

The Master of Business Administration (MBA) program prepares students in the functional areas of business, allowing them to develop managerial skills necessary to be effective in a rapidly changing business environment. The program is based on current research of managerial competencies and graduate business standards as tested by existing national standardized graduate business examinations.

In addition to the University of Phoenix learning goals, the MBA program prepares students to:

- Demonstrate the knowledge and skills needed to identify and solve organizational problems using a systematic decision-making approach.
- Demonstrate the knowledge and skills needed to manage, develop, and motivate personnel to meet changing organizational needs in a global business environment.
- Apply critical analysis of alternatives under conditions of uncertainty.
- Develop awareness of their own values and the effect of those values on organizational decision making.
- Assess whether an organization’s plans and actions align with its values.
- Comprehend the application of a significant amount of business administration knowledge within the domains of management, business law, human capital management, organizational leadership, quantitative reasoning for business, economics,

accounting, applied business research and statistics, operations management, corporate finance, marketing, and strategic planning and implementation.

The MBA/EM consists of 51 credit hours.

Students completing the Energy Management concentration will develop the managerial skills emphasized within the MBA required-course-of-study in the context of the challenges faced by the energy sector. Students will understand the conceptual framework and knowledge to become leaders in the complex and diverse energy sector. Students will evaluate the business case for renewable and non-renewable sources within an energy portfolio.

The Energy Management concentration is designed for students who want to expand their management skills into the energy sector or students currently working in non-management roles within the energy sector who seek to develop their management skills. The Energy Management concentration consists of 15 credit hours and includes:

MGT/EM 561-Energy Sector Management (required)

12 additional credits of other graduate-level coursework in energy management

Note: The diploma awarded for this program will read as: Master of Business Administration and will not reflect the concentration. Concentrations are reflected on the transcript only.

The U.S. Department of Education requires the University to provide the following information about each of our programs that lead to gainful employment in a recognized profession.

Because fewer than 10 students completed this program during the relevant award year, the Department of Education does not permit us to disclose the on-time completion rate.<sup>1</sup>

**Related occupations<sup>2</sup>**

**General and Operations Managers #11-1021.00**

Program costs <sup>3</sup>		Median graduate debt <sup>4</sup>	
<b>Tuition and fees</b>	\$25,205 to \$38,465	<b>Federal</b>	N/A
Includes cost per credit, application fee, and fees for resources (books/eResources) for students completing the program in normal time.		<b>Private</b>	N/A
		<b>Institutional</b>	N/A

<sup>1</sup> The on-time completion rate identifies the percentage of students completing this program during the most recent federal award year who completed it within “normal time.” The term “normal time” means the length of time it would take a student to complete this program if the student is continuously enrolled, takes one course at a time, and successfully completes each attempted course. Students enrolled in this degree program are typically nontraditional students. Students may exceed “normal time” for a variety of reasons, including, but not limited to, internships, practicums, clinical rotations, student teaching or administrator experiences required for licensure.

<sup>2</sup> Graduates of this program will be educationally qualified to enter the occupations listed. Visit [onetonline.org](http://onetonline.org) for job descriptions.

<sup>3</sup> The range provided represents the sum of tuition and typical fees required to complete the program within normal time, based on the University’s 2011/2012 tuition levels. The actual costs that will be incurred by a particular student to complete this program will depend upon factors specific to that student. Tuition rates for this program may vary due to factors such as: (i) geographic location of the student; (ii) modality of coursework; (iii) military service; and (iv) future changes in tuition rates. The number of credits required for a particular student to complete the program will be dependent upon various factors, including: (i) transfer credits available; (ii) repeated coursework; and (iii) completion of additional specializations within this program. Please contact an Enrollment Advisor for additional information.

<sup>4</sup> The figure represents the median amount of debt incurred by students who completed the program during the relevant federal award year. The actual amount of debt a particular student will incur to complete this program is dependent on various factors specific to the student. Please contact an Enrollment Advisor for additional information. Because fewer than 10 students completed this program during the most recent federal award year, we are not permitted to disclose this information.

# Master of Business Administration with a Concentration in Energy Management

---

## Required Course of Study

### **MGT 521 Management**

This course applies the tools available to University of Phoenix graduate students and the competencies of successful managers to understand the functions of business. Students learn their own perceptions and values to communicate more effectively with others. Other topics include MBA program goals, argument construction, decision making, collaboration, and academic research. (3 credits)

### **HRM 531 Human Capital Management**

This course prepares students to address the concepts of personnel development as managers. Students learn criteria for developing effective job analysis, appraisal systems, and appropriate career development plans for employees. Other topics include personnel selection, employee compensation, benefits, training, workplace diversity, discipline, employee rights, unions, and management behaviors. (3 credits) Prerequisite: MGT 521

### **LAW 531 Business Law**

This course prepares students to evaluate the legal risks associated with business activity. Students will create proposals to manage an organization's legal exposure. Other topics include the legal system, alternative dispute resolution, enterprise liability, product liability, international law, business risks, intellectual property, legal forms of business, and governance. (3 credits) Prerequisite: MGT 521

### **LDR 531 Organizational Leadership**

This course prepares students to apply leadership principles to the roles they play as managers. Students will discover more about themselves and learn more about the connection between the individual and the organization. Other topics include organizational culture, structure, group behavior, motivation, power, politics, organizational change, and workplace conflict. (3 credits) Prerequisite: MGT 521

### **QRB 501 Quantitative Reasoning for Business**

This course applies quantitative reasoning skills to business problems. Students learn to analyze data using a variety of analytical tools and techniques. Other topics include formulas, visual representation of quantities, time value of money, and measures of uncertainty. (3 credits)

### **ECO 561 Economics**

This course applies economic concepts to making management decisions. Students employ the concepts of scarce resources and opportunity costs to perform economic analysis. Other topics include supply and demand, profit maximization, market structure, macroeconomic measurement, money, trade, and foreign exchange. (3 credits) Prerequisites: MGT 521 and QRB 501

### **ACC 561 Accounting**

This course applies accounting tools to make management decisions. Students learn to evaluate organizational performance from accounting information. Other topics include financial statements, cost behavior, cost allocation, budgets, and control systems. (3 credits) Prerequisites: MGT 521 and QRB 501

### **QNT 561 Applied Business Research and Statistics**

This course prepares students to apply statistics and probability concepts to business decisions. Students learn criteria for developing effective research questions, including the creation of appropriate sampling populations and instruments. Other topics include descriptive statistics; probability concepts; confidence intervals; sampling designs; data collection; and data analysis including parametric and nonparametric tests of hypothesis and regression analysis. (3 credits) Prerequisites: MGT 521 and QRB 501

### **OPS 571 Operations Management**

This course applies the concepts of planning and controlling to increasing the value of the supply chain. Students learn to evaluate and improve processes. Other topics include process selection, process design, theory of constraints, project implementation, capacity planning, lean production, facility location, and business forecasting. (3 credits) Prerequisites: MGT 521 and QRB 501

### **FIN 571 Corporate Finance**

This course applies corporate finance concepts to making management decisions. Students learn methods to evaluate financial alternatives and create financial plans. Other topics include cash flows, business valuation, working capital, capital budgets, and long-term financing. (3 credits) Prerequisites: MGT 521 and QRB 501

### **MKT 571 Marketing**

This course prepares students to apply marketing concepts to create and sustain customer value. Students learn to solve marketing problems in a collaborative environment. Topics include market research, customer relationships, branding, market segmentation, product development, pricing, channels, communications, and public relations. (3 credits) Prerequisites: MGT 521 and QRB 501

### **STR 581 Strategic Planning and Implementation**

This capstone course integrates concepts from all prior courses in the program. Students apply the concepts of strategic planning and implementation to creating sustainable competitive advantage for an organization. Other topics include environmental scanning, strategic analysis, corporate social responsibility, implementation, evaluation, and risk management. (3 credits) Prerequisites: All other courses in this program, except LAW 531

# Master of Business Administration with a Concentration in Energy Management

---

## Energy Management Concentration — 15 credits

### **EM 555 Energy Sector Management**

This course integrates energy technology and management opportunities in the energy sector. Students will apply knowledge of the energy sector value change to identify a business opportunity. Other topics include renewable and non-renewable energy sources, the science of energy, communications, energy sector terminology, corporate social responsibility, ethics, and negotiation. (3 credits) Prerequisites: MGT 521 and QRB 501

### **EM 565 Financial Management in the Energy Sector**

This course applies corporate finance concepts to making management decisions in the energy sector. Students analyze the financial merit of opportunities in renewable and non-renewable energy sources. Other topics include cash flows, business valuation, working capital, capital budgets, government sources, long-term financing, risk analysis and management, and financial planning. (3 credits) Prerequisites: MGT 521 and QRB 501

### **EM 575 Energy Economics**

This course applies economic concepts to making management decisions in the energy sector. Students apply concepts of supply and demand to create an economic model of a sub sector of the energy industry. Other topics include scarce resources, opportunity costs, profit maximization, market structure, macroeconomic measurement, money, trade, foreign exchange, regulatory issues, and economic analysis. (3 credits) Prerequisites: MGT 521 and QRB 501

### **EM 585 Marketing Energy**

This course prepares students to apply marketing concepts to affect public perception of energy alternatives. Students learn to solve marketing problems in a collaborative environment. Topics include market research, customer relationships, branding, market segmentation, product development, pricing, channels, communications, public relations, and policy formulation. (3 credits) Prerequisites: MGT 521 and QRB 501

### **EM 595 Strategic Planning and Implementation for the Energy Sector**

This capstone course integrates concepts from all prior courses in the program and the Energy Management concentration. Students apply the concepts of strategic planning and implementation to creating sustainable competitive advantage in an energy organization. Other topics include environmental scanning, strategic analysis, corporate social responsibility, implementation, evaluation, risk management, interdependent organizational relationships, technology adoption, and scenario planning. (3 credits) Prerequisites: EM 555, EM 565, EM 575, EM 585