

# MGMT INTEGRATED CRSE OFFERING (MICO)

## MICO 601 - CRITICAL THINKING AND STRATEGIC DECISION MAKING

**Short Title:** CRITICAL THINKING & DECISION

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Seminar

**Credit Hours:** 6

**Restrictions:** Enrollment is limited to Graduate level students.

**Course Level:** Graduate

## MICO 602 - CUSTOMER FOCUS PRODUCT MANAGEMENT FOR OILFIELD SERVICES FIRMS

**Short Title:** CUSTOMER FOCUS PRODUCT MGMT

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Seminar

**Credit Hours:** 1.5

**Restrictions:** Enrollment is limited to Graduate level students.

**Course Level:** Graduate

**Description:** Understanding customer needs, and developing products that successfully meet those needs is a cornerstone of success for oilfield services firms. Products in such firms may range from nuts and bolts to multi-million dollar rigs. How should firms ensure that their products, processes, people, and pricing strategies are aligned to customer needs? The course will introduce a strategic framework that can enable firms to become customer focused, gain competitive advantage, become financially disciplined, and develop strategic focus. Case studies and articles from business press will be used to illustrate the key concepts. Department Permission Required.

## MICO 603 - STRATEGIC DESIGN AND MANAGEMENT OF LOGISTICS DISTRIBUTION NETWORKS FOR THE ENERGY INDUSTRY

**Short Title:** STRATEGY DGN & MGMT: LOGISTICS

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Seminar

**Credit Hours:** 1.5

**Restrictions:** Enrollment is limited to Graduate level students.

**Course Level:** Graduate

**Description:** This course provides the necessary quantitative modeling techniques for managers to address logistics problems – that is, finding the least expensive way to transport products from their origin to their destinations. Real logistic problems are often coupled with manufacturing / plant location decisions. We will study both Linear and Non-Linear modeling techniques. Many of these problems have a natural graphical network representation and are part of the minimum cost network flow model. Specific examples of network optimization problems include plant location problems, transportation problems, shortest route problems, maximal flow problems, equipment replacement problems and others. We will develop the basic concepts behind those methodologies with simple examples and then use them to solve complex problems in the oil and gas industry. We will use excel and other appropriate software. Department Permission Required.

## MICO 604 - MINDFULNESS AND PERFORMANCE IN HIGH RELIABILITY ORGANIZATIONS

**Short Title:** MINDFULNESS AND PERFORMANCE

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Seminar

**Credit Hours:** 1.5

**Restrictions:** Enrollment is limited to Graduate level students.

**Course Level:** Graduate

**Description:** While organizations frequently discuss the importance of safety, safety incidents are both commonplace and costly across a number of industries. This course is designed to equip you with tools and insights that will help you and your organization prevent costly, safety-related errors and achieve higher and more reliable performance. Department Permission Required.

## MICO 605 - MANAGING FOREIGN MARKET ENTRY FOR THE ENERGY INDUSTRY

**Short Title:** MANAGING FOREIGN MARKET ENTRY

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Seminar

**Credit Hours:** 0.75

**Restrictions:** Enrollment limited to students in the following programs: EMBA MBA PMBA WMBA XMBA Enrollment is limited to Graduate level students.

**Course Level:** Graduate

**Description:** The energy industry is global in nature. This course is designed to equip you and your organization with the skills, knowledge and sensitivity required to successfully manage foreign market entries in the energy industry. This course will cover the following issues: (1) how to mitigate political risk in the global environment, (2) how to choose foreign entry strategies, (3) how to manage partnerships with local firms, (4) how to manage relationships with local stakeholders, and (5) the environmental concerns in the global energy industry. The course is structured around cases and newspaper articles to highlight the relevance and applications of the course concepts. We will also have guest speakers from major energy companies to join us and share their experiences and insights.

## MICO 606 - POST-MERGER INTEGRATION PROCESS FOR THE ENERGY INDUSTRY

**Short Title:** POSTMERGER INTEGRATION PROCESS

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Seminar

**Credit Hours:** 1.5

**Restrictions:** Enrollment is limited to Graduate level students.

**Course Level:** Graduate

## MICO 677 - SPECIAL TOPICS

**Short Title:** SPECIAL TOPICS

**Department:** Management

**Grade Mode:** Standard Letter

**Course Type:** Internship/Practicum, Lecture, Seminar, Laboratory

**Credit Hours:** 1-4

**Restrictions:** Enrollment is limited to Graduate or Visiting Graduate level students.

**Course Level:** Graduate

**Description:** Topics and credit hours vary each semester. Contact department for current semester's topic(s). Repeatable for Credit.