



ACCREDITED MBA in 11 MONTHS ONLY \$20,000

**But You Must Act Now to Begin
December 30th and Only 6 Online
and 7 Classroom Spaces Remain**

Quality MBA degrees are especially valuable, but they're expensive. I know. My MBA helped me immensely in my career, but today, tuition alone is well over \$100,000, not including the cost of textbooks or anything else. Moreover, most top level schools take about two years. Those two years mean additional time away from both job and family. Online degrees are great for disseminating theory and facts, but until CIAM figured out how to do it recently, they were not very effective for learning group interaction, learning practical leadership and evaluating hands-on management performance and consulting.

How We Began Offering a Unique MBA in the Classroom at Such a Low Price

A few years ago I met a very successful entrepreneur from China. He owned more than 20 companies and had been a periodic visitor to the home of my doctoral professor and friend, Peter F. Drucker. One of his corporations is the Peter Drucker Academy of China, which today has over 60,000 graduates and teaches in 33 cities in China. He wanted to make Drucker's concepts available to everyone. So with research and input from around the world, we founded the nonprofit California Institute of Advanced Management (CIAM). CIAM offers an MBA in Executive Management and Entrepreneurship. We have a very different program and our graduates have achieved amazing goals including winning competitions, starting companies, high level promotions and more. In 2012, 2013, 2014, and 2015 we received honors from local newspapers such as "Best MBA". We have also received recognition from local institutions and foreign corporations for our free consulting engagements. The Associate Director of our Consulting Institute has a JD from Harvard and was a consultant with McKinsey & Company. Now a 25 year old consulting firm in Israel has asked for the opportunity to offer all CIAM MBA graduates work as parttime paid consultants in their international "Smart Cities" initiative.

CIAM's Unique Regular in-Class Program

- Completion in 11 months!
- No on ground class ever has more than 20 students.
- No undergraduate business degree? No problem. You do not need to take extra business courses and waste time and money. An accredited degree in any discipline is acceptable.
- Outstanding guest professors from top universities, such as USC, UCLA, UC Berkeley, Harvard, Yale, Princeton, Columbia, Cornell, the University of Chicago, Stanford, and MIT, converse with students through live electronic interaction in every course. That way, students learn not only from our professors, all with doctorates, but from the best professors at top research institutions.
- Students meet executives from different industries and entrepreneurs who give short lectures in every course. In this way not only are students never very far from "the real world," but they are exposed to many operations outside their own industry.
- All students learn to conduct professional consulting for small businesses, corporations, startups, or nonprofits in small teams supervised by experienced professors. By graduation they have a large portfolio of accomplishments from 11-12 consulting engagements for different organizations.
- Students receive all textbooks *free*. These copyrighted textbooks include not only textual material, but PowerPoints, dictionaries, videos, and more. They are developed for CIAM under contract by academic experts from around the country. Each is equivalent to printed textbooks of 500 pages or more. Students need not worry about additional expenses or outdated material as these textbooks are updated every time the course is taught and are always current. Basic print textbooks are also given to students free.
- Over 50% of the instruction is in the classroom, but this is blended with the latest technology and online lessons in each course.
- All classes are taught at convenient times in the evening and on weekends. This minimizes conflicts at work or with family.
- There are no tests. Student evaluation is actual management performance based on the application of theory using position papers, class exercises, ad hoc and formal presentations, consulting, and consulting presentations.
- Price: an amazing \$20,000 complete and we're VA approved!

About the President

Dr. Bill Cohen is a retired Air Force general and you can "Google" him as "Major General William A. Cohen." He graduated from West Point and has an MBA from the University of Chicago and an MA in Management and PhD in Executive Management from the Peter Drucker and Masatoshi Ito Graduate School of Management at Claremont Graduate University. In 2009 he received an award as a distinguished alumnus from that institution. He's a distinguished graduate of the Industrial College of the Armed Forces in Washington, DC in residence. His more than 50 books on business and Management, including A Class with Drucker, Drucker on Marketing, Drucker on Leadership, and The Practical Drucker, and Heroic Leadership, have been published in 23 languages.



Now CIAM's MBA is also Online

Our new online MBA program has been examined, licensed and accredited: first by the Bureau of Private Post-Secondary Schools in California, possibly the toughest government State licensure organization in the United States; then by ACICS, the oldest U.S. government-approved accreditor. What does the CIAM MBA offer? Compare this with any graduate school, anywhere:

- All lectures are recorded and available. Same top CIAM professors, same textbooks, and same small classes.
- Same outstanding guest professors from top research universities like Harvard in every course also recorded
- Same executives from different industries and entrepreneurs who give short lectures in every course are also recorded.
- Learn to conduct professional consulting for small businesses, corporations, startups, or nonprofits. An international consulting overseas now hires CIAM MBA graduates exclusively as adjunct consultants.
- The same copyrighted textbooks are still given to you free.
- An unbeatable electronic library with a total of 3,186,047 books, articles, audios, videos, photographs and papers. . . more than many brick and mortar libraries.
- Don't like tests? Good, we don't either. There are no tests. Evaluation is actual management performance based on the application of theory using position papers, class exercises, consulting, and threaded discussions..
- Through the unique IATEP method CIAM developed, you will master theory fast and immediately apply theory and knowledge.

What is IATEP?

IATEP stands for Immediately Applied Theory for Enhanced Performance. It is an advanced method of learning developed at CIAM combining concepts developed by the ancient Chinese scholar, Confucius, confirmed by Peter F. Drucker, and developed two hundred years ago into a basic system by Sylvanus Thayer and still used at West Point, and more recently integrated with modern technology and publicized widely as the "Flipped Classroom." It enables West Point cadets to plow through complete textbooks and learn at amazing speed. For example, in my first semester at West Point, I read every page and worked every problem in the following mathematics textbooks: College Algebra, Plane Trigonometry, Spherical Trigonometry, Plane Geometry, Solid Geometry, and a number of chapters in a calculus textbook. I did this at the same time that I took English, writing an essay a week, and learning Russian. CIAM doesn't teach these subjects, but you'll be able to accomplish similar feats of learning and enhanced performance.

We want you to be **100%** certain before you spend even a penny for your degree. So we came up with a plan in which we assume all risk. Take one course without investing a cent for tuition. You pay only \$30 application fee and qualify, first. At the end of the term (7 weeks), if you decide to continue, you pay for the course and continue a payment schedule for the entire MBA program, or opt out and pay nothing at all. You can view our website at www.CIAM.edu. You can get complete information about our MBA program by calling Penny Li, at (626) 618-7796. Come visit our facilities at any time. We are right next to the San Bernardino Freeway in El Monte. Our address is 9550 Flair Dr., Suite 201, El Monte, CA 91731. My personal web site is at www.stuffofheroes.com.

William A. Cohen

PhD. Major General. USAF. Ret. President. CIAM