

EMBA – OIL & GAS

SEMESTER 1

Course Code: **MB-101: Managing Individuals and Organizations**

COURSE CONTENTS

Managerial Roles, Functions and Skills
Analyzing Interpersonal Relations
Motivation
Management of Perceptions
Job Analysis and Evaluation
Supervision
Leadership
Authority Power & Politics in Organization
Human Resource Planning
Selection and Recruitment
Performance Appraisal
Human Resource Development
Training and Development
Internal Mobility
Compensation Management

Course Code: **MBOF – 912: Financial Management**

COURSE CONTENTS

Introduction to Finance
Time Value of Money
Capital Budgeting: Methods & Considerations
The Financing Decision
Dividend Payout Decisions
Introduction to Working Capital
Current Assets Management
Credit Rating, Hire Purchase & Leasing

Course Code: **MBCM - 771: Marketing Management**

COURSE CONTENTS

Marketing: Basic Concepts
Meaning, Functions and Importance of Marketing Management
Consumer Behaviour and Motivation
Product and Product Policies
Pricing Decisions, Price Policy and Strategy
Channels of Distribution and Logistics Management
Marketing Research and Market Segmentation
Sales Promotion
Sales Forecasting
Advertising Management

Course Code: **MDSO - 801 (Vol 1-3)**

Course Name: **Understanding Oil & Gas Business**

COURSE CONTENTS

Basic Concepts
The Micro-System
The Exploration of Oil
Oilfield Processing
Gas Processing
Petroleum Refining
Petrochemical Industry
Transportation of Oil, Gas and Products
Health, Safety and Environment
IT Applications in Hydrocarbon Industry
Economics and Technology Trends

SEMESTER 2

Course Code: **MDSO-805: Understanding Petrochemical Business**

COURSE CONTENTS

Introduction to Petrochemicals
Raw Materials for Petrochemical Processes
Petrochemical Intermediates, Products and End-uses
Polymers and Their Processing
Process Technologies
Indian Scenario
Global Scenario

Course Code: **MDSO-804**

Course Name: **Fundamentals of Petroleum Refining**

COURSE CONTENTS

Growth & Development of Refining Industry in India
Crude Oil and its Characteristics
Specifications of Petroleum Products & Related Tests
Integrated Refinery & Petrochemical Plants
Future Refining Scenario
Advances in Petroleum Refining
Hydrocarbon Loss Minimization
Energy Conservation
Gross Refining Margin
Oil Accounting
Excise & Custom – Petroleum Products

Course Code: **MDSO-802: Fundamentals of Petroleum Exploration**

COURSE CONTENTS

Introduction
Oil Formation
Migration of Petroleum and Geological Structures for Petroleum
Entrapment
Exploration Methods-I
Exploration Methods-II
Introduction to Oil Well Drilling
Formation Evaluation
New Evolving Technologies

Course Code: **MBCQ - 722: Operations and Materials Management**

COURSE CONTENTS

Nature and Scope of Production/Operations Management
Plant Location – Plant Layout and Material Handling
Production Planning and Control
Quality Control and Quality Assurance
Role of Purchasing
Materials Management

SEMESTER 3

Course Code: **MBCQ-721: Quantitative Techniques for Management Applications**

COURSE CONTENTS

The Decision Making Process
Functions and Equations
Matrices and Determinants
Probability Concepts
Decision Theory
Linear Programming
Transportation & Assignment Models
Game Theory
Markovian Model
Data Collection and Presentation
Sampling
Basic Tools of Data Analysis
Forecasting

Course Code: **MDSO-831: Petro Retailing Business**

COURSE CONTENTS

Understanding Petroleum Retail Business
Understanding Petroleum Retail Business in India
Petro Retail Asset Management
Development in Petro Retail Sector
Revenue Management
Role of Technology in Petro Retailing
Supply Chain Management

Course Code: **MDSO-821: Petro-Economics**

COURSE CONTENTS

Introduction
Global Trends in the Oil Industry
Indian Oil Industry Exploration and Production
Indian Oil Industry Refining
Indian Oil Industry Marketing
Growth and Deregulation of Indian Oil Sector
Structure of Oil Industry
Logistics and Transportation of Oil in India
Strategy for Petroleum and Natural Gas Trading
Petro Retailing
Economics of Crude Oil
Geo-politics in Oil & Natural Gas Trading
International Hydrocarbon Economic Environment
Globalisation and Oil Security for Indian Oil Industry
E-commerce Applications in Oil and Natural Gas Industries

Course Code: **MDSO-803: Understanding Natural Gas Business**

COURSE CONTENTS

Natural Gas Chain
Global Natural Gas Scenario
Domestic Gas Scenario
End Use Consumption
Import Options
Transmission and Distribution
Gas Pricing
Regulatory Issues
Storage Techniques

Course Code: **MB-203: Project Management**

COURSE CONTENTS

Project Cost – Contingency, Risk and Sensitivity Analysis
Initiating a Project
Project Execution – Developing a Project Schedule
Project Control – Checking Project Progress with Bell and "S" Curves
Project Costs Control
Project Procurement – Evaluating Bids for Major Equipment
Attributes of a Good Project Manager
Modern Trends

Course Code: **MBCQ-723: Research Methodology**

COURSE CONTENTS

Introduction
Defining Problem
Relationship between Management and Research Problem
Research Design
Hypothesis Design
Sampling Procedures
Data Collection Methods
Data Analysis–Methods
Report Writing

Course Code: **MDSO-811: Petroleum Law and Policy**

COURSE CONTENTS

Legal Issues in Petroleum Management
Transnational and International Oil and Gas Law
Role of Law in Commercial Relations : Role of Legal System
Role of Attorney
Commercial Relationships
Governmental Relationships
Oil/Gas Contracts and Agreements
Crude Oil Sales and Transportation
Risk Management and Dispute Resolution - Arbitration
Litigation
Cases Analysis Discussions
Taxation in Petroleum Sector

SEMSTER 4

Course Code: **MBCG-743: Business Policy and Strategy**

COURSE CONTENTS

Introduction to Strategic Management
Understanding External Environment
Understanding Internal Environment
Establishing Strategic Focus
Corporate Strategy
Business-Level Strategy
Competitive Strategies
Implementing Strategies I: Management
Implementing Strategies II: Organizational Issues
Strategic Evaluation and Control

Course Code: **MB-403: Strategic Management of Innovation and Technology**

COURSE CONTENTS

Understanding Technology
The Context of Managing Technology
Strategy and Technology
Technology Selection
Technology Assessment
Technology Transfer
Managing Patents and Intellectual Property

Course Code: **MBCG-710: Negotiations Skills**

COURSE CONTENTS

Resolution of Conflicts
Effective Negotiation
Basic Principles of Negotiation
Key Elements of Negotiation Situations
Objectives of Negotiation
Key Strategies in Approaching Negotiations
Preparing for Negotiations
Starting the Negotiations
Progress of the Negotiations
Closing the Negotiations
Developing a Strategy
Influencing Managerial & Commercial Negotiations
International Negotiations and Cross-Cultural Communication
Negotiation Case Studies for Petroleum Industry