

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/BUS 703	Financial Accounting	2 credits
BE 701/BUS 702	Managerial Economics	2 credits
BE 702/BUS 707	Global Economic Environment of Business	2 credits
DSCI 701/BUS 704	Statistical Decision Making	2 credits
DSCI 702/BUS 819	Operations Management	2 credits
FIN 701/BUS 709	Financial Management	2 credits
MKTG 701/BUS 711	Marketing Management	2 credits
IST 701/BUS 706	Managerial Information Systems	2 credits
MGMT 704/BUS 720	Strategic Management	2 credits
MGMT 705/BUS 715	Managing in a Global Environment	1 credit
MGMT 707/BUS 724	Presentation Skills	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 895/BUS 895 New Venture Creation 4 credits

Students must choose at least 8 credit hours among the following to complete concentration requirements:

BLAW 703/BUS 781 Legal Aspects of Business Organizations 3 credits

ENTR 895/BUS 895 Profitable Entrepreneurial Growth 2 credits

MGMT 895/BUS 895 Business Consulting 4 credits

FIN 750/BUS 896 Entrepreneurial Finance I 2 credits

FIN 751/BUS 895 Entrepreneurial Finance II 2 credits

MGMT 725/BUS 812 Management of Technology I 2 credits

MGMT 726/BUS 813 Management of Technology II 2 credits

MKTG 702/BUS 765 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/BUS 731 Financial Statement Presentation and Analysis I 2 credits

ACCT 705/BUS 732 Financial Statement Presentation and Analysis II 2 credits

FIN 705/BUS 751 Investment Theory 2 credits

FIN 706/BUS 752 Investment Analysis 2 credits

FIN 725/BUS 757 Business Valuation 3 credits

FIN 730/BUS 758 Applied Portfolio Management 4 credits

FIN 735/BUS 759 International Finance 3 credits

FIN 740/BUS 760 Forwards, Futures, and SWAPS 2 credits

FIN 741/BUS 761 Options 2 credits

FIN 745/BUS 762 Business Investing 2 credits

FIN 746/BUS 763 Business Financing 2 credits

FIN 895/BUS 788 Risk Analysis 2 credits

FIN 895 Mergers and Acquisitions 2 credits

MARKETING: 12 credit hours

MKTG 702/BUS 765 New Product Management 3 credits

MKTG 703/BUS 766 Consumer Behavior 3 credits

MKTG 704/BUS 767 Marketing Research 3 credits

MKTG 705/BUS 768 Marketing Communications 3 credits

MKTG 706/BUS 769 Strategic Marketing, Planning, and Decision-making 3 credits

MKTG 708/BUS 771 Global Marketing 3 credits

MKTG 711/BUS 895 Pricing Strategies 3 credits

MKTG 895/BUS 895 Return on Investment Driven Marketing 2 credits

HUMAN RESOURCES MANAGEMENT: 12 credit hours

MGMT 721/BUS 806 Management of Workforce Diversity 3 credits

MGMT 732/BUS 825 Recruiting and Selecting Effective Employees 2 credits

MGMT 733/BUS 826 Advanced Methods for Selecting Employees 2 credits

MGMT 734/BUS 827 Compensating and Rewarding Employees: Foundations 2 credits

MGMT 735/BUS 828 Compensating and Rewarding Employees: Alternative Approaches 2 credits

MGMT 736/BUS 829 Managing People: Applications and Skills 2 credits

MGMT 737/BUS 830 Internal Labor Markets and Incentive Systems 2 credits

MGMT 738/BUS 831 Training and Developing an Effective Workforce 2 credits

MGMT 739/BUS 832 Career Development and Management 2 credits

MGMT 740/BUS 833 Appraising and Managing Employee Performance 2 credits

MGMT 741/BUS 834 International Human Resources Management 2 credits

MGMT 742/BUS 835 Labor Markets and Human Capital 2 credits

MGMT 743/BUS 836 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/BUS 812	Management of Technology I	2 credits
MGMT 726/BUS 813	Management of Technology II	2 credits
MKGT 710/BUS 895	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/BUS 895	International Accounting	3 credits
FIN 735/BUS 759	International Finance	3 credits
FIN 740/BUS 760	Global Financial Risk Management I	2 credits

FIN 741/BUS 761	Global Financial Risk Management II	2 credits
IBUS 701/BUS 810	International Business	2 credits
IBUS 702/ BUS 814	International Business Strategy	2 credits
IBUS 703/BUS 895	Developing and Implementing a China Strategy	2-3 credits
IBUS 705/BUS 895	Doing Business in Europe: A French Perspective	2-3 credits
IBUS 895/BUS 895	International Business Law	3 credits
IBUS 895/BUS 895	Doing Business in Italy	3 credits
MGMT 720/BUS 805	Comparative and Cross-Cultural Management	3 credits
MGMT 741/BUS 834	International Human Resources Management	2 credits
MGMT 746/BUS 845	Global Business Environment	2 credits
MKGT 708/BUS 771	Global Marketing	3 credits

MANAGEMENT: 12 credit hours

MGMT 807/BUS 807	Ethical Decision-making in Business	2 credits
MGMT 715/BUS 800	Management of Organizations	3 credits
MGMT 716/BUS 801	Organizational Change and Development	3 credits
MGMT 717/BUS 802	Organizational Problem Solving	3 credits
MGMT 718/BUS 803	Organizational Design	3 credits
MGMT 720/BUS 805	Comparative and Cross-cultural Management	3 credits
MGMT 721/BUS 806	Management of Workforce Diversity	3 credits
MGMT 723/BUS 809	Advanced Topics in Management of Organizations	2-5 credits
MGMT 814/BUS 804	Behavioral Research Methods	4 credits

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

BE 710/BUS 849	Organizational Economics	3 credits
BE 712/BUS 846	Political Strategy for Managers	2 credits
DSCI 746/BUS 790	Contemporary Issues in Operations Management	3 credits
FIN 745/BUS 762	Business Investing	2 credits
FIN 746/BUS 763	Business Financing	2 credits
MKTG 702/BUS 765	New Product Management	3 credits

