



The Hindu

Chennai

31 August, 2009

E-learning — the challenges ahead

Revolutionising the process of education — that was the big promise it started with. Has e-learning achieved that today? A reality check with experts in the field.

SRUTHI KRISHNAN

Classrooms without teachers, no textbooks, and learning that could happen anytime, anywhere — this was the promise e-learning started with. But how much of that has been achieved? *Education Plus* spoke to experts in the field to understand the current scenario of e-learning in India and what the challenges are in adopting it.

A catch-all phrase that included any form of technology-assisted learning, e-learning was poised to revolutionise the process of education. "After the big bang, people expected the big bang to continue," says Vipul Rastogi, president, Enterprise Solutions (India), NIIT, which offers e-learning solutions, talking about after the initial buzz on e-learning how the journey was expected to be. In place of the big bang, there is a "silent revolution taking place," he says.

The sectors which are entering the field of e-learning serve as a testimony to the growth of e-learning. Telecom, banking, finance, and government are rapidly moving towards e-learning, he says, adding that the primary driver is not just to decrease cost but also to increase reach. Universities are also looking at e-learning modules to supplement their regular curriculum courses.

In this context, it becomes necessary to understand how effective e-learning courses are. Three to



WIDENING REACH: For e-learning to be effective, ensuring that the learning process is right is important. PHOTO: K. RAMESH BABU

five years ago, e-learning was 'good to have', rather than 'must have' in universities and corporate houses, says Rajesh R. Jumani, chief marketing officer, Tata Interactive Systems, which offers e-learning solutions. The focus was on the "look and feel" rather than the learning. "You had fancy things moving about, planes zooming," rather than making sure the learning process was right, which is now changing, he says.

More simulation-based training based on games are being incorporated in e-learning. And a high level of acumen is required to develop such e-learning modules. For instance, a course in finance could be taught by a game where you are the Finance Minister. The decisions you take would impact the economy of a country — a game you would play to understand financial concepts, he says.

"The most difficult question to answer is how effective is a training programme," says Mr. Jumani. Instead of surveys or feedback forms on how good the course was, there

have to be measurable feedback, he adds. For instance, in a corporate house, the feedback could be in terms of whether there was an increase in productivity after going through the course, he says. And for an e-learning programme to work, it is important to first understand whether something is suitable for e-learning or not, he adds.

The audience has to be understood, says Mr. Rastogi. There is a difference between the way a 10+2 student understands a concept versus the way a professional working for 10 years understands it, he says, adding that after understanding the audience, the audio-visual components need to be woven around that. Hence, there are two layers to a successful e-learning programme — the technology component and the learning component.

In India, e-learning courses could be made more popular through availability of broadband connections at competitive rates, regional language-based content for technical subjects, two-way interaction for doubts, and perfor-

mance feedback with students, says S. Giridharan, CEO, EdServ, a education firm. "The real India, the bottom of the pyramid, still lacks education and guidance to a proper career," he says, adding that e-learning could be a solution for employability.

A shift in mindset is required to adopt e-learning, says Mr. Rastogi. It is the same barrier that exists with any adoption to technology. But once that is overcome, e-learning would prove beneficial, he says.

The issue with e-learning being adopted more in universities and government is the classic chicken and hen case — who would pay for developing e-learning content, asks Mr. Jumani.

Private companies would not invest in creating content, unless they knew they would have a market, and universities and the government are reluctant to invest money upfront in creating content, he says. And content could not be imported from abroad, as it has to be culturally sensitive to the context, he says.

The Midweek Sun

Botswana

02 September, 2009

World Chess Champion excites locals

BY ISAAC PHEKO

World Chess Champion Viswanathan Anand had a ball in Botswana by not only playing 70 local players at the same time, but also by attempting to speak the local language.

At times referred to as 'the fastest brain in the world', Anand surprised the crowd at NIIT who came to see him on Saturday morning by greeting them in Setswana.

Anand and his wife Aruna visited Botswana at the invitation of NIIT. The world champion's first stop was to play a simultaneous chess game with some primary school students. The match also included students from private tertiary institutions like NIIT, Limkokwing as well as the University of Botswana. Anand walked around the chess court at the NIIT premises playing games with the enthusiastic and nervous youngsters. The crowd at the NIIT, on a warm Saturday afternoon, watched with awe as the world champion put the youngsters through their paces.

When he had finished playing the lucky youngsters, the champion addressed the crowd and chess enthusiasts who attended in large numbers. The champion



Chess fanatics watching a game between Negound Hamam (L) and Viswanathan Anand PHOTO: BOTSANG MOITOI

who also happens to be a brand ambassador for NIIT explained that his relationship with the institution started 10 years ago. Anand spoke positively of the NIIT saying that the institution excelled in what they do. He further said that the computer education-based institution strives to do new things. He likened this to chess, saying that the students at the institution are constantly learning. Addressing the attentive crowd, Anand said that research had shown that children who play chess did better

academically. He spoke about the Mind Champion Academy, which he had founded.

"The idea is to get chess in schools where NIIT has a presence," he said. "It is an enjoyable way to shape the mind and the skills are carried over to life skill," he explained. He referred to Botswana as a freethinking nation and said that the country has a perfect combination to get students excited about chess. With regards to the simultaneous chess match he had earlier in the day he said that he

was impressed by one of the young primary school girls he played. He said that this particular student made a streak of six good moves that he was very impressed with. Anand played the national chess team on Sunday at President Hotel and left the same day.

For his part, the former president of Botswana Festus Mogae said it was a great inspiration for the students who played the champion. With a touch of humour Mogae said that the students must boast

To Page 18

Tribune

Amritsar

02 September, 2009

NIIT to hold test for scholarships on Sept 13

NAVEEN RAJPOOT**AMRITSAR, SEPTEMBER 1**

The National Institute of Information Technology (NIIT) will organise a test for the poor and needy students for its 19th Bhavishya Jyoti Scholarships on September 13 at its centres.

The scholarships will benefit those poor students who despite having attained brilliant scores shy away from IT courses due to high input costs of learning in this specialised field.

G. Raghavan, President, Global Learning Solutions, NIIT, giving details of the scholarship programme, said it had benefited thousands of students in India as also in some select countries. He said, "Bhavishya Jyoti Scholarship was launched 18 years

The scholarships will benefit those poor students who have attained brilliant scores but cannot afford the cost of IT courses

back in 1991. It has benefited over 3.2 lakh students over the years."

The scholarship include merit-based fee waiver of up to Rs 34,000 on NIIT's IT training programmes, including GNIT, NIIT Engineers and NIIT Globalnet+. He said the scholarship would encourage and support talented students in enhancing their chances of placement. The winners would also get

to pursue Global Vendor Certification-backed programme and get the benefit of collaborative learning.

The criteria for application for scholarship is Class XII score and personal interview. For other select career programmes, scholarships would be based on performance in the competitive written test, personal interview and Class XII score. In addition to that, students who had completed their Class XII or equivalent or those currently pursuing graduation or graduates in any stream or even the polytechnic diploma holders were also eligible for the scholarship.

Since its launch, scholarships worth Rs 465 million had been awarded. Last year more than 1 lakh students appeared for the scholarship test and were awarded scholarships worth Rs 126 million.

Hindustan Times

New Delhi

03 September, 2009

Surviving, from memory

NANO TIMES NIIT cut costs, launched new courses and fell back on lessons learnt in 2001 as it clawed its way back from the downturn.

Gaurav Choudhury
 ■ gaurav.choudhury@hindustantimes.com

Vijay K. Thadani, 57, had a job that was the envy of his peers. As CEO of leading computer education provider NIIT, many people thought, he was immune to downturns.

But when the ripple effects of the downturn did reach India, it didn't spare the Rs 1,200-crore NIIT, which is often called the nursery of India's enviable talent pool in information technology.

The company's profits fell to a low Rs 5.5 crore for the October-December 2008 quarter compared to Rs 13.9 crore in the previous corresponding quarter and Rs 29.7 crore in the preceding one.

"The rupee began to weaken as a result of the relentless rise in crude oil prices (which peaked at \$147 per barrel on July 11 last year). This played havoc with our margins," says Thadani.

Then, October is usually a happy time for the NIIT's top brass as foreign clients usually renew their contracts around then. But hit by the domino effect of Lehman Brothers' collapse last September, many of these clients were busy running for cover themselves.

Result: contract renewals were getting delayed.

The bad news got worse in November and worse still in December. The company's bread and butter individual learning solutions business (shorn of jargon, this means NIIT's regular courses, which teach ordinary Joes become code jocks) registered a slowdown.

After growing at more than 20 per cent for years together, growth in this segment, which accounts for 35 per cent of revenues, fell to 6 per cent.

So what did the company do?

We recalled what we did last time (when the dotcom bubble burst in 2001). The first lesson we had learnt then was the need to create products suited for such times

VIJAY K. THADANI
 CEO, NIIT

"We recalled what we did last time (when the dotcom bubble burst in 2001). The first lesson we had learnt then was the need to create products suited for such times," he says.

NIIT initiated a management slogan called "Nano Times," and worked our three-part strategy centred around three broad heads — prudence, confidence and aggression.

"Effectively, these meant avoiding high-risk ventures, conserving cash, rationalising our cost structure, ensuring transparency with shareholders on future strategy and capturing higher market share," he says.

The company also decided to nominate nine "captains", who were mandated to bring down costs in a variety of areas including telecom, travel, investors, receivables, human resources, premises, etc. Every captain was given a target to reduce costs by 20 per cent within 90 days.

Thus, NIIT cut back on travel for conferences and internal meetings. Instead, it invested in setting up video-conference facilities. "Today, 14 of our major centres are connected through video-conferencing because of this investment," he says. Since travel accounted for 5 per cent of costs, the savings made a difference to the bottom line.

NIIT also went to the landlords to



■ For NIIT CEO Vijay K. Thadani, the lessons he learnt after the dotcom bubble burst in 2001 proved handy during last year's economic crisis. RONJOY GOGOI / HT PHOTO

rework rents. "We told them that we would not raise rents because of the extraordinary economic situation. About 95 per cent (408) of our 430 premises agreed," Thadani says. Rents account for 8 per cent of the company's costs.

Importantly, however, salaries were not reduced. Instead, the salaries of the top 700 employees were restructured and a part of the fixed component in

them was made a performance-linked variable. Till the end of the first quarter of 2009-10, about 60 per cent of these employees have reported much better performance.

The total impact of all these measures put together was a 17-18 per cent savings in costs.

It also combated the slowing market by introducing innovative courses tailored for the times.

NIIT introduced over 10 new products, including a short-duration course to make graduates job-ready in 99 days. These mid-course corrections not only helped the company sail through this difficult year, they also enabled it to increase net revenues 14 per cent.

Analysts, however, were not ready to pop the bubbly yet.

"We remain concerned about the negative impact of any slowdown in NIIT's retail training business," says Manik Taneja, an analyst with broking and research firm Emkay Research.

The management, however, remains bullish. "We have a robust and de-risked strategy for the future," says Thadani.

And this, he hopes, will get it back to the high growth trajectory now that times are changing for the better.

Hindustan Times

New Delhi

03 September, 2009

SURVIVAL STRATEGIES...

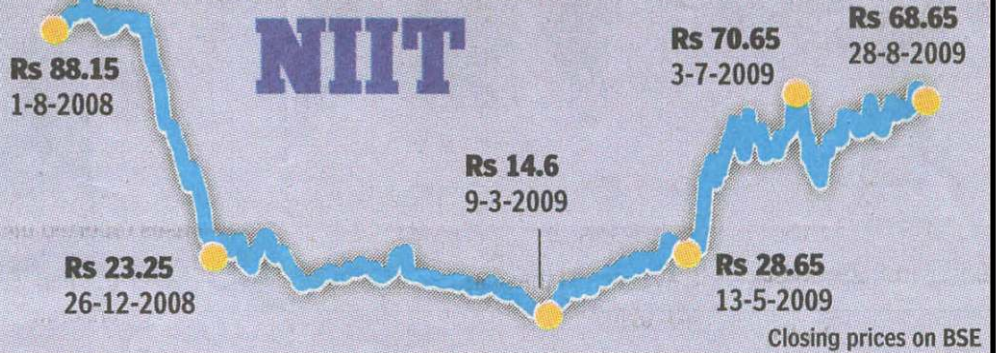
- 1 Make mid-course corrections and change products according to changing times
- 2 Avoid high risk ventures
- 3 Retain the best people
- 4 Capture higher market share
- 5 Align products to current demand

THE 5 LESSONS THAT NIIT LEARNT

- 1 Connect more deeply with customers
- 2 Conserve cash
- 3 Be transparent with shareholders and employees

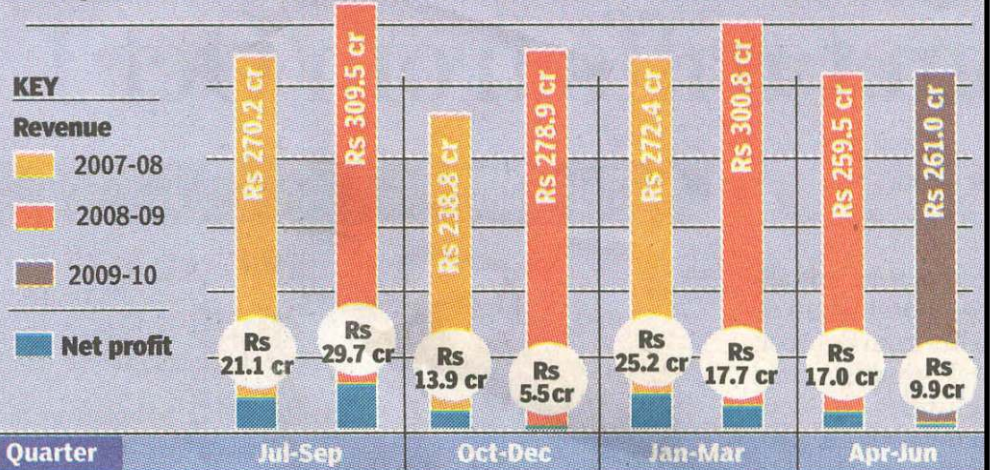
SPOT THE DOWNTURN... AND THE RECOVERY

NIIT's stock prices plunged last year before recovering in the past few months



FIGURATIVELY SPEAKING

New products and lower costs saw net revenue increase by 14 %



Greater Jammu

Jammu

04 September, 2009

NIIT announces Bhavishya Jyoti Scholarship



Rajindra S Pawar, chairman, NIIT addressing a press conference at Jammu on Friday.

GJ REPORT

JAMMU, SEP 4: NIIT has announced its 19th Bhavishya Jyoti Scholarship program in Jammu for the meritorious students and graduates desirous of building successful careers in Information Technology.

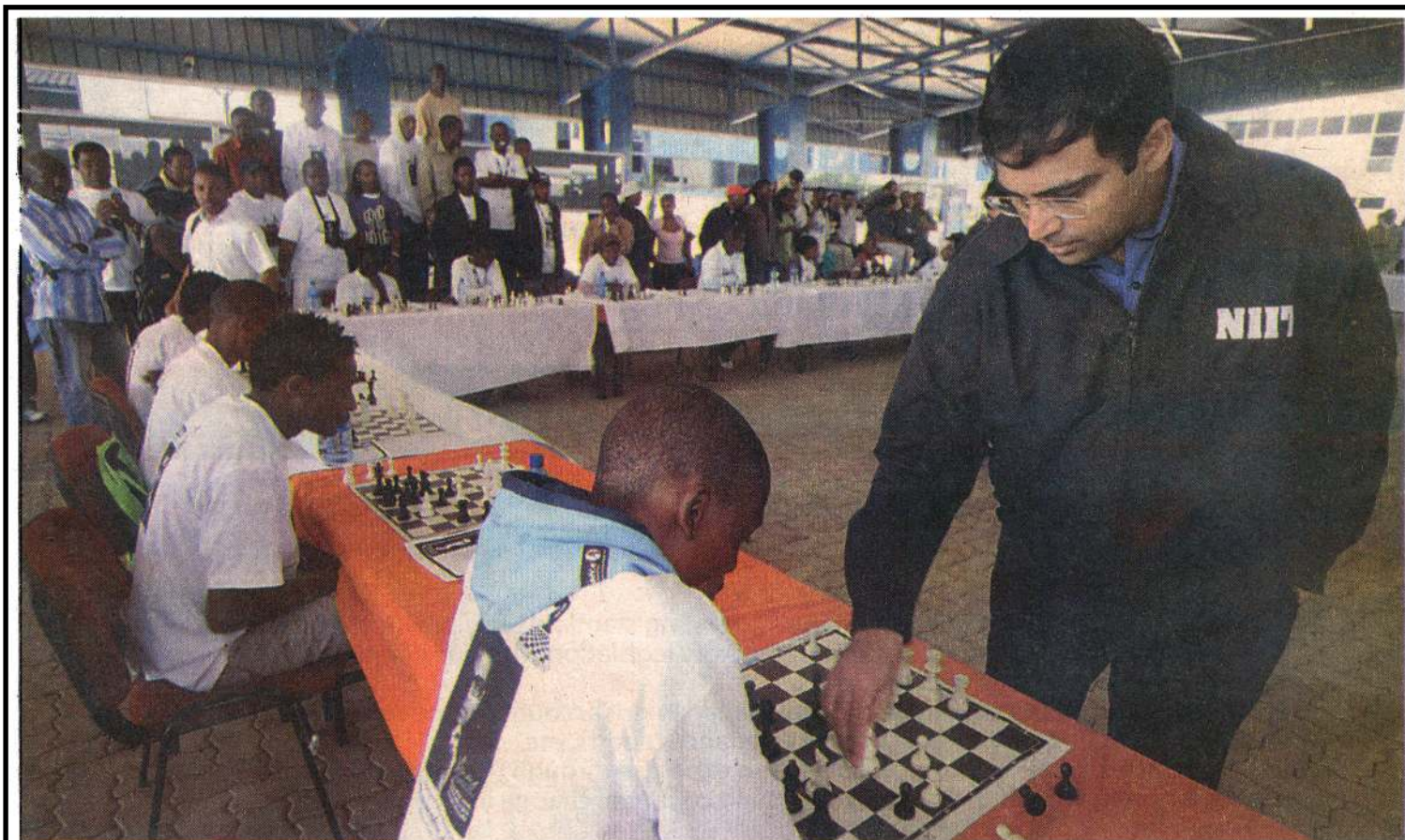
The scholarship exam will be conducted on September 13 by leading Global talent Development Corporation, NIIT across the country.

Announcing this in a press conference today, Rajindra S Pawar, chairman, NIIT said that Jammu has a large talent reserve which can participate in the IT revolution. Speaking on the Bhavishya Jyoti Scholarship program, he said, "We want to enable the youth in Jammu and Kashmir to participate in India's IT revolution. With over 3.2 lakh students benefiting from the scholarships since last 18 years, the program initiative will go a long way in helping meritorious students build a successful career in IT", he said. He informed that the students who have completed their class XIIth or equivalent and those currently pursuing graduation or graduates in any stream, polytechnic diploma holders are eligible for NIIT Bhavishya Jyoti Scholarships. He expressed hoped for the good and massive response from Jammu and Kashmir to their program.

Sunday Standard

Botswana

05 September, 2009



A MASTER AT WORK: The reigning World Chess Champion, Grand Master Viswanathan Anand, (40) plays chess with 40 people simultaneously yesterday at the Bothe Education Park. Anand, from India, became world champion after defeating Grand master Vladimir Kramnik of Russia in a 12-game match.

Pic: Oaitse Sejakgomo

Jammu Kashmir News Point

Jammu

05 September, 2009

NIIT announces 19th 'Bhavishya Jyoti' scholarships

NEWSPOINT BUREAU

Jammu Tawi, Sept 4

ANNOUNCING its new IT scholarship program, '19th Bhavishya Jyoti' Scholarships, Rajendra S Pawar, Chairman, NIIT, said that Jammu has a large talent pool which can participate in the IT revolution.

"The program is an initiative to reward meritorious students and graduates desirous of building successful careers in diverse industries as also an attempt to provide an opportunity to the financially stressed but otherwise competent students from overriding the monetary barrier," he added.

The scholarship exam will be conducted on Sunday, September 13, at various centres across the country.

Talking about NIIT's contribution to development of skill-set in Jammu region, he said, "NIIT has been developing skilled manpower in the state for over 19

years now and has empowered over 1,50,000 students till date."

Speaking on the Bhavishya Jyoti Scholarship program, Pawar said that around 450 students benefited from Jammu last time. The fee waiver ranges between 25 per cent to hundred per cent, "We want to enable the youth in Jammu & Kashmir to participate in India's IT revolution," he emphasised.

"With over 3.2 lakh students benefiting from the scholarships since last 18 years - our Bhavishya Jyoti Scholarship initiative will go a long way in helping meritorious students build a successful career in IT", he added. NIIT plans to offer scholarship to the students in the country, this year, based on their performance in class 12th score and personal interview.

The application forms for the test are available at NIIT education centers across the country. Students can also log on to www.niit.com/bjs2009 to get



Rajendra S Pawar, Chairman, NIIT addressing a function to announce scholarship programme, in Jammu on Friday.
—Newspoint photo: Mukesh Gupta

more details. The last date for receipt of application is September 12. With the theme of 'Have Something Bigger to Celebrate', this year's program will offer Merit based fee waiver

of up to Rs. 34,000 on NIIT's IT training programs.

3.2 lakh students have been benefiting from the scholarship since its launch in 1991, scholarships worth Rs 465 million have

been awarded. Last year more than one lakh students appeared for the scholarship test and were awarded with scholarships worth Rs 126 million, said a company spokesman.

State Times

Jammu

05 September, 2009

NIIT announces 19th Bhavishya Jyoti Scholarship

■ STAFF REPORTER

JAMMU: 19th Bhavishya Jyoti Scholarships said to be India's largest IT scholarships were announced by NIIT on Friday. Rajendra S Pawar, Chairman, NIIT, said that Jammu has a large talent pool which can participate in the Information Technology (IT) revolution. The programme now is in its 19th year which rewards meritorious students and graduates desirous of building successful careers in diverse industries that require Information Technology skills. The scholarship exam will be conducted on 13th September, 2009 by leading Global Talent Development Corporation, NIIT, across the country.

"NIIT has been developing skilled manpower in Jammu and Kashmir for over two decades, and has empowered over 1,50,000 students till date. NIIT has nine centres in the State, which open exciting career opportunities in IT for the youth" Pawar informed.

Speaking on the Bhavishya Jyoti Scholarship programme, Rajendra said, "We want to enable the youth in Jammu and Kashmir to participate in India's IT revolution".

"With over 3.2 lakh students benefiting from the scholarships since last 18 years -our Bhavishya Jyoti Scholarship initiative will go a long way in helping meritorious students build a successful career in IT", he added.

NIIT plans to offer scholarship to the students in the country, this year, based on

their performance in class XIIth and personal interview. For select career programmes, scholarships would be awarded based on their performance in the competitive written test, personal interview and Class XIIth score.

The application forms for the test are available at NIIT education centers across the country. Students can also log on to www.niit.com/bjs2009 to get more details. The last date for receipt of application is 12th September, 2009.

With the theme of 'Have Something Bigger to Celebrate', this year's programme would offer merit based fee waiver of up to Rs. 34,000 on NIIT's IT training programmes. This is NIIT's gesture to enhance employability of meritorious students and to make them job ready to meet the industry needs. As a part of the high aptitude community, they also get to pursue Global Vendor Certification backed programme and get the benefit of collaborative learning.

Besides India, NIIT has been involved in creation of skilled ICT manpower in other countries like Nigeria and Vietnam. NIIT conducts scholarship test in Nigeria and Vietnam to enable meritorious students gain access to world-class IT education. Recently, NIIT had conducted its '10th NIIT Nigeria IT Scholarship' where a record of 2,10,000 Students took the test in Nigeria making it the scholarship test of the decade. The response was so

huge that a football stadium had to be booked to accommodate the test takers.

Students who have completed their Class XIIth or equivalent, those currently pursuing graduation and/or who have completed graduation in any stream, and polytechnic diploma holders are eligible for NIIT Bhavishya Jyoti Scholarships. The scholarship would be offered on a wide range of NIIT programmes including GNIIT, NIIT Engineers and NIIT Globalnet+ Rajendra men-



DEVELOPING SKILLS: Chairman NIIT, Rajendra S Pawar interacting with media at Jammu on Friday.

tioned.

The Bhavishya Jyoti Scholarship was launched by NIIT in 1991 to enable

financially challenged meritorious students to pursue a career in computers and add to the nation's trained manpower base. The scholarship is one of the India's most recognised and trusted scholarship test with 19 years of market presence and more than 3.2 lakh students benefiting from the scholarship. Since its launch, scholarships worth Rs 465 million have been awarded. Last year more than one lakh students appeared for the scholarship test and were awarded with scholarships worth Rs 126 million he maintained.

Greater Kashmir

Sri Nagar

05 September 2009

NIIT announces IT scholarships

Annual scholarship exam to be held on Sept 13 across the country

HARMEET SINGH

Jammu, Sept 4: Announcing India's largest IT Scholarship program— The 19th Bhavishya Jyoti Scholarships, Chairman NIIT Rajendra S Pawar, said that Jammu has a large talent pool which can participate in the IT revolution.

The program now in its one year, rewards meritorious students and graduates desirous of building successful careers in diverse industries that require Information Technology skills.

The scholarship exam would be conducted on Sunday, September 13 by leading Global Talent Development Corporation, NIIT, across the country, Rajendra said.

Addressing media here today Chairman NIIT said that NIIT has been developing skilled manpower in Jammu and Kashmir for over two decades, and has empowered over 1,50,000 students till date. NIIT has nine centres in the state, which open exciting career opportunities in IT for the youth.

Speaking on the Bhav-

ishya Jyoti Scholarship program, Rajendra S Pawar said, "We want to enable the youth in Jammu and Kashmir to participate in India's IT revolution".

"With over 3.2 lakh students benefiting from the scholarships since last 18 years - our Bhavishya Jyoti Scholarship initiative will go a long way in helping meritorious students build a successful career in IT," he added.

NIIT plan to offer scholarship to the students in the country, this year, based on their performance in class XIIth score and personal interview. For select career programs, scholarships would be awarded based on their performance in the competitive written test, personal interview and Class XIIth score.

The application forms for the test are available at NIIT education centers across the country. Students can also log on to www.niit.com/bis2009 to get more details. The last date for receipt of application is September 12.

With the theme of 'Have

Something Bigger to Celebrate', this year's program would offer Merit based fee waiver of up to Rs. 34,000 on NIIT's IT training programs, Pawar informed. He further said that this is NIIT's gesture to enhance employability of meritorious students and make them job ready to meet the industry needs. "As a part of the high aptitude community, they also get to pursue Global Vendor Certification backed program and get the benefit of collaborative learning," he maintained.

Students who have completed their Class XIIth or equivalent, those currently pursuing graduation and/or completed graduation in any stream, and Polytechnic diploma holders are eligible for NIIT Bhavishya Jyoti Scholarships. "The scholarship will be offered on a wide range of NIIT programs including GNIIT, NIIT Engineers and NIIT Globalnet+,"



he said.

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Daily Excelsior

Jammu

07 September, 2009

DAILY EXCELSIOR, JAMMU

State has to create more job avenues in IT field: NIIT Chairman

Excelsior Correspondent

JAMMU, Sept 6: NIIT, the brand name which is synonymous to Computer Education for every person in India and even across the globe too, is completing 28 years of journey this December but, least of Jammuites are aware of the fact that one of the founders and chairman of the prestigious NIIT Group, Rajendra S Pawar is son of soil who led the Information Technology (IT) revolution in the country.

Pawar along with some of his friends set up NIIT in 1981 and played a leadership role in nurturing and building it into a leading Global Talent Development Corporation which helped the nascent Indian IT industry to overcome its human resource challenges. And, today the company has grown to be amongst world's leading talent development companies offering learning solutions to the individuals, enterprises and institutions across 40 countries.

In an exclusive interview to Excelsior, Pawar disclosed that NIIT Group was shortly coming up with its special project in the country i.e. NIIT University in Rajasthan. The University campus spread over 100 acres of land will offer B Tech, Masters and PhD courses in Computer Science, Telecom, Education, Bio-technology and Bio-informatics etc in the first phase and other courses in the later stages, he said.

He mentioned that 25 acres

of the University campus has been especially earmarked for the establishment of Technology Incubators.

Pawar, who hails from village Gandharwan in Akhnoor



tehsil of Jammu district, studied at Scindia School Gwalior and did B Tech from country's prestigious institution IIT Delhi in 1972 and received Distinguished Alumnus Award of IIT in 1995. Besides, he has also been awarded Honorary Doctoral Degree by the Rajiv Gandhi Technical University in 2005.

Commenting on IT talent pool in Jammu, he expressed that there's no dearth of talent here but, State has to create more job opportunities in this field to attract the same besides, the young people also needed to be more pro-active to face the future challenges.

Pawar also led the NIIT's foray into the software and services market, creating NIIT technologies, a global IT solutions

organization. Assessed at SEI-CMMi level Five, NIIT Technologies serves clients across North America, Europe, Asia and Australia.

Talking of the other initiatives, he added "NIIT not only imparted computer education to the students but also provided computer-based learning to large number of Government employees and private schools under different collaborations that included NIIT Imperia (Executive Management Programs in collaboration with IIMs, IMT and IIFT), NIIT Uniqua (collaboration with Genpact), NIIT IFBI (Programs for Banking, Financial Service and Insurance professionals in collaboration with ICICI Bank) etc".

On being asked about the NIIT's global presence, he said "NIIT has been involved in creation of skilled ICT manpower in 40 countries. Recently, NIIT had conducted its '10th NIIT Nigeria IT Scholarship' where a record of 2.1 lakh students took the test in Nigeria making it the scholarship test of the decade. The response was so huge that a football stadium had to be booked to accommodate the test takers."

It is pertinent to mention here that it was on Pawar's insistence that NIIT centre was opened in Jammu much before than the other smaller cities. Besides, he is in constant touch with State Government to develop avenues for the youth.

The Economic Times

New Delhi

07 September, 2009

NIIT to boot up PC-based CAT

Deal With Prometric For Infrastructure & Administration, Contract Worth Rs 55 Crore

Gulveen Aulakh
CHANDIGARH

NIIT, a global leader in computer education, will take care of the infrastructure and administration of the entrance test to Indian Institutes of Management, the country's premium business schools, which is being taken on computers for the first time this year.

The test will be held in some 200 private colleges across the country, said a person familiar with the development.

An NIIT spokesman confirmed that the company has bagged a deal from US-based Prometric, the world's largest computer-based testing service provider that is conducting the Common Admission Test (CAT) of IIMs, for providing test centres across the country.

He refused to give any detail, financial or otherwise.

A company executive said NIIT will get Rs 50-55 crore from Prometric, which bagged a \$40-million deal from IIMs to conduct what will be the largest computer-based test in India so far with more than 3 lakh expected to take part.

CHECKS IN PLACE

- > **Maximum 50 computers in one testing room**
- > **There will be monitor separators**
- > **One CCTV camera per 10 students**
- > **NIIT pre-verified personnels**
- > **CCTV cameras at check-in & check-out**
- > **Colleges will take care of computers, internet, cameras, generators and UPS; NIIT will provide i-cards, biometric equipment and stationery**

CAT will be held in two sessions each day for 10 days, between November 28 and December 7. Online registration for the test begins on September 9.

NIIT last month started tying up with private colleges having at least 100-computers each for conducting the test.

The colleges are paid an average rent of Rs 60 per student, depending on the infrastructure they provide.

This is important because of the tight security check that will include close-circuit television (CCTV) cameras to record all the movements of every applicant, matching fingerprints, metal detectors and photo identification check.

NIIT has already roped in at least three private colleges in Chandigarh, including Indo-Global College, which has the largest computer centre in Punjab.

While colleges will take care of computers, internet, image capture cameras, generators and UPS, NIIT will provide identity cards, biometric equipment and stationery. Every room at the testing centre will have a maximum of 50 computers. There will be monitor separators to ensure no candidate can view anybody else's computer screen. Personnel deployed by the college during the test would be pre-verified by NIIT. A 512-kbps internet speed per testing room of 50 computers for servers and administration machines would be provided by the college.

IIMs are scheduled to release the official list of test centres by September 9.

The Economic Times

Chandigarh

07 September, 2009

Prometric ties up with NIIT to conduct CAT across India

NIIT ties up with 200 private colleges

Gulveen Aulakh
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Look, Somebody Is Watching

detectors and photo identification check.

NIIT has already roped in at least three private colleges in Chandigarh including Indo-Global College, which has the largest computer centre in Punjab and

has a biometric identification system in place.

While colleges will take care of computers and internet connectivity, NIIT will issue identity cards, provide biometric equipment, image capture cameras and stationery as well as fix generators and UPS.

Every room at the testing centre will have a maximum of 50 computers. There will be monitor separators to ensure no candidate can view anybody else's computer screen. There will be one CCTV camera to record every 10 students during the test. There will also be CCTV cameras at check-in, check-out and waiting areas.

Personnel deployed by the college during the test would be pre-verified by NIIT.

A 512-kbps internet speed per testing room of 50 computers for servers and administration machines would be provided by the college. IIMs are scheduled to release the official list of test centres by September 9.

Economic Times

Chennai

08 September, 2009

NIIT to boot up PC-based CAT

Deal With Prometric For Infrastructure & Administration, Contract Worth Rs 55 Crore

Gulveen Aulakh
CHANDIGARH

NIIT, a global leader in computer education, will take care of the infrastructure and administration of the entrance test to Indian Institutes of Management, the country's premium business schools, which is being taken on computers for the first time this year.

The test will be held in some 200 private colleges across the country, said a person familiar with the development.

An NIIT spokesman confirmed that the company has bagged a deal from US-based Prometric, the world's largest computer-based testing service provider that is conducting the Common Admission Test (CAT) of IIMs, for providing test centres across the country.

He refused to give any detail, financial or otherwise.

A company executive said NIIT will get Rs 50-55 crore from Prometric, which bagged a \$40-million deal from IIMs to conduct what will be the largest computer-based test in India so far with more than 3 lakh expected to take part. CAT will be held in two sessions each day

CHECKS IN PLACE

- > **Maximum 50 computers in one testing room**
- > **There will be monitor separators**
- > **One CCTV camera per 10 students**
- > **NIIT pre-verified personnels**
- > **CCTV cameras at check-in & check-out**
- > **Colleges will take care of computers, internet, cameras, generators and UPS; NIIT will provide i-cards, biometric equipment and stationery**

dent, depending on the infrastructure they provide.

This is important because of the tight security check that will include close-circuit television (CCTV) cameras to record all the movements of every applicant, matching fingerprints, metal detectors and photo identification check.

NIIT has already roped in at least three private colleges in Chandigarh, including Indo-Global College, which has the largest computer centre in Punjab.

While colleges will take care of computers, internet, image capture cameras, generators and UPS, NIIT will provide identity cards, biometric equipment and stationery. Every room at the testing centre will have a maximum of 50 computers. There will be monitor separators to ensure no candidate can view anybody else's computer screen. Personnel deployed by the college during the test would be pre-verified by NIIT. A 512-kbps internet speed per testing room of 50 computers for servers and administration machines would be provided by the college.

IIMs are scheduled to release the official list of test centres by September 9.

for 10 days, between November 28 and December 7. Online registration for the test begins on September 9.

NIIT last month started tying up with private colleges having at least 100-computers each for conducting the test.

The colleges are paid an average rent of Rs 60 per stu-

Economic Times

Chennai

08 September, 2009

EXCLUSIVE BY CNBC-TV18

NIIT order book robust, to improve with govt orders

BY UDAYAN MUKHERJEE & MITALI MUKHERJEE
CNBC-TV18

MUMBAI

Vijay Thadani, chief executive officer of computer education provider NIIT Ltd, said in an interview that government orders have picked up after the elections and the outlook is good. Edited excerpts:

How has business been, particularly on government schools? Have you seen any improvement?

Yes, I think government spending on education as well as skills development has been very active in that area because right after the elections many of the state governments, whose tenders, because of the election period, had been blocked, have opened. We have opened our account very well this year. We got some very good orders in April but those were pre-election. Now, I think the post-election orders are also reaching finalization and a number of new tenders are coming up.

Also, the skills development initiatives of the government have taken off. As you can see the new leadership we have in the HRD (human resource development) ministry is very active. Our minister has a 100-day programme and he is going full stream on it and we have already seen some changes. So we think things are looking up as far as government is concerned.

How does the government order book on school projects look like?

The order book at the end of June was fairly robust. I think as more orders come in that order book will only improve further. The other issue is I



On track: NIIT chief executive officer Vijay Thadani.

INTERVIEW

think in this year government is perhaps going to finalize between 10,000-20,000 schools. The question is what percentage of those schools we would like to participate in because it is also, on the one hand, a very attractive business, but it is a bit capital intensive. So those are the product mix issues that we would be working with.

What about the corporate learning solutions market? Is there significant uptake there?

In corporate learning solutions, the India part of the business is based on government spending on skills development and other initiatives, which is, as before, rolling on well.

In the US, I think the optimism is beginning to grow and

the number of enquiries and initiation of projects is beginning to happen. The mood is definitely changing to the positive. So it will be a couple of quarters before you can start seeing that in revenues because those are projects which you execute over a period of time even if you get the orders very soon. But I think individual learning solutions...have seen a definite upsurge. So, as we stand right now, I think the consumer sentiment and getting back into IT kind of jobs or financial services kind of job, that mood is picking up, so we are seeing a positive uptake there.

You bagged an order to do some work on infrastructure and administration of the common admission test for the Indian Institutes of Managements. How significant would that be and will it open up other business streams along those lines?

We have been in the business of testing services. This is to conduct the tests. We have been in that business for a long time. So far we have been working on technology testing, which is a certification testing for Microsoft and various other technology companies. We have now extended that partnership to start working on specific opportunities that exist. More and more people will be moving from paper and pencil test to electronic and digital testing and that is a very attractive area. So we are looking forward to working very strongly. We already have a strong position in that market, so it is a natural fit for us.

Are you confident that the next few quarters will see growth on your individual learning programmes?

That is a highly seasonal business. Overall we had worked on a guidance assuming an optimistic change which will take place during the year. So we are on track as far as that is concerned. We do see the business picking up. The essential issue is that as the employment market picks up, employability training has to pick up and we are well positioned in specific sectors in that. Therefore, we see a good uptake as we go along.

cnbctv18@livemint.com

Express Computer National 14 September, 2009

DAY 1/ POLYCOM INTELLIGENT ENTERPRISE AWARDS

Polycom Intelligent Enterprise Awards

The end of the first day saw the announcement of the Polycom Intelligent Enterprise Awards after an address by the CTO of Polycom, Inc.

Glenn Noga, VP and CIO, Polycom, Inc. took the stage after the panel discussion, saying, "For me an interesting comment from the panel discussion was to be aware of what is possible. For me, as an IT professional, that's really core to our job to make sure that the business community is aware of the potential that technology has for changing what they do on a day-to-day basis."

He said that the only thing better than giving out awards was to receive them. "Tonight we have the opportunity to recognize some of our peers who have done a fantastic job in taking technology into their company helping make the company run smarter," he added.

"One of the things I have to do over the next 12-18 months is to drive business productivity. Experts are telling us that an economic recovery is underway. Secondly, how do I make it easier for employees to get their work done by streamlining processes so that business moves efficiently? What are the communications, process reengineering and BI tools that I have to put in place? Thirdly, it's about IT efficiency and leveraging the assets that we've invested in so that IT doesn't burden the company while scaling as the company grows," he concluded.

Harish Agarwal, Partner - Advisory Services, Ernst & Young,



Rajat Sharma, Shree Cements won the award in the General Industry category

came on to the stage and explained the process behind the awards. He said, "The awards aim to recognize and honor organizations that have implemented innovative ICT which are collaborative, competitive and used for business advantage and are eco-friendly. The process starts 9-10 months before the awards are given out. The Indian Express management invites participation by sending out forms to CIOs and the forms are put up on the Web site. The group receives the completed questionnaires and about 20-25% of the entries are disqualified because they

are incomplete. Another quarter is disqualified when they are independently validated for complete and correct information. After that the Indian Express Group collates and tabulates entries that are in each category and this is independently verified by Ernst & Young after which there's an internal jury that shortlists three nominees for each category based on the tabulated scores. Then each shortlisted nominee comes in and makes a presentation to the jury where E&Y is also present. The jury votes and scores these nominees through a closed ballot process. E&Y takes the tabulated results. This year the entire jury round was moderated by E&Y to identify the top entries in each category for both the awards and we had 74 nominations across categories for IEA and 52 for SSA. All the shortlisted nominees made live presentations to the jury members who scored each nominee using a predetermined rating scale. Then E&Y tabulated these scores to determine the winners."

Glenn Noga came back on stage to hand over awards for the first three categories. The first category was Technology & Communications. The nominees included Sumit Chowdhury, CIO - Reliance Communications; Rupinder Goel, CIO, Airtel; Ashok Adhikary, Associate Director - Systems, Aker Solutions. The winner was Rupinder Goel of Bharti Airtel.

Next up was the BFSI category with C Mohan, CTO, Reliance Life Insurance Company Ltd; Ravikiran Mankikar, General Manager at Shamrao Vithal Co-op Bank and Manoj Chandiramani, Sr. VP and



KT Rajan, Allergan India took home the trophy in the Pharma & Health Sciences category

Cont

Cont

APAC head of IT operations, MF Global. Mohan of Reliance Life Insurance won the award.

In the General Industry category, the nominees were Pertisth Mankotia, Head IT at Sheela Foam India; Rajat Sharma, CIO, Shree Cements Limited and VN Bhaskar, IFFCO Ltd. The winner was Rajat Sharma of Shree Cements Ltd.

Sharma said, "It's a great honor and privilege for me to receive this coveted award on behalf of the Shree Cement family. I'd like to thank Indian Express and the Tech Senate group for providing us with this opportunity to showcase our stuff and get this level of exposure. This award goes to our domain team and my IT team, as the domain team led the innovation and we were the ones who executed it on the ground."

Rajiv Jaitly, President, Marketing, The Indian Express Ltd, came on stage to hand out the award for the next category which was Pharma & Health Sciences. K T Rajan - Director Operations IS & Projects, Allergan India; Dr. R. S. Tyagi, Deputy Director & Head, AIIMS and Vishnu Gupta, CIO, Calcutta Medical Research Institute were nominated. KT Rajan won.

Rajan commented, "It was a BI solution. There wasn't much of technology involved; it was more about changing the business process. Without being modest, this award is dedicated to the users from Sales & Marketing, Supply Chain etc. who were willing to step out their comfort zone, bring in trans-



Satyen Naik of Sumul won in the Retail and Consumer Products category

parency to what they were doing and to implement the entire solution."

Retail and Consumer Products was the next category with Nilesh Sangoi, CTO, Meru Cabs; J Ramesh, GM-IT, MIRC Electronics Ltd and Satyen Naik, Manager - IT, Sumul Diaries. Satyen Naik won.

Naik introduced Sumul's Chairman and MD who shared the stage. He added, "I thank Indian Express for first recognizing us in 2004 and now again.

"This award goes to the 2.5 lakh farmers who are using our applications across Surat and Surat District. The winners are those guys who are adopting this solution in the villages of Surat."

Next it was announced that the award for Government/PSU had been scrapped as no entry had been found to be of merit. That brought us to the last category, which was the Jury Special Mention to recognize early movers in the Education segment. This award went to Udai Singh, Executive Vice President, NIIT.

Singh, said, "NIIT stands for both IT and education. We've always used technology in education whether it started with simple video-based education when NIIT was set up in 1981. This particular effort is unique because it established a PPP model where we provided a technology platform that would allow premier institutes such as the IIMs (Ahmedabad, Calcutta, Lucknow and Indore) to deliver education for working professionals. One area that we'd researched and found a pressing need that people are not just changing jobs, they are changing careers. Most of us complete our under-grad or post-grad education and after that it is a long haul of 30-40 years where one is working and typically organizations invest in tactical training programs that are relevant to the current role but are not very relevant from a long term career growth point of view. Many of us in this room are engineers and technology professionals but increasingly we find ourselves in roles where we are managing businesses. What this solution enabled was the utilization of scarce resources—gurus are always in short supply—and make it convenient for them to offer a live, interactive experience by recreating the classroom experience at convenient times for working professionals."

With that the awards came to a close and the day wound to a close. ■

— Prashant L Rao



Udai Singh of NIIT won the Jury Special Mention award

Sakal

Pune

15 September, 2009

Institute of Finance, Banking & Insurance

Institute of Finance, Banking & Insurance (IFBI), an initiative of NIIT Ltd, Asia's No. 1 IT trainer and world's leading Global Talent Development Corporation, founded over 2 years ago, has achieved the unique feat of 100% placement track record and launched over 6000 careers in the leading Banking & Financial Services organizations like ICICI Bank, HDFC Bank, Kotak Mahindra Bank, ICICI Prudential, ICICI Lombard, HDFC Securities, Lakshmi Vilas Bank, Fullerton Securities & Wealth Advisors. Apart from being one of the largest Providers of industry ready talent to the BFSI sector, IFBI has also trained over 20000 working professionals in the Banking & Financial Services sector.

NIIT has announced 19th Bhavishya Jyoti Scholarships that are now available for IFBI Programs in Banking, Financial Services, Insurance

programs in Banking, Finance and Accounting domain. IFBI has launched yet another initiative of "institutional Scholarship" with an aim to enhance employability of meritorious college students, (who are duly recommended by institutional Head/ Principle) and make them Job ready to build trained manpower pool for BFSI industry.

IFBI offers career programs under its "Banking & Financial Services" curriculum that are designed to give accelerated careers to graduates, while mapping out a career plan for college students in the area of Banking, Finance and Insurance.

IFBI offers "Honors Diploma in Banking & Financial Services (HDBFS)" a highly robust and comprehensive program developed by experienced industry experts with relevant inputs from industry. The program is aimed at creating New age BFSI Professional, it

and accounting. Scholarships are open for Graduates and College students who wish to seek careers in fast growing Banking, Financial Services Insurance and Accounting Sector.

Mr. S Venkatesh, President -IFBI, while announcing the launch of the NIIT Scholarship for IFBI career programs said, "IFBI has established its position as leading manpower provider to reputed organizations by offering "industry ready professionals". The launch of NIIT's Bhavishya Jyoti Scholarship would offer young aspirants not only great fee benefits but would also offer yet another chance to seek career opportunities in growing BFSI sector. He further added that " IFBI plans to invest over 3 Crores in scholarships and offer 2000 scholarships to deserving & meritorious students who are ambitious & desirous of building a successful career".

The scholarship offer at IFBI is based on student's academic performance in graduation or Class XIIth. IFBI is offering scholarships up to Rs. 25000/- for its Career

is spread over 470 Hrs across 4 terms. The Program equips a student on preferred industry Skills -Customer Acquisition, Customer relationship management and Domain knowledge /Skills.

Recently IFBI has announced "Diploma in Finance and Accounting" designed to create a complete accounting professional to meet the needs of organizations to have robust accounting professionals.

IFBI career programs are offered with 100% placement Assistance and are designed to prepare and groom students to get their first job or career start in BFSI sector. To meet the requirement of graduates of a faster career start, IFBI offers programs that are conducted in full time mode (5 hrs 5 days a week). While for under graduates, IFBI offers a unique proposition to earn dual qualification - an IFBI Professional Diploma along with a graduation title. It is conveniently scheduled - 2 hrs 3 days a week - to assist college students to pursue it easily.

Economic Times

New Delhi

24 September, 2009

LEARNING CURVE

Pooja Madhok
New Delhi

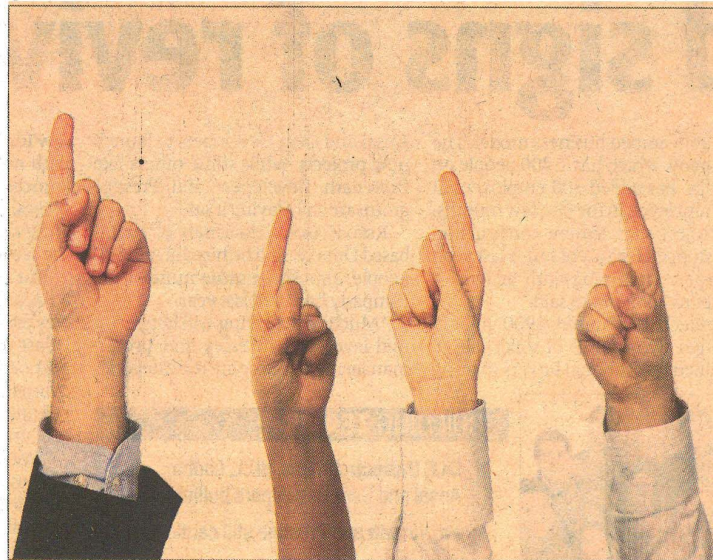
To gain an edge in a world where rapid globalisation, changing consumer attitudes, closely integrated markets are commonly bandied phrases, today's managers have to keep learning continuously, not only from their jobs but also through formal pedagogy. This is where the role of executive management programmes steps in.

Several new institutes and organisations cater to the rising demand of training of executives, as opposed to predominantly fresh graduates that enroll into B-schools. And, the enrolment numbers at executive education programmes is only going higher by the day. Take for example NIIT Imperia, which was set up in the year 2006 to address the demand for executive training. Now, has a presence in 8 cities; and it has aggressive plans to be present in 75 cities by 2010! Other than the big players like IIMs and ISB, many other organisations and institutes like HughesNet Global Education, Apeejay School of Management, IGNOU, Reliance Webworld, NIS Sparta, 24 x 7 Learning and U21 Global are growing rapidly too, and are offering various executive education programmes.

Before we go any further, it is important to define executive education. Executive education is the term used for programmes at graduate-level business schools that aim to give classes for chief executives and other top managers or entrepreneurs. Executive education developed in the 1980s and 1990s, as the increasing pace and scope of global business demanded higher levels of education among employees.

Top management institutes like IIMs, ISB, XLRI and MDI, recognising this need, launched several long-term executive education courses. For instance, IIM A offers Post Graduate Programme in Management for Executives (PGPX), IIMC offers Post Graduate Programme for Executives (PGPEX), IIMI offers Executive PG Programme in Management.

While the executive education programmes vary from institute to institute, the favourite choices include, says Deepak Chandra, Assistant Dean, Centre for Executive Education, Indian School of Business, "Strategy and leadership programmes are the all-time



'Power' packed!

Several institutes are offering executive programmes. Here's a bird's eye view of executive education scenario in India

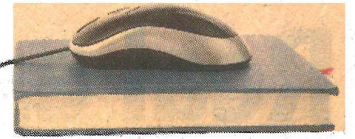
favourites. However, since requirements are specific to each company/industry segment, courses in mergers and acquisitions, marketing strategy, etc., also are high in demand." The most interesting fact about executive education programmes is that these courses can be tailor-made. "Corporate executive management as well as training programme can be made as per specific need of any industry. And, thus it makes sense for us to customise the courses as per the specific needs of a company. We have had training programmes for a number of organisations like ONGC, NTPC, IOC, GAIL India, Power Grid Corporation etc," informs Dr Ravikesh Srivastava, Professor and Program Director, FORE School of Management.

The tailor-made courses include pedagogical tools that are matched to the needs of individual programmes and emphasise active participation rather than passive assim-

ilation. The three-year part time PGDM programme offered by FORE is approved by the All India Council for Technical Education, Ministry of Human Resources, Government of India. The three-year part-time programme is designed to impart knowledge and skill in the basic and functional areas of management.

Dr Chandra informs, "While MBA is a more general programme, executive education is geared towards making managers transform into business leaders. Quality executive education focuses on the challenges of leadership and provides perspectives on emerging as a leader." Elaborates a professor from Apeejay Institute of Technology, "Executive education is very different from MBA. The two are different in their approach, content and expected results. As an executive moves up the organisational hierarchy, two things happen: one, he acquires some experience and know-how of the work place; and two, he develops specific skill and knowledge to do his job better. Executive education fills this gap. The seriousness with which Indian companies are taking executive education can be measured by the demand for customised programmes and partnerships with B-schools in co-designing curriculum."

IIMA is another business school of international repute that is committed not



A CONSUMER CONNECT INITIATIVE

Modes or options of executive education programme include:

- Full-time long-duration (usually 1-year) accelerated courses like IIM-A's PGPX, IIM-L's IMPX and other top B-schools
- e-Learning programmes offered by U21 Global, NIIT Imperia, and others
- Part-time three-year EMBA offered by B-Schools & distance programmes offered by reputed B-schools
- Short-term MDPs & AMPs offered by B-schools aimed at developing specific skills

only to provide quality management education, but also focuses on producing quality research papers. In this decade, IIM, Ahmedabad is focusing on exchange of faculty with international business schools, admitting full time international schools, expansion of the campus to accommodate the institutes' international executive development programmes.

IIM, Ahmedabad's PGPX is a coveted programme. The objective of the programme is to develop bright, enthusiastic, and aspirational executives into management leaders and change agents on the global platform. The programme has now begun to gain high levels of acceptance amongst corporates in India and abroad.

Executive education programmes can be classified on the basis of duration and delivery mode. The mode of delivery can be on-campus, online or a combination of both modes. Also, the duration of executive education programmes can vary from just a few days to one and even two years. Besides, executive education programmes can be broadly classified into two categories—general management and functional management. While there is open enrollment for general management courses, the functional management courses are mostly tailor-made and are industry or company specific in nature. With each business seeking to grow and expand, the need of custom or tailor-made courses has multiplied manifold.

In a scenario, when there is a neck-to-neck competition, the role of executive education is becoming too imperative!

Popular courses

- Human Resource Management
- Financial Management
- Operations Management
- Information Technology
- Strategic Decision Making
- Post Graduate Diploma in Management (PGDM)
- International Business Management (PGDM-IBM)
- Post Graduate Program in Management (PGP)
- Post Graduate Program in Public Management and Policy (PGP-MP)
- One Year Post Graduate Program in Management for Executives (PGPX)
- Post Graduate Programme for Executives (PGPEX)
- PG Certificate Program in International Business

The Sentinel

Guwhati

26 September, 2009



Australia's Victoria State Minister for Skills and Workforce Participation and for Regional and Rural Development Jacinta Allan, National Institute for Information Technology (NIIT) director P Rajendran, Victoria State Premier John Brumby and newly-appointed Australian High Commissioner to India Peter Varghese attend a seminar in New Delhi on Friday. Brumby is in India for a week-long visit. AFP



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