

# EXECUTIVE EDUCATION



A unit of the Arizona State University Knowledge Enterprise

## Advanced Management Program for Oil & Gas Industry Executives

November 28 - December 9, 2016

Thunderbird's Glendale Campus  
1 Global Place, Glendale, AZ

6.5 CEUs  
USD \$15,375

*Price includes tuition, instructional and assessment materials, meals for the program and on-site accommodations at the Thunderbird Executive Inn.*

### Ranked Among the Top Open Enrollment Programs Worldwide.

- #3 "International Clients"
- #5 "Faculty Diversity"
- #7 "International Location"
- #13 "Overall Executive Education"

— *Financial Times* 2014

[thunderbird.edu/amp](http://thunderbird.edu/amp)

### Embrace the industry's globalization. Embrace opportunity.

Do you manage a business unit, division, or subsidiary for the oil and gas industry? Are you exploring market entry into developing countries or highly unstable regions? It's no secret that the oil and gas industry is complex. It's also no secret about the importance of oil and gas to the worldwide economy, and the importance of strong leaders who can manage that complexity. Thunderbird's Advanced Management Program for Oil & Gas Industry Executives is a critical course for all energy sector leaders.

As you take advantage of self-assessment tools, analyze your company's finances, and interact with oil and gas leaders, you will better understand the wider implications – economic, environmental and political – of your organization's decisions. Learn how to:

- Engage strategically with external stakeholders
- Develop a talent pipeline that can execute global strategy
- Employ the eight sequential steps to transforming your business
- Harness the interpersonal soft skills needed for managing complex projects



### Engaging Instructional Delivery

The program delivery is practical, highly interactive and immediately applicable to the workplace.

You'll participate in:

- Team-based simulations
- Case studies & class discussions

You will also have the opportunity to share your own personal examples of challenges and successes, and learn from one another's best practices.

### Core Curriculum

- **Strategy** – Develop a growth and profit strategy by analyzing your company's strengths and weaknesses, applying innovative industry practices, studying the globalization of the industry, and its business implications and assessing new markets.
- **Corporate Finance and Accounting** – Assess the financial health of your corporation and develop a growth and improvement plan while learning about transfer pricing, project financing, complex capital budgeting and discounted cash flow analysis.
- **Leadership** – Transform your company using leadership techniques that build effective, productive teams that drive competitive advantage.
- **Negotiations** – Resolve conflicts, including those emerging from joint global ventures, and prepare for business negotiations globally and locally by applying cross-cultural conflict management and negotiation techniques.

# What makes oil & gas management so complex?

The stakes are high in oil and gas. Companies face huge capital investments, unstable political environments, alliances and joint ventures, and community and activist dissent. They must develop sophisticated technology, collaborate with companies worldwide, and introduce lower-tech employees from resource-rich developing nations into high-tech company culture.

They demand a new set of global management skills that only Thunderbird can provide. Based on over two decades of industry leadership, Thunderbird's Advanced Management Program for Oil & Gas Industry Executives is a critical course for all energy sector leaders. That experience has earned Thunderbird the reputation as the gold standard in oil and gas industry executive education.

As a participant in Thunderbird's Advanced Management Program for Oil & Gas Industry Executives, you will learn how to thrive amid the industry's political and operating uncertainties. You'll define your organization's sustainable competitive advantages and learn how to leverage synergies and efficiencies.

## Faculty



Academic Director **Kannan Ramaswamy, Ph.D.**, is the William D. Hacker chair professor of management in the Department of Global Business at Thunderbird School of Global Management. He has spent much of his career studying emerging markets and the business challenges they face. That research led naturally to the energy sector, where he's traveled the globe, teaching oil and gas programs to executives on three continents. An award-winning executive educator, academic director of multiple Thunderbird Executive Education programs, and a professor in Thunderbird's full-time MBA program, he has consulted for several of the leading IOCs as well as NOCs, globally.

Learn more about your instructor and other program faculty including Lena Booth, Ph.D., Richard Ettenson, Ph.D., Andrew Inkpen, Ph.D., Denis LeClerc, Ph.D., Michael Moffett, Ph.D., Graeme Rankine, Ph.D. and Bill Youngdahl, Ph.D. at [thunderbird.edu/faculty](http://thunderbird.edu/faculty)



Lena Booth



Richard Ettenson



Andrew Inkpen



Denis LeClerc



Michael H. Moffett



Graeme Rankine



Bill Youngdahl

## OTHER RECOMMENDED THUNDERBIRD PROGRAMS

### Professional Development Path

Fundamentals of the Oil & Gas Industry:  
Understanding the Global Business

[thunderbird.edu/oilandgasfundamentals](http://thunderbird.edu/oilandgasfundamentals)

and

Online Certificate in  
Global Oil & Gas Management

[online.thunderbird.edu/oilandgas](http://online.thunderbird.edu/oilandgas)

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