University of Nicosia, Cyprus

Course Code MBA-775	**Course Title** Oil & Gas Industry	**ECTS Credits** 7.5
Department School of Business	**Semester** Summer	**Prerequisites** None
Type of Course Elective	**Field** Energy Management	**Language of Instruction** English
Level of Course 2nd Cycle	**Year of Study** 2nd	**Lecturer(s)** Dr Marios Valiantis
Mode of Delivery face-to-face	**Work Placement** N/A	**Co-requisites** None

Objectives of the Course:

To introduce the student to the nature and function of companies and other organizations involved in financial, commercial and contractual activities in the Mediterranean Sea and world-wide oil and gas industries.

Learning Outcomes:

On completion of this module, students are expected to be able to:

1. Critically discuss the objectives and functions of companies and organisations in the upstream oil and gas supply chain.
2. Critically assess the relationships between companies and organisations in the upstream oil and gas supply chain.
3. Evaluate the significance of marketing and marketing issues to upstream oil and gas organisations.
4. Evaluate the risks associated with the upstream oil & gas industry across the life cycle of a development and/or life cycle of a basin.

Course Content:

The module will cover the lifecycle of an oil field, covering the three major stages: before discovery, through development, to abandonment. It will provide students with the understanding of the role of the various key players involved in the oil industry - governments, oil companies, service companies, regulators and external (i.e. non-oil) bodies.
The module will also cover the concept of the Operators and how they discharge their legal and commercial obligations, and the basics of marketing, market segmentation and supplier selection, negotiations, price setting, the sales process. The students will also learn to review the risks encountered by the industry, including the effects of oil price valuations, political risk, exploration risk, construction risk, operating risk, etc.

Teaching Methods:

Module is delivered in taught and online by lectures and seminars, case studies and interactive group work and directed self-study.

The module is also taught by on-line learning materials, seminars, tutorial support, discussion forums and directed self study.

Assessment Methods:

Attendance and Participation, Weekly exercises, Final Exam, Project

Required Textbooks:

Authors	Title	Publisher	Year	ISBN
Yergin D.	The prize: the epic quest for oil, money and power	New York: Free Press	2009	

Recommended Textbooks/Reading:

Journals: World Oil, Energy Economics
Databases: Onepetro, Business Source Premier