

Seminar for Senior Managers in the Energy Industry

November 3 – 12, 2009

Format: Seven days, 8 a.m. – 5 p.m. Opening reception on evening of Nov. 3.
Cost: \$10,250, includes 10 nights of lodging; materials; breakfasts, lunches, breaks; one group dinner. Group discounts available for multiple attendees from the same organization. Payment plans available.

Each year, this intensive seven-day seminar draws senior managers from leading energy, oil and gas operations around the world. You'll benefit from a high-impact curriculum that will increase your knowledge and management skills in key areas—corporate strategy, leadership, financial accounting and managerial control, corporate finance and negotiation. You'll explore both theory and practice and tackle key strategic, financial, leadership and operational issues. You'll meet and share ideas with executives from companies in major producing nations worldwide. The program begins on a Tuesday evening and ends at noon on the following Thursday.

WHO SHOULD ATTEND

- » Oil and gas professionals in positions of substantial general management responsibility
- » Anyone moving into such a position and seeking to improve their overall managerial effectiveness
- » Managers with significant managerial decision-making responsibility in a specific industry segment or functional area, such as exploration, production, transportation, refining, marketing, finance or human resources

TOPICS

Corporate strategy in a global energy market • Leadership as a sustainable competitive advantage • Financial accounting and managerial control • Corporate finance, including funding large projects and managing risk • Negotiation strategies for energy company managers

FACULTY

- » **Jeff Austin, Ph.D.**, senior lecturer of accounting, SMU Cox School of Business
- » **Michael R. Vetsuypens, Ph.D.**, professor of finance, SMU Cox School of Business
- » **Jody Magliolo, Ph.D.**, professor and distinguished chair in accounting, SMU Cox School of Business
- » **Dr. Robin L. Pinkley, Ph.D.**, professor of management and organizations, SMU Cox School of Business
- » **Tassu Shervani, Ph.D.**, associate professor of marketing, SMU Cox School of Business
- » **Warren Wilhelm, Ph.D.**, president, Global Consulting Alliance
- » **Michael F. van Breda, Ph.D.**, associate professor of accounting, SMU Cox School of Business



API University, the training programs offered by the American Petroleum Institute, has selected this course as part of its continuing-education curriculum for oil and gas professionals.