

2013-2015 EDUCATIONAL SKILLS REQUIREMENTS
PETROLEUM MANAGEMENT
SUBSPECIALTY 1307
CURRICULUM 811

1. Curriculum Number: 811
2. Curriculum taught at Civilian Institution: University of Kansas Master of Business with a concentration in Petroleum Management (MBA-PM)
3. Students are Fully or Partially Funded: Fully Funded
4. Curriculum Length in Months: 22
5. APC Required: 323
6. Community Manager have agreed to allow billets to be coded for Petroleum Management (1307) and officers to be educated in this curriculum.

CDR David Carnal, SC, USN
Supply Corps Officer Community Manager
Approval date: 26 September 2013

7. The officer must have an understanding of the operating processes and concepts of the private sector and the ability to apply these processes and concepts to the Navy and joint military environment. Officers must have the requisite knowledge of theories, principles, and techniques requisite to petroleum management.

a. **Finance** - The officer must have a basic understanding of private and public organizational financing, including: corporate financial structures; cost and financial accounting; capital budgeting techniques; and financial analysis. The officer must be able to formulate and execute a financial planning structure and employ various financial analysis techniques.

b. **Financial Reporting/Accounting** - The officer must be able to collect, process, analyze, and report information generated by organizations, based on approved Generally Accepted Accounting Principles (GAAP) and concepts.

c. Economics - The officer must have knowledge of the principles of microeconomic and macroeconomic theories, including: production; resource allocation; international trade; fiscal and monetary policy.

d. Management - The officer must have an understanding of human behavior aspects of management and be able to apply managerial applications of social science concepts and research findings. Officers must display an awareness of learning modes, motivation techniques, decision-making concepts, and the value of extended professional networks.

e. Information Systems - The officer must have an understanding of modern information systems and their impact to large organizations. Officers must be able to use decision analysis tools in order to use information effectively in business solutions.

f. Operations - The officer must have an understanding of operations management to include supply chain management. Officers should be familiar with modern planning and productivity concepts.

g. Strategy - The officer must have an understanding of business decision models and strategy in a competitive environment. Officers must be able to integrate model analysis into solutions.

h. Statistics/Data Analysis - The officer must have a working knowledge of statistics as it is utilized in decision-making. Officers should have a foundation in quantitative methods for resource allocation, regression, optimization, and cost-benefit analysis.

i. Communication/Communication Methods - The officer must be proficient in oral and written communications. This proficiency includes the ability to complete primary and secondary research, collate data, build clear briefs, and defend results.

j. Ethics - The officer must have a foundation in ethics. Officers should understand the value of sustainable solutions in the modern global environment.

k. International Business - The officer must possess the capability to develop worldwide distribution and control for the petroleum products.

l. Petroleum Management - The officer must possess a comprehensive knowledge of petroleum safety regulations and systems. This includes safety in handling POL products and precautions against fire and explosions, and explosive ranges; and the ability to apply the theories which control the flow of

static electricity and stray currents for the prevention of fire hazards.

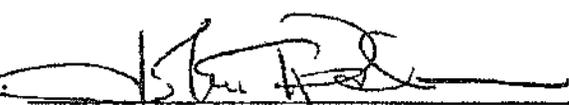
m. Petroleum Management - The officer must understand petro-chemical engineering applications for tank type storage operations and pipeline systems design, including corrosion control aspects of these operations.

n. Petroleum Management - The officer must understand the chemical and physical properties of petroleum products especially as they relate to fuel quality control issues.

o. Petroleum Management - The officer must understand the interactions between petroleum technology and society, such as energy conservation and environmental protection; including the ecological and environmental implications of petroleum operations. Understanding of environmental aspects of fuel spills on land and water is critical.

p. Petroleum Management - The officer must possess a comprehensive understanding of the proper usage of chemical and physical sampling equipment and techniques to determine the presence and significance of water and sediment, and its removal from petroleum products.

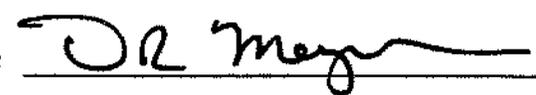
q. Petroleum Management - The officer must possess a basic understanding of petroleum refining facilities and operations to ensure the integrity of petroleum products used in a defense environment. The officer must possess an understanding of the private petroleum industry and of contract procurement and administration procedures. The officer must have a general understanding of the refining process especially as it relates to quality concerns.

APPROVED:  27 SEP 2013

Director Supply Corps Personnel Date

APPROVED:  26 SEP 14

President, NPS Date

APPROVED:  18 FEB 2015

Director, TFTE (OPNAV N12) Date