Baylor University
Hankamer School of Business

Certificate Program in Energy Commerce
Presentation to BUS 1201
October 3, 2018

Dr. Steve Green
Professor of Economics & Statistics
Fraction of Personal Income from Oil & Gas Extraction

US  TEXAS
Texas Rig Count (not including offshore)
Paul Foster began working in oil fields as a teenager, welding pipes, digging ditches and cleaning tanks. He called that labor "the single biggest motivation to get an education." He graduated from Baylor and became a certified public accountant before running finances for oil refineries across the Southwest. He founded Western Refining in 1997 and took it public in 2006. He is chairman of the company, which operates two refineries and owns 200 convenience stores in the southwestern U.S.
PURPOSE

The purpose of the Energy Commerce (EC) Certificate program is to make students of all business majors more attractive candidates for employment in the energy industry.
Certificate Program?

- What?
- Why?
Structure of Program

• REQUIREMENTS
  – FOUR (4) courses – assumes you are now a freshman
    • BUS 2222 – Intro to Energy Commerce (Spring 2019) -- FR
    • GEO 4361 – Applied Petroleum Geoscience (Fall 2019) – SOPH
    • ACC 4310 – Petroleum Accounting (Spring 2020/1) -- SOPH/JR
    • ECO 4321 – Energy Economics (Fall 2020/1) – JR/SR
  – Internship after Junior Year (Summer 2021)
  – Capstone Project
  – Field Trips
  – Connection to Alumni and supporters in the industry

• APPLY for program at the same time you apply to HSB
  – After 60 hours
  – Challenging and Competitive
Spring 2018 Field Trip
Spring 2018 Field Trip
GEO 4361

- Applied Petroleum Geoscience
  - Dr. Stacy Atchley
- Take before internship (summer after junior year)
- Offered only every other year 🙁
  - LIMITED enrollment
  - Next offered in Fall 2019 (Fall of your sophomore year if you are now a freshman)
- Has TWO (2) GEO prerequisite courses (“B” or better)
  - GEO 1406 (Historical Geology)
  - Either GEO 1403 (Environmental Geology) or GEO 1405 (Physical Geology) – 1405 preferred
  - Must take BOTH before Fall 2020
    - BBA requires only ONE lab science class

- CONTACT DR. GREEN BEFORE REGISTRATION
Baylor Investment & Advisory (I&A) Network

• Educates, trains, and mentors students on specific career opportunities not covered in-depth by University resources, with a primary focus on investment banking
• Interested students apply and interview to be accepted into the program
• Accepted students are trained by industry professionals on the interview process and required on-the-job skills
• Establishes a network of experienced industry alumni that provides one-on-one guidance and mentorship to students
• Competitive
How does the Energy Commerce Program relate to the I&A Network?

• The I&A Network has a strong presence within the Energy Investment Banking Industry
• Energy Investment Banking is the section of Investment Banking that focuses specifically on advising Energy Companies
• The Energy Commerce Program is incredibly valuable to a student trying to recruit because of:
  I. The energy specific knowledge that is gained through the program
  II. The addition to a well-rounded resume
Interested?

- Contact Dr. Green
- Get on mailing list
  - www.baylor.edu/business/energy
    - Click on “interest form” and complete it to receive email updates
    - Web site will be updated in the next few days
- Consider taking BUS 2222 next spring (2019)
  - Most likely TR 3:30-4:20
- Be on track to take the two GEO courses before Fall 2019 (next fall!)
  - … in order to meet the prerequisite for GEO 4361
  - GEO 1406 would be best to take first
  - Possible to take somewhere else and transfer in (make sure!)
INTERESTED?

• [steve_green@baylor.edu](mailto:steve_green@baylor.edu)
• Baylor Investment and Advisory Network
  – (Google it)