls College of Business**
- Career Management Center | [www.rawlscmc.com](http://www.rawlscmc.com)
- Area of Energy, Economics and Law | [ec.ba.ttu.edu](http://ec.ba.ttu.edu)
- Georgie G. Snyder Communication Skills Center | [comskillscenter.ba.ttu.edu](http://comskillscenter.ba.ttu.edu)
- Undergraduate Services Center | [undergrad.ba.ttu.edu](http://undergrad.ba.ttu.edu)

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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.