

New Mexico Highlands  
University  
BBA and MBA in Oil and Gas  
Management

School of Business, Media and  
Technology

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College

# Response to New Mexico Workforce Needs

- ▶ In New Mexico over 27,000 workers in the Oil and Gas Industry
- ▶ Trained regional workforce is critical to the industry
- ▶ Increased level of management retirements in industry in New Mexico and nationwide
  - ▶ NMHU-training technical workers for management positions
  - ▶ Partnering with San Juan College to provide a degree path

# Program Descriptions

- ▶ Bachelor's degree designed for technical students already working in O&G industry
  - ▶ Focus on graduates of the San Juan College of Energy programs, but potential for other NM partnerships (Hobbs, and out of state)
- ▶ MBA concentration in Oil and Gas Management
  - ▶ Designed for people looking to change careers seeking an opportunity in O&G

# Purpose of the Program

- ▶ Provides technically trained students with Associate's degrees in Applied Sciences (AAS) a means of completing a bachelor's degree
- ▶ A bachelor's degree is often a requirement for promotion to a management position
- ▶ Overall goal: to graduate students capable of entering management positions in the Oil and Gas Industry

# NMHU Goals

- ▶ **Job-relevant education**
  - Meet industry need for a degree program for workers in technical fields
- ▶ **Expanding regional alliances**
  - Partnership with San Juan College to guarantee transfer from technical programs into the Bachelor's degree
- ▶ **Accessible and affordable education**
  - Meet continual need for degree completion program for regional technical and field workers in New Mexico's Oil and Gas industry

# Program Delivery

- ▶ Accelerated, online evening program
  - ▶ Organized for working people
  - ▶ Some courses in 8-week formats
- ▶ Business courses taught by regular business professors
- ▶ Oil and Gas related courses taught by current industry professionals

# Bachelor's Degree Program

- ▶ 42 Hours Business Core classes
- ▶ 30 Hours of Oil and Gas, and Management courses
  - ▶ Energy Policy and Regulation
  - ▶ Oil and Gas Value Chain Management
  - ▶ Oil and Gas Finance
  - ▶ Oil and Gas Accounting
  - ▶ Oil and Gas Contract Law
  - ▶ Petroleum Economics
  - ▶ Three Management and Project Management courses
  - ▶ Internship

# MBA Program

- ▶ 25 Hours MBA core
- ▶ 18 Hours Oil and Gas Management courses
  - ▶ Energy Policy and Regulation
  - ▶ Oil and Gas Value Chain Management
  - ▶ Oil and Gas Finance
  - ▶ Oil and Gas Accounting
  - ▶ Oil and Gas Contract Law
  - ▶ Petroleum Economics

# Our Program Today

- ▶ Completing first year in operation
  - ▶ In 2013, prior to beginning the program: 46 inquiries
  - ▶ Since Jan 2014, 62 inquiries: 52 UG and 10 GR
    - ▶ First graduates: May 2015
    - ▶ 2014 declared majors: 10 undergrads, 2 grads, with 3 additional finishing graduate prerequisites
- ▶ Target enrollment: 40 students within three years
- ▶ MOU with San Juan College Completed September, 2013

# Future Goals

- ▶ Build Industry Partnerships
- ▶ Continue strong partnership with San Juan College
- ▶ Expand partnerships to other New Mexico schools
- ▶ Maintain vibrant pool of experts in our faculty
- ▶ Support quality online educational program
- ▶ Advisory Board: the key to our success

# NMHU Needs for Program Success

	AY 2015	AY 2016	AY 2017
Program Oversight	\$ 29,000	\$ 30,000	\$ 31,000
Full Time Faculty	\$ -	\$ 100,000	\$ 101,500
Part Time Faculty	\$ 42,000	\$ 56,000	\$ 64,400
Course Development	\$ 20,000	\$ 20,000	\$ 10,000
Fringe Benefits	\$ 24,850	\$ 65,100	\$ 72,415
Equipment	\$ 9,000	\$ 2,000	\$ 2,000
Miscellaneous	\$ 3,000	\$ 4,000	\$ 4,000
Marketing	\$ 5,000	\$ 5,000	\$ 5,000
Projected Expenses	\$ 132,850	\$ 282,100	\$ 290,315

THANK YOU!