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NIIT Imperia's courses, set in virtual classrooms, are geared to enable working executives upgrade and improve their skill sets



by Urmila Rao

alf past six on a Monday evening. The February air is still nippy. Hari Om, 26, is glued to the computer screen, headset wrapped around his head. He is at an academic centre with eight other students, all working professionals. The class starts by the clock and students, bunched in fours, peer into their respective desktops. On their screens is Professor Ashish Sadh of HM Indore, teaching a module. The three-hour class is interactive, punctuated by surprise quizzes and discussions. Hari Om and fellow student Nalin Gambhir, 23, intermittently turn their gaze away from the screen to scan course material as they scribble notes.

This is one of NIIT Imperia's virtual classrooms, from the house of NIIT. Hari Om, a Delhi-based Bajaj Alliance Life Insurance executive, is one among a motley group of working-executive and-students simultaneously logged in from 22 other Imperia centres spread across 19 locations. He is pursuing a year-long Post Graduate Certificate in Sales and Marketing course. He has been in his present job for 17 months. "The course has helped me improve my presentation skills and helped gain clarity on the positioning of the products I am marketing," says the assistant sales manager.

Programmes NIIT Imperia's courses cater to entry-level professionals as well as those with up to 10 years' of work experience. Long-term management courses extend up to a year. Short-duration courses typically last 4-9 months. The short, company-sponsored, customised corporate programmes range from three days to a week. According to Shraman Jha, senior vice-president of NIIT, the general management programmes attract more students than the

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