



Live IT, National

January, 2010

Training talents the NIIT way

Career advancement in the BPO/KPO industry has never been this easy

Priyanka Dey



In spite of the great recession that has hit the globe in 2008-2009, the BPO/KPO industry in India has never failed to offer numerous job opportunities. In fact, experts in this field forecast not just growth but also the potential to attract many young professionals who are keen to join the industry as a chosen career destination. However, specialised training for BPO/KPO aspirants is fast becoming a key differentiator as companies strive hard to achieve service excellence and move up the value chain.

Today, there are comprehensive roles for BPO employees, as well as boundless opportunities to work on multiple verticals. But what about the training programmes that will make young people job-savvy and a success at work? Do not worry, help is at hand. Education and training pioneer NIIT and BPO giant Genpact have started a joint venture – NIIT Uniqua – to address your training needs. *Live IT* spoke to Mr Chockalingam Murugan, President of NIIT Uniqua, to know more about this unique training programme. Excerpts from an e-mail interview:

Live IT: How did it all begin – the whole concept of Uniqua?

Uniqua was conceptualised to meet the growing demand for skilled workers in the global BPO/KPO industry. Uniqua Center for Process Excellence is a joint effort by Genpact and NIIT to ensure that the young people keen to start a BPO career are industry-ready from the very beginning. NIIT Uniqua provides knowledge and training in business processes and soft skills. It is basically an initiative to combine the best practices of Genpact, a leader in BPO, and NIIT, an education and training pioneer.

Live IT: Does the initiative help both job seekers and the corporate houses?

Definitely. It helps the companies curb training costs, cut short the long pre-process training period and thus ensure better

profit margins. And candidates with adequate training naturally find things easier on the floor – so there will be low attrition and better scope for career advancement.

Live IT: How does your partnership with Genpact help your students?

Genpact and NIIT have combined their respective strengths to offer a comprehensive training curriculum. Right training for the right people is the key to success on personal and organisational levels. So it will be immensely beneficial for BPO/KPO aspirants, as well as current employees of business services and technology companies.

Live IT: Is Uniqua a first-of-its-kind initiative? What is so unique about Uniqua?

Of course, there are other small-scale training organisations. But Uniqua is a first-of-its-kind initiative that is exclusively designed for BPO training. We have many pluses and some of its unique features are listed below:

- Nationwide training school for BPO/KPO career
- Curriculum co-created with industry standards
- Relevant specialisation mapped to real job
- State-of-the-art education delivery model to maximise your learning
- Experienced trainer pool
- TOEIC (Test of English for International Communication) certification (optional)
- Strong placement partnerships and pre-employment offers from top BPOs

Live IT: Please share with us the outline of the current curriculum.

Uniqua addresses the burgeoning demand for skilled workforce by providing training programmes in relevant areas. So our

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training curriculum is tailored to provide students with a sound knowledge of business processes and basic voice training – followed by a specialisation in advanced voice training and basic finance. The courses range from one month up to a maximum of three months of classroom training. NIIT Uniqua has a blended learning curriculum, with a perfect mix of computer-based and instructor-led training. In addition, the institute offers hands-on practice on business processing functions and applications. Highly automated training systems and a pool of experts from the industry are there to meet the training needs of our students.



Live IT: How many training centres do you have? Where are these located?

We have 15 Uniqua centres so far. Besides the Capital, we have centres in the NCR, Jaipur, Hyderabad, Bangalore, Madurai, Vizag, Bhubaneshwar, Kolkata, Siliguri and Guwahati.

of the programme, each student is given an individualised assessment sheet by an instructor who identifies the skill gaps and specific capabilities that the student needs to acquire. Consequently, students are re-assessed at each stage and feedback is given on areas of improvement.

The methodology followed is known as PCLA (Practice Centred Learning Architecture). This is because the skills

Live IT: How do you plan to reach out to the segment that doesn't have access to your training centres?

Currently, our course curriculum is designed in a way to provide a number of interactive sessions, group discussions and instructor-led sessions. So, the training sessions are classroom based. However, we have plans to leverage existing NIIT Pan-India presence to scale up operations. Also, in order to expand our accessibility, we will soon introduce synchronous learning and online training in the next phase.



Live IT: Is it essential to undergo training for securing a BPO/KPO job?

Recruiting the right kind of people for the BPO/KPO sector is a big challenge faced by many companies and recruitment agencies. Recent research and studies have also shown, that the BPO sector is going to face a talent shortage of about 262,000 professionals by 2012. This is undoubtedly a great opportunity and we are confident that Uniqua can help fill this gap. We are grooming young professionals so that they have an edge over others when they decide to enter the BPO industry. The programme helps create awareness about the BPO sector and focuses on critical skill-sets required for key functional roles.



Live IT: What difference will training@Uniqua make to one's career?

Our training begins with the need assessment of each individual. At the start

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required for BPO environment can be acquired and honed only through practice.

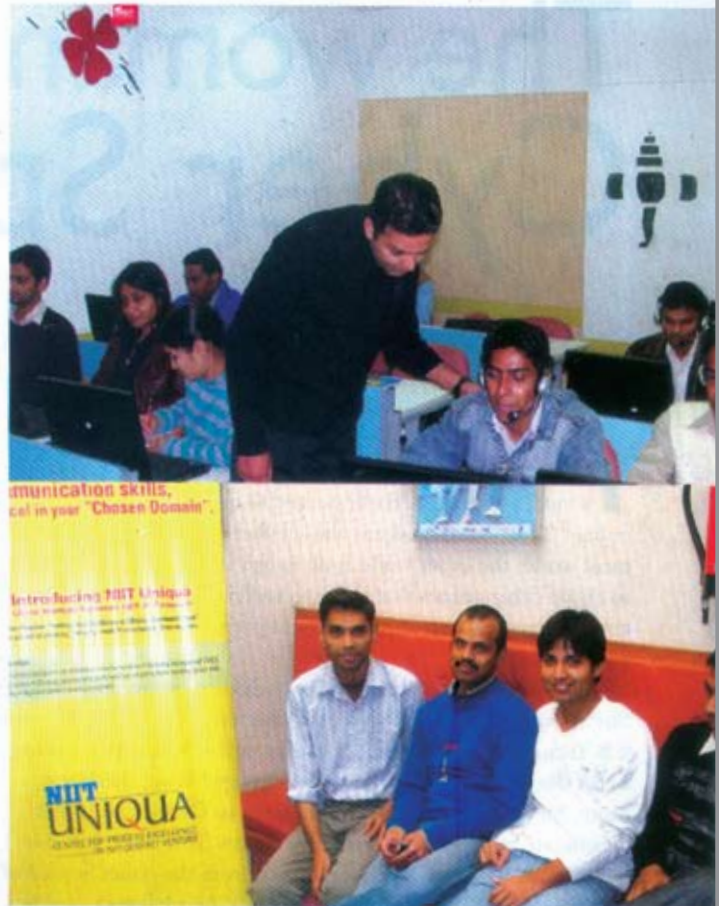
Live IT: Tell us more about your training methodology.

Our instructional delivery system employs a blend of self-study, group exercises, conversation and home assignments to ensure that students progress rapidly using the most appropriate methods. Unlike other programmes, the entire content is taught within the context of specific types of BPO conversations. Students are allowed to build their skills gradually, as they work from simple conversations to more complex ones.

An interactive teaching methodology is used, which ensures a positive learning environment and involvement of the entire class. The trainer introduces concepts through interactive lectures and anecdotes. Activities and role-plays are also used to reinforce these concepts. This facilitates problem-solving in activity form and helps faster retention of concepts with an element of fun in training. The sessions provide enough opportunities so that students can express their views and practise the skills learnt. We also optimise the learning process, making it conducive for all participants to get maximum benefit out of each session. The role-plays are simulations of real-life scenario and hence, they effectively teach how to react to different situations in your day-to-day working.

Live IT: Are there assured employment opportunities at the end of the training?

It is a dream for millions of graduates to work with top BPO organisations in the country. But according to studies conducted



by us, more than 90 per cent aspirants are found wanting. But NIIT Uniqua is here to help them out. We have strong industry association, state-of-the-art infrastructure, industry-relevant and endorsed curriculum and unique student education delivery process – cutting-edge advantages that help prepare a large number of graduates for top BPO companies.

We also provide placement assistance and have many students working in leading organisations such as Genpact, WNS, HCL, Wipro, IBM and First Source.

Live IT: What is the future vision of NIIT? What other sectors do you have in focus apart from the BPO/KPO industry?

Apart from BPOs, NIIT Imperia, Centre for Advanced Learning, offers executive management education programmes in association with the Indian Institutes of Management (IIMs). We conduct training for working professionals at a number of centres including Ahmedabad, Indore, Kolkata, Lucknow, IMT Ghaziabad and IIFT Delhi. Additionally, NIIT Institute of Finance Banking & Insurance (IFBI) has been formed with equity participation from ICICI Bank. This unit offers training in banking, financial services and insurance for individuals and the corporate sector. ■

Features	Benefits
Developed in conjunction with BPO organisations.	Ensures job-readiness. Time reduction by identifying learning capabilities and channelling learning.
Organised around key conversation types.	Provides the context that is required to learn language efficiently.
Based on individualised assessments.	Gives you clear personal goals and feedback to focus on areas of improvement.
Grounded in detailed and specific performance objectives.	Provides the discipline to focus on the essentials while ensuring that you master them.

Forbes India

January 22, 2010

EMERGING MARKETS: *The Newer World*

From the notes of Prakash Menon, president, NIIT China: "Met Mayor of Wuxi. We needed some infrastructure. He had it ready in a week. We trained 1,500 students. He asked about training 10,000 students. We said we needed 300,000 sq.ft. He gave it to us in a week. The government is very fast. We have to keep pace with their speed."

NIIT is a rare Indian company that has managed to crack the Chinese market and build scale. For many other Indian companies, used to doing business with the US or Europe, China is still a mystery. But NIIT showed that if you understand the local needs and build trust, you can do profitable business there even though you are an Indian.

After the global recession exposed the risk of doing business with the developed world alone, there is a new sense of urgency among Indian companies to tap the big markets of tomorrow — Africa and Asia. The recovery seen in the last few months has also shown that these regions will be the consumption engines of the world in the next few years. Africa and China account for a third of the world's population and their purchasing powers are rising.

Just like the domestic market is expanding from cities to towns to villages, its export market is expanding from the developed world to the developing world. And almost all the rules of the game are similar in both: Get local insights, design relevant products, listen to the customer and try to provide comprehensive solutions. And they are exactly the lessons that

foreign companies coming to India learn.

Stepping into unknown territories will be highly rewarding because competition is negligible. But the risks are also big. A civil war is raging in Sudan, where Oil and Natural Gas Corporation has invested \$720 million for a 25 percent ownership of an oil field. ONGC's other selections aren't a bed of roses either. It is developing gas fields in Iran, for instance.

"The good thing is that Indians, by nature, are welcome in many of these markets," says Vijay Subramaniam, CEO of international business at Marico. A large number of Indian companies have entered Africa and the Middle East and often learn from each other the nuances of the local market, he says.

These markets also offer lessons that can be used back in India. Marico figured that in order to build scale in the Middle East, it had to launch a hair cream product. Parachute hair cream became so successful there that Marico brought that product to India as well and found a ready market.

Watch This: After running a hospital successfully in Bangladesh, *Apollo Hospitals* plans a chain of hospitals in Africa. It already understands the African healthcare scene, having been part of a continent-wide telemedicine programme. It might work with Nigeria's government to overhaul that country's healthcare system. Apollo also plans specialised knee clinics in developing nations. ■



Eager Hosts Indians are welcome in most emerging markets

AFP for Forbes India

**Hindu Business
New Delhi**

January 24, 2010

NIIT net zooms 74% on IP-based product mix, execution efficiencies

Our Bureau

New Delhi, Jan 23

NIIT Ltd on Friday posted a 74 per cent year-on-year increase in its consolidated net profit for third quarter ended December 2009 to Rs 9.5 crore, helped by an improved IP-based product mix; better execution efficiencies and sustained cost management actions.

The global system-wide revenue rose two per cent to Rs 396.5 crore; and net revenue at Rs 283.6 crore was up two per cent over the year-ago period. The company said that the 'adverse impact' of forex was close to Rs 6 crore.

The company does not give a quarterly guidance, but said that positive indicators such as upswing in hiring were visible in the market. "Also, we expect the domestic market to be a big catalyst for the learning business...On the domestic side, we will see a fairly strong growth going forward. For the US market, it is still a wait-and-watch although people are saying this is a better year than the previous one," the NIIT Chairman, Mr Rajendra S Pawar, said.

During the third quarter, the EBITDA margins improved 278 basis points to reach 11 per



Q3 scorecard: The NIIT Ltd Chairman, Mr Rajendra S. Pawar, flanked by the CEO, Mr Vijay K. Thadani (right), and the COO, Mr T. P. Rajendran, during the announcement of third quarter results of the company, in the Capital on Saturday. — Kamal Narang

cent. The EBITDA grew 36 per cent year-on-year to Rs 31.2 crore. The topline was boosted largely by the individual learning solutions (ILS) - IT business which recorded 11 per cent growth in net revenue and 22 per cent growth in enrolments, on year on year basis. Incidentally, ILS accounts for 52 per cent of its overall business.

The school learning solu-

tions - which chips-in 11 per cent to the company's overall business - saw an order intake of Rs 73.8 crore and grew 197 per cent over the same period previous year. In the quarter, NIIT added 641 schools, reflecting repeat orders from Gujarat, Assam and Andhra Pradesh; the company further said it has received a strong response from private schools.

The corporate learning solutions (CLS) business recorded a growth of 13 per cent year-on-year in order intake. It accounts for 34 per cent of the company's overall business. With fresh order intake during the quarter at \$34.7 million (Rs 160 crore), CLS closed the quarter with a pending order book of \$89.3 million (Rs 410 crore), up 10 per cent over previous year.

The company said that the growth in China has been "strong" in the last nine months of the current fiscal. "We have opened the fifth centre in the series with the Chinese Government. There has been a good growth," the NIIT CEO, Mr Vijay K Thadani, said. China accounted for 19 per cent of the individual business revenue.

HT MINT, New Delhi

January 28, 2010



THE KING'S UNDER THREAT

The psychological battle has begun, with the Topalov camp firing the first salvo, ahead of the world title match in April against champion V Anand

BY JAIDEEP KHURDI

The seaside village of Wilk aan Zee in Holland is a popular destination for vacationers in summer, offering the rustic charms of a Dutch countryside. In winter, however, it is desolate—sheared by fierce gales scudding in from the North Sea, shrouded by smoke from the nearby plant steel mills of Corus.

In this bleak setting, in sub-zero temperatures, Viswanathan Anand is currently sweating it out. This is the unlikely destination for one of the world's premier chess events, the Corus Chess Tournament, which Anand has won a record five times in the past. Tough as it is, Corus is merely a foothill to the veritable Olympus that Anand has to scale come April when he defends his world crown from Bulgarian's Veselin Topalov. The two are to clash for the sport's ultimate prize in Sofia, over 12 games.

When they meet over the board, it will be merely the apex of a colossal pyramid, the culmination of an invisible battle. One player has already lost but neither knows it. Victory or defeat at the top is heavily determined by the opening game. The course of the middle game and the contours of the end game are decided by how a player has handled the opening.

In the months of research preparation—"prep"—one player may find a subtle chink in the opponent's armour. That is why one may have already lost, his armour penetrated even before he sits down at the board. For nearly a year, Anand has put in long hours studying the intricate byways of openings. "I work somewhere between 8-10 hours a day. Then you can add the physical training and maybe a couple of weeks," said Anand. "Work expands to fill the time. You have to get the right discipline. When the match comes, you stop worrying about whether you have done enough and get on with what you have done," said Anand during our meeting in Delhi, before he headed off to Corus.

Anand's decision to give Topalov the home-field advantage surprised many. After the world chess body, Federation Internationale des Echecs (FIDE), awarded the game to Sofia, Anand could have insisted on a neutral venue,

but he did not. Former chess champion Vladimir Kramnik, who lost to Anand in 2006, called it "stupid madness". The reasons for Kramnik's angst is not far to seek.

In the 2006 world championship match in Russia against Topalov, Kramnik started strongly, winning the first two games. Topalov's manager Silvio Danailov then played his master move. He accused Kramnik of visiting the restroom too often and receiving suggestions from a computer while in the loo. The match descended to chaos as Topalov piled on accusation after accusation—all without evidence. The "Toilet Gambit", as reporters dubbed it, seemed to work as Kramnik forfeited a game in protest. Kramnik prevailed in the end but Topalov had shown his predilection for off-board tactics.

"I am aware it is his home ground. My team and I will try and control everything we can," says Anand. "It simply comes down to going there and not losing focus on the chess. Besides, if you psyche yourself before the match then it doesn't help you at all. You don't even need an opponent."

What if Topalov dipped into his bag of psychological tricks? "It just comes with the territory. From now on, they will be trying to get inside my head. You have to be adult about it and just deal with it," says Anand.

Danailov has already fired the opening salvo—in an interview he claimed that Anand was over the hill and was "clinging" to the world title. "I don't want to respond to his nonsense," says Anand.

Anand explains why "psyche ops" feature so prominently in high-pressure encounters: "The two players are evenly matched that the differentiator is really how well you play under pressure. It comes down to a few small things, maybe your attitude during the match."

At the top, success is determined by not only how well you master your mind, but by how you command your body as well. A "majority of chess players train themselves to not let on too much of what's going through their heads," says Anand. The sudden in-drawn breath, the nervous blink of an eye, the shifting on the seat are some signs that can portend defeat. Anand says: "You observe someone

suddenly not breathing and that's when you know something has happened. It's like background noise. If it suddenly goes completely silent, you look around. You can smell a blunder. You try to calm down but maybe your body betrays you."

How does he assess his challenger? "Historically [Topalov], he is very aggressive. He doesn't let defeats sit him back. He is pushing things quite a bit. This can be a strength or a weakness. Maybe he suffers from too much confidence," Anand sums up.

Critics have always carped that Anand lacks the killer instinct. "What can I say? It hasn't stopped by 40 (his age), it's not going to stop now. Killer instinct is about sitting there and really wanting to beat your opponent. I have that—especially with opponents who do not approach the game in a completely gentlemanly way."

As he faces the prospect of an aggressive Topalov riding on the strength of sheer willpower with a charismatic manager, Danailov, who has a propensity for pressure tactics and controversy, Anand remains unconcerned. "Bring it on, I'll deal with it," he says.

WRITE TO US AT business@iit@vsnl.com

Killer moves: Anand says he is ready to take on Topalov.

DNA, Mumbai

January 1, 2010

NIIT sees IT training business surge

Improving job prospects the reason

Vivek Seal, New Delhi

NIIT Ltd, the computer education firm, is expecting its IT training business to pick up in 2010 after almost a year of muted growth as job prospects improve in the sector.

The IT training business is expected to do well in geographies such as Nigeria, Vietnam, China, Thailand, Indonesia and Malaysia as US and Europe con-

tinue to reel under recession, according to a company official.

The NIIT spokesperson was not immediately available for comment.

The company earns nearly 40% of its revenues from the corporate training segment, where it provides learning solutions, e-learning and content development solutions to companies.

The company did experience some improvements in its IT training business in the third quarter but it failed to translate into business growth.



Despite a pick-up in hiring by IT companies, growth in its IT training business remains dependent on international

Job impetus

NIIT implemented school learning solutions in 3,500 schools in H1

The company is expecting momentum in the schools business in the March quarter

It has approved raising Rs 230 crore through QIP issue for pursuing growth opportunities in the current and new businesses

business as the domestic business is still lagging behind. Also, NIIT implemented school learning solutions in

3,500 schools in the first half of the fiscal but the school business remains dependent on the less-profitable government contracts.

The company is expecting momentum in the March quarter as it expects to get a fair share of the current school pipeline.

NIIT is exploring opportunities in public-private partnerships in model schools and skills enhancement.

It is also expecting recruitments in the private and public sector banks to pick up in the

coming quarters and contribute to the revenue growth of its new business segment.

The company has approved raising Rs 230 crore through qualified institutional placements (QIP) for pursuing growth opportunities in the current and new businesses as well as the emerging opportunities in the education and training sector.

The funds were scheduled to be raised in October but have been pushed ahead to 2010.

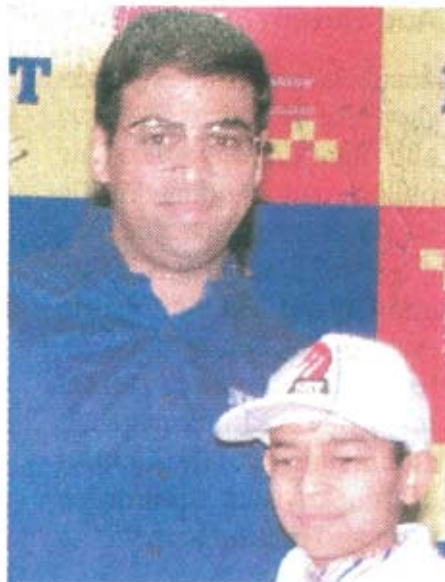
The QIP issue would result in stake dilution of about 16%.

Indian Express, Chandigarh

January 8, 2010

Vishwanathan felicitates Chandigarh player

CHANDIGARH: Archit Aggarwal of Gurukul Global School, IT Park, Chandigarh, could not have asked for anything better than the compliments that he received from World Chess Champion Viswanathan Anand after becoming the NIIT Mind Champion of State on Thursday. The 10-year-old overcame Chandigarh Airforce School and Haryana School to become the champion. Archit had also played at zonal level at New Delhi where despite being the youngest participant, he managed to stand runners-up. He defeated Shivangi Mathur of Holy Child School, Bilaspur and drew with Tejas Arora (Champion North Zone) of Amritsar at the zonal level. The youngster got complements from Anand for his talent while playing against him in a friendly match.



—ENS

Financial Express, New Delhi

January 23, 2010

KPMG takes lead to help cos shift to IFRS

Neha Pal

New Delhi, Jan 22: As the ministry of corporate affairs asks India Inc to gear up their international financial reporting standards (IFRS) conversion process, various agencies have taken the lead in helping companies transit to the new standard. However, consulting firms are trying to cash in on the opportunity and the best of it. KPMG India has launched a certificate IFRS programme that charges approximately Rs 50,000 from an individual for a six-week course.

The firm, in collaboration with NIIT Imperia, started the six week certificate programme on December 2, 2009. The programme is designed to help companies and individuals converge the process of the Indian accounting standards to the international financial reporting standards.

KPMG India accounting advisory services head Jamil Khatri said, "We foresee participants to gain not only the conceptual knowledge of IFRS but also the practical perspectives that KPMG's professionals carry through years of experience. Individuals are showing great interest in this programme. We look forward to interact with executives across the country during the IFRS training sessions".

By 2011, more than 150 countries are expected to adopt IFRS, including countries like India, China, Brazil and South Korea.

The Statesman, Kolkata

January 24, 2010

NIIT

IT education and training major NIIT Ltd today said its consolidated net profit rose 72.72 per cent to Rs 9.5 crore for the third quarter ended 31 December 2009, over the corresponding period last year. Total revenue rose to Rs 283.6 crore for the quarter ended 31 December against Rs 278.9 crore in the corresponding period previous fiscal.

"An improving market coupled with product innovation contributed to significant improvements in enrollments and order intake," NIIT chairman, Mr Rajendra S Pawar said.

Individual learning solutions recorded 11 per cent growth in net revenue year-on-year and 22 per cent rise in enrollments.

The Hindu, Hyderabad

January 18, 2010

India to push for pharma, IT access as trade talks resume in China

Eighth Joint Economic Group will be held in Beijing on January 19

Ananth Krishnan

BEIJING: India will push for greater market access for Indian pharmaceutical and Information Technology companies in China when trade talks resume this week in Beijing, against the backdrop of a fast-widening trade gap between the two countries.

Resuming after an almost four-year hiatus, the eighth Joint Economic Group between India and China will be held here on January 19. Since the last dialogue in New Delhi in March 2006, bilateral trade has grown by more than 50 per cent — up from \$25 billion in 2006 to \$38 billion in eleven months of last year, in spite of the unexpected slowdown.

However, a fast-growing trade imbalance which has alarmed Indian officials — exceeding \$14 billion last year up from \$4 billion in 2006 — is expected to set the agenda

- The two countries have set a \$60-billion target for trade in 2010
- Indian officials say the biggest challenge is how to diversify exports

at this week's talks.

The trade relationship between the two countries has come to be regarded by officials on both sides as an increasingly important driver of the overall bilateral relationship, particularly in the context of recent tensions over the long-running border dispute. Trade reached a historic high of \$51.8 billion in 2008, and the two countries have set a target of \$60 billion for 2010.

Source of concern

But the widening trade gap has become a source of concern and has led to frictions in recent months with persisting market access issues and a number of anti-dumping dis-

putes.

"Instead of being a source of complacency, economic cooperation has actually emerged as something of a challenge for the relationship in recent years," Ambassador to China S. Jaishankar said while addressing a meeting of Indian and Chinese companies here last month.

Addressing how to diversify exports, Indian officials say, is their biggest challenge. Chinese officials are expected to press for easing visa regulations for their workers on infrastructure projects in India.

At present, Indian exports to China are largely made up of raw materials such as iron ore and organic chemicals. Exports fell by 38 per cent last

year, as of November, on account of the falling Chinese demand for iron ore as a result of the slowdown. Overall trade fell by 21 per cent, although Chinese exports to India were less impacted, falling by 9 per cent.

According to Indian officials and executives at Indian companies based here, India's inability to diversify exports has been driven by two factors: market access problems in some sectors, and difficulties in competing with local companies in terms of pricing and on account of some domestic policies.

On Tuesday, the Indian trade delegation, led by Minister of Commerce and Industry Anand Sharma, will push for greater access in two particular areas — pharmaceuticals and IT.

Mr. Sharma, who arrived in Shanghai on Sunday, will hold talks with Chinese Commerce Minister Chen Deming on Tuesday. He will also meet

with a number of Indian companies based here on Monday to hear their concerns.

While pharmaceutical companies have pointed to difficulties in getting their drugs registered in China, manufacturing firms have called on Indian officials to address what they say are high import tariffs.

A number of Indian IT companies — including Tata Consultancy Services, Wipro, Infosys and NIIT — have established a presence in China. They have, however, had mixed results in securing larger contracts.

"Unlike with outsourcing from the U.S. or Europe, a big cost difference is not a great advantage for us here," said Prakash Menon, the head of NIIT China, which trains 50,000 Chinese every year in its 180 centres here. "It is more about capabilities than cost. Indian companies have that, but that needs to get demonstrated more."

Indian Express, Mumbai

January 5, 2010

PAGE 1 ANCHOR

Govt will bear cost of training, corporates will absorb 75% of trainees; plan before Cabinet soon

Big corporates to train 1.1 lakh poor youths under NREGS

GUNJAN PRADEEN SINHA
NEW DELHI, JANUARY 4

COMPANIES such as L&T, IL&FS, Dr Reddy's and NIIT will soon train and employ youths from Below Poverty Line (BPL) families based on the success of a pilot project in Rajasthan and Chhattisgarh, implemented under the National Rural Employment Guarantee Scheme (NREGS). The National Rural Livelihoods Mission, to be taken to the Cabinet by the Rural Development Ministry soon, en-

visages the training of 1.1 lakh unskilled youth over the next year.

"Under the scheme, private sector companies and non-government organisations (NGOs) will train such youths for 2-3 months. The government will spend Rs 10,000 per individual. The trainers will have the obligation to absorb at least 75 per cent of the people they train. The idea is to equip the youth with skills that will provide long-term employment with a starting salary of about Rs 4,000 a month," Rita Sharma, Secretary, Rural Development Ministry, told *The Indian Express*.



The Ministry has projected an outlay of Rs 10,500 crore for the scheme in the next fiscal. The idea emerged after some states sought the expansion of NREGS to pro-

vide 150 days of employment in a year.

The Ministry has found partners in a host of companies including Azil Ambani's NIS Sparta, Mukesh Ambani's Tilly Solutions Pvt Ltd., Lupin Labs, Construction Industry Development Council, Don Bosco and Drishtee Foundation, besides the ones mentioned above.

"It's not just infrastructure and retail sectors, but even service sectors including private security, etc. that hold the key to providing employment to less educated poor youth," Sharma said.

There is a huge demand for skilled

labour in infrastructure projects in mining, oil exploration, drilling, road and ports. Youths employed under NREGS can be trained for such works. "There is need for such people and it is evident since infrastructure players are participating with us," she added.

The skills acquired through training could be of use in areas ranging from healthcare to basic banking at the rural grassroots. Some agencies like Don Bosco will train people and send them abroad for services like housekeeping, Sharma said.

The Hitavada, Nagpur

January 17, 2010

NIIT holds seminar on 'De-stressing learning environment in Schools'

■ Business Bureau

NIIT, a leading Global Talent Development Corporation, today organized a seminar on 'De-stressing learning environment in Schools: Role of technology'. The seminar was attended by prominent school principals and educationists of Nagpur. NIIT also announced the launch of their eGuru service provider in the Nagpur territory to take 'NIIT eGuru' suite of solutions to schools.

The seminar had prominent educationists like Neeru Kapai, Founder Principal of Modern School and Dr Rajiv Mohta, Consultant pediatrician and Adolescent Counselor, Fellow Neonatology, AIIMS, New Delhi, expressing their views about the role of technology in reducing the stress related to learning in schools.

During the seminar the speakers emphasized on the rapidly changing learning habits



Rina Sinha receiving the citation from Aman Nagar during the seminar.

of students in today's world and the challenges that teachers and the school have to face to cater to the learning needs of such children. It was also observed that though technology has a very important role to play in de-stressing the learning environment yet it is more important to evaluate the most appropriate technology before adopting one.

teaching and learning simpler, thus bringing back the joy of learning for students. During the seminar NIIT also showcased futuristic eGuru suite of school solutions to the participants. Company's business partner- 'eGuru Service Provider', will help in taking these solutions to schools in Nagpur and also service them over the contractual period.

Aman Nagar, Vice President, NIIT School Learning Solutions, said, "NIIT eGuru is a holistic learning solution for schools, that aims at making the vital process of

Trinity Mirror, Chennai

January 30, 2010

NIIT ties with Colombia institute

Chennai, Jan 30: NIIT, leading Global Talent Development Corporation and Servicio Nacional de Aprendizaje (SENA), Colombia's leading technical education institute, have signed an International Cooperation General Agreement to provide IT, ITeS and English and Professional Life Skills training to the people of Colombia.

The agreement was signed in the presence of Minister of State for External Affairs India, Dr Shashi Tharoor and Minister of Foreign Affairs of the Republic of Colombia, Dr Jaime Bermudez Merizalde, Mrs Julia Gutierrez De Pineres, SENA and Ajai Lal, Senior

VP, NIIT.

Under this International Cooperation General Agreement- NIIT and SENA have mutually agreed to collaborate for procurement of content for BPO courses and training, procurement of content for English Language training courses and training, and 'Train the Trainer' for BPO courses.

Ajai Manohar Lal, Sr. VP said, "NIIT's International Cooperation General Agreement with SENA is in line with our vision of developing talent to meet global needs." Mrs Julia Gutierrez De Pineres, SENA said "The collaboration will help enhance level of our educational offerings for students."

**Economics Times
New Delhi**

January 28, 2010

**Amar Ujala
New Delhi**

January 28, 2010

लब्बो लुआब

कोलंबिया में प्रशिक्षण देगी एनआईआईटी

नई दिल्ली। बगोटा (कोलंबिया) : आईटी कंपनी एनआईआईटी कोलंबिया के लोगों को आईटी और आईटी आधारित सेवाओं के लिए प्रशिक्षित करेगी। इसके लिए कंपनी ने कोलंबिया के शीर्ष टेक्निकल एजुकेशन इंस्टीट्यूट सर्विसियो नेशनल टैलेंट डेवलपमेंट से समझौता किया है। भारतीय विदेश राज्य मंत्री शशि थरूर और कोलंबिया के विदेश मामलों के मंत्री ने समझौते पत्र पर हस्ताक्षर किए। समझौते के मुताबिक, संस्था स्थानीय लोगों को आईटी और आईटी से जुड़ी सेवाओं के अलावा अंग्रेजी और प्रोफेशनल लाइफ स्कूल को बेहतर बनाने के लिए प्रशिक्षित करेगी।



कोलंबिया के टेक्निकल इंस्टीट्यूट से समझौता

नई दिल्ली। एक समझौते के अंतर्गत भारत और कोलंबिया एक-दूसरे के स्टूडेंट्स को आईटी, आईटीएस, प्रोफेशनल लाइफ स्कूल उपलब्ध कराएंगे। एनआईआईटी ने कोलंबिया के टेक्निकल एजुकेशन संस्थान सर्विको नेकिओनल डी ऐपरनडिजेज (सेना) के साथ अंतरराष्ट्रीय सहयोग के लिए समझौता किया है। समझौता पत्र पर हस्ताक्षर करते समय विदेश राज्य मंत्री डॉ. शशि थरूर भी मौजूद थे। एनआईआईटी और सेना ने समझौते पर हस्ताक्षर कर एक-दूसरे को बीपीओ ट्रेनिंग के लिए सहयोग का भरोसा दिलाया। इस समझौते के अंतर्गत ई-लर्निंग के लिए आईटी ऐप्लीकेशन व सॉफ्ट स्किल प्रशिक्षण भी प्रदान किया जाएगा।

AAJ, Varanashi

January 30, 2010

एन आई आई टी ने ई-गुरु सर्विस प्रोवाइडरके जरिये गोरखपुरके स्कूलोंतक बनायी पहुंच

गोरखपुर ४ २९ जनवरी। अग्रणी ग्लोबल टैलेंट डेवलपमेंट कॉरपोरेशन एन आई आई टी ने यहां 'डीस्ट्रिब्यूटिंग लर्निंग एन्वायरनमेंट इन स्कूल्स : रोल ऑफ टेक्नोलॉजी' विषयपर संगोष्ठीका आयोजन किया। इस संगोष्ठीमें गोरखपुरमें प्रमुख स्कूलोंके प्रधानाचार्यों तथा शिक्षाविदोंने भाग लिया। एन आई आई टी ने इस मौकेपर गोरखपुरमें अपने ई गुरु सेवा प्रदाताके लांचकी भी घोषणा की जो एन आई आई टी ई गुरु साल्यूशनस सुइटको स्कूलोंमें पहुंचायेंगे। इस संगोष्ठीमें जाने-माने शिक्षाविदों, जैसे कर्नल बिरेन्द्र सिंह, प्रधानाचार्य, आर्मी पब्लिक स्कूल और सुश्री रीना पाठक, प्रधानाचार्य, संस्कृत पब्लिक स्कूलने भाग लिया और स्कूलोंमें पठन-पाठनकी प्रक्रियामें तनावको कम करनेमें टेक्नोलॉजीकी भूमिकापर अपने विचार व्यक्त किये। इस संगोष्ठीमें वक्ताओंने आजके दौरमें छात्रोंकी पढ़ाई करनेके तौर-तरीकोंमें आ रहे बदलावों तथा ऐसे बच्चोंकी शिक्षा सम्बन्धी जरूरतोंको पूरा करनेकी राहमें शिक्षकों और स्कूलोंके समक्ष पेश आ रही चुनौतियोंको भी रेखांकित किया। यह भी महसूस किया गया है कि बेशक मौजूदा लर्निंग माहौलको तनावरहित बनानेमें टेक्नोलॉजीकी महत्वपूर्ण भूमिका है लेकिन साथ ही सर्वाधिक उपयुक्त टेक्नोलॉजीका चयन करना भी उतना ही महत्वपूर्ण है। इस सिलसिलेमें अमन नागर, उपाध्यक्ष, एन आई आई टी स्कूल, लर्निंग सॉल्यूशनने कहा, 'एन आई आई टी ई-गुरु स्कूलोंके लिए सम्पूर्ण लर्निंग सॉल्यूशन है जिसे शिक्षण और पठन-पाठनकी महत्वपूर्ण प्रक्रियाको ध्यानमें रखकर तैयार किया गया है और इस तरह यह छात्रोंके लिए पढ़ाईको रुचिकर और मजेदार गतिविधि बनाता है।'