

Hey, are you...

IEDC

Bled School of
Management

A School with a View

... **curious** to learn new things and have fun?

... **interested** in management and developing your business skills?

... **eager** to establish networks with colleagues from all over the world?

... **ready** to spend part of your summer at a beautiful resort?

You can do all of the above (and more) at the same place at the same time!





**"IEDC-Bled School of Management,
the best small-business school in Europe"**
(The Independent)

is pleased to invite you to participate in the...

DISCOVER MANAGEMENT PROGRAM

July 7-15, 2009



"Being part of DMP was a unique experience for me. During the program I found myself as a part of truly international group of smart people in a very intense learning environment. The uniqueness of the program is that it gives the big picture, the overview of the business. I consider this experience as very helpful step for my career because of holistic view it gives to students. Thank you very much for that wonderful opportunity in beautiful Slovenia."

Andrey Yagafarov, Russia, DMP 2005

"The DMP goes beyond the conventional form of studies, from the classroom setting to the teachers themselves and most importantly to what you are being taught. Aside from the studies, the programme afforded me the rare opportunity to embark on some exciting activities I never thought possible. It further provides the opportunity to network with students and learn more about their different cultures and societies."

Patience Mayaki-Benson, North Africa, DMP 2006

"DMP was one of the most exciting and unforgettable learning experiences in my life. I have learnt how to do a lot of work in the shortest possible time, while simultaneously having fun with people who will become your friends forever and support you when you have a hard time."

Ninuca Chedia, Georgia, DMP 2005

"For me personally this was exceptional and unforgettable experience not only because of my educational background but also because of the program itself which enables as cooperative and productive work as possible - with very interesting case studies and especially because of 'learning by doing' concept which is something I was not able to experience before taking part at DMP."

Mitja Maze, Slovenia, DMP 2007



WHAT IS THERE TO DISCOVER?

Discover Management Program is an intensive nine-day seminar, which requires no previous management background, just large doses of intellectual and emotional energy, an openness to new perspectives, and the willingness to dive in and take the initiative.

The Program takes you on a journey through all the major aspects of management practice, including:

- business problem-solving
- value-chains
- industry and competitive analysis
- income statements and balance sheets
- teamwork skills
- assessment of financial and personal performance
- strategic innovation
- financial ratios, cash flows and cost accounting
- operational excellence
- presentation skills

IS IT FOR ME?

Yes, if you have just graduated or are shortly to graduate from university.

Yes, if you do not yet have much work experience and would like to learn about the concepts and practices of management before starting your professional career.

Yes, if you possess advanced-level English language skills (the program is conducted entirely in English).

Definitely, if you are curious, eager to learn, ready and willing to participate actively and share your experience with colleagues from all over the world.

HOW IS IT DONE?

Via experiential learning in an international environment.

Through case studies, discussions, role-play, and group work.

Immediate application of the newly learned concepts and skills.

The Program is extremely intense and requires an “in-residence” stay.

WHO ARE THE FACULTY?

The Program director is J.B. Kassarian (Ph.D. Harvard University), Professor at Babson College, USA, author of acclaimed articles and case studies, with more than 20 years of teaching, research and consulting experience in management.

The DMP teaching team includes internationally renowned professors and practitioners.

CERTIFICATE?

At the end of the Program you will receive a certificate and earn 5 ECTS Credits.

WHERE CAN I STAY?

In Bled, different types of rooms/hotels/youth hostels are available. Private rooms range from EUR 25 per night and up and hotels from EUR 45 per night and up. Early reservation is recommended. IEDC will help you find your accommodation.



HOW DO I APPLY?

Completed application forms should reach IEDC-Bled School of Management before May 31, 2009. Since the number of participants is limited, early applications are recommended. All applicants will be invited for an interview or a telephone interview with a member of program faculty.

The tuition fee for the program is EURO 600 + 20% VAT. This covers the cost of instruction, literature (provided during the course of the program), the use of computers and teaching materials, and organizational costs.

For more information, please contact the DMP office. The application is regarded as final upon receipt of the tuition fee. For application form please visit www.iedc.si/dmp or e-mail at dmp@iedc.si.

Scholarships available for the participants from emerging economies.



About IEDC-BLED SCHOOL OF MANAGEMENT

IEDC-Bled School of Management is located at Lake Bled, a beautiful Alpine resort in Slovenia. Over the years it has earned a reputation as a high-quality international management school. The School is well-known for its international faculty, coming from the best business schools in the world, for the internationality of its participants, and for the quality of its service. Along with its highly-ranked International Executive MBA and Presidents' MBA programs, IEDC offers short executive seminars and forums for top management, costume-made programs for corporate partners, and a wide range of general management programs.



A School with a View

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