

The Master of Business Administration with a concentration in Petroleum Management (MBA-PM) program combines a unique curriculum of masters-level business and engineering courses. While the MBA-PM program is specifically designed to meet the requirements of duty for U.S. Naval Supply Corps officers, this opportunity is open to all students. The program is 50-61 credit hours depending on whether a student has already completed prerequisites.

The MBA-PM program is offered on a full-time basis at the main campus in Lawrence, Kan. Graduates from the programs will receive a KU MBA with a special Petroleum Management designation.

Admission requirements:

Admissions for this program differ slightly from those of the full-time and part-time/evening MBA degrees. While previous business or engineering experience is not required, applicants must demonstrate sufficient analytical abilities necessary to succeed in graduate-level courses.

PREREQUISITE COURSES: 11 credit hours

MATH 122	Calculus II	5 credits
C&PE 121	Introduction to Computers in Engineering	3 credits
One of the following: ME 312	Thermodynamics	3 credits
C&PE 221	Basic Engineering Thermodynamics	3 credits

MBA FOUNDATION CORE COURSES: 19 credit hours

All of the following:

ACCT 701	Financial Accounting	2 credits
BE 701	Managerial Economics	2 credits
BE 702	Global Economic Environment of Business	2 credits
DSCI 701	Statistical Decision Making	2 credits
DSCI 702	Operations Management	2 credits
FIN 701	Financial Management	2 credits
MKTG 701	Marketing Management	2 credits
IST 701	Managerial Information Systems	2 credits
MGMT 704	Strategic Management	2 credits
IBUS 700	Managing in a Global Environment	1 credit

MBA ELECTIVES: 16 credit hours

The remaining 16 hours of MBA courses can be taken in a variety of business-specific subject areas. Elective courses commonly available are found in areas like entrepreneurship, finance, human resources management, information systems, international business, marketing, and strategic management.

ENGINEERING REQUIRED COURSES: 15 credit hours

One of the following:

C&PE 511	Momentum Transfer	3 credits
ME 510	Fluid Mechanics	3 credits
All of the following:		
C&PE 522	Economic Appraisal of C&PE Projects	2 credits
C&PE 765	Corrosion Engineering	3 credits
C&PE 804	Petroleum Management Seminar	1 credit
C&PE 825	Graduate Problems in C&PE	3 credits

Students are encouraged to take EMGT 850 but can choose to accumulate 3 hours of engineering courses designated by the ENGR prerequisite. These courses are experiential in nature and students should consult a School of Engineering adviser before enrolling.

EMGT 850	Environmental Issues for Engineering Managers	3 credits
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The KU Masters Recruiting office can answer your questions regarding the MBA-PM program. Contact staff at 785-864-7500 or bschoolgrad@ku.edu for assistance. You can see additional masters degree programs at the KU business school at www.business.ku.edu.

MBA concentrations:

ENTREPRENEURSHIP & INNOVATION: 12 credit hours

Students must complete the following course:

ENTR 750	New Venture Creation	4 credits
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Students must choose at least 8 credit hours among the following to complete concentration requirements:

BLAW 703	Legal Aspects of Business Organizations	3 credits
ENTR 895	Profitable Entrepreneurial Growth	2 credits
MGMT 785	Business Consulting	4 credits
FIN 750	Entrepreneurial Finance I	2 credits
FIN 751	Entrepreneurial Finance II	2 credits
MGMT 725	Management of Technology I	2 credits
MGMT 726	Management of Technology II	2 credits
MKTG 702	New Product Management	3 credits

FINANCE TRACK: 12 credit hours

In terms of outside validation, completion of the finance track should prepare a student to master Level I material for the Chartered Financial Analyst exam. Routinely offered electives include:

ACCT 704	Financial Statement Presentation and Analysis I	2 credits
ACCT 705	Financial Statement Presentation and Analysis II	2 credits
FIN 705	Investment Theory	2 credits
FIN 706	Investment Analysis	2 credits
FIN 725	Business Valuation	3 credits
FIN 730	Applied Portfolio Management	4 credits
FIN 735	International Finance	2-3 credits
FIN 740	Forwards, Futures, and SWAPS	2 credits
FIN 741	Options	2 credits
FIN 745	Business Investing	2 credits
FIN 746	Business Financing	2 credits
FIN 895	Risk Analysis	2 credits
FIN 895	Mergers and Acquisitions	2-3 credits

MARKETING: 12 credit hours

MKTG 702	New Product Management	3 credits
MKTG 703	Consumer Behavior	3 credits
MKTG 704	Marketing Research	3 credits
MKTG 705	Marketing Communications	3 credits
MKTG 706	Strategic Marketing, Planning, and Decision-making	3 credits
MKTG 708	Global Marketing	3 credits
MKTG 711	Pricing Strategies	3 credits
MKTG 895	Return on Investment Driven Marketing	2 credits

HUMAN RESOURCES MANAGEMENT: 12 credit hours

MGMT 721	Management of Workforce Diversity	3 credits
MGMT 732	Recruiting and Selecting Effective Employees	2 credits
MGMT 733	Advanced Methods for Selecting Employees	2 credits
MGMT 734	Compensating and Rewarding Employees: Foundations	2 credits
MGMT 735	Compensating and Rewarding Employees: Alternative Approaches	2 credits
MGMT 736	Managing People: Applications and Skills	2 credits
MGMT 737	Internal Labor Markets and Incentive Systems	2 credits
MGMT 738	Training and Developing an Effective Workforce	2 credits
MGMT 739	Career Development and Management	2 credits
MGMT 740	Appraising and Managing Employee Performance	2 credits
MGMT 741	International Human Resources Management	2 credits
MGMT 742	Labor Markets and Human Capital	2 credits
MGMT 743	Legal Environment for Managing Employees	2 credits

INFORMATION SYSTEMS: 12 credit hours

Students must complete the following three courses:

IST 702	Systems Development	3 credits
IST 704	Database Management	3 credits
IST 706	Systems Analysis and Design	3 credits

Students must choose one of the following to complete concentration requirements:

IST 708	Strategic Information Systems Planning	3 credits
IST 709	Business Computer Networking	3 credits
IST 710	Developments in Software Technology	3 credits
IST 712	Information Security	3 credits

Students should consider coursework beyond minimum concentration requirements. Potential electives include:

IST 730	IT Project Management	3 credits
IST 895	Telecommunications Management	3 credits
IST 895	Information Systems Consulting	3 credits
IST 895	E-Commerce: An Integrated Perspective	1-5 credits
IST 895	Web Development and Application	3 credits
MGMT 725	Management of Technology I	2 credits
MGMT 726	Management of Technology II	2 credits
MKGT 710	Internet Marketing	3 credits
EECS 603	Information Processing with C++	3 credits
EECS 663	Introduction to Communication Networks	3 credits
EMGT 840	Systems Approach to Engineering	3 credits
EMGT 844	Managing Software Development Projects	3 credits

INTERNATIONAL BUSINESS: 12 credit hours

ACCT 895	International Accounting	3 credits
FIN 735	International Finance	2-3 credits
FIN 740	Global Financial Risk Management I	2 credits

FIN 741	Global Financial Risk Management II	2 credits
IBUS 701	International Business	2 credits
IBUS 702	International Business Strategy	2 credits
IBUS 703	Developing and Implementing a China Strategy	2-3 credits
IBUS 705	Doing Business in Europe: A French Perspective	2-3 credits
IBUS 895	International Business Law	3 credits
IBUS 895	Doing Business in Italy	3 credits
MGMT 720	Comparative and Cross-Cultural Management	3 credits
MGMT 741	International Human Resources Management	2 credits
MGMT 746	Global Business Environment	2 credits
MKGT 708	Global Marketing	3 credits

MANAGEMENT: 12 credit hours

MGMT 807	Ethical Decision-making in Business	2 credits
MGMT 715	Management of Organizations	3 credits
MGMT 716	Organizational Change and Development	3 credits
MGMT 717	Organizational Problem Solving	3 credits
MGMT 718	Organizational Design	3 credits
MGMT 720	Comparative and Cross-cultural Management	3 credits
MGMT 721	Management of Workforce Diversity	3 credits
MGMT 723	Advanced Topics in Management of Organizations	2-5 credits
MGMT 814	Behavioral Research Methods	4 credits

Students should consider coursework beyond minimum concentration requirements. Potential electives include:

BE 710	Organizational Economics	3 credits
BE 712	Political Strategy for Managers	2 credits
DSCI 746	Contemporary Issues in Operations Management	3 credits
FIN 745	Business Investing	2 credits
FIN 746	Business Financing	2 credits
MKTG 702	New Product Management	3 credits

