

[WHAT DO WE DO?](#)[HOW DO WE DO IT?](#)[WHY CHOOSE US?](#)[WHO DO WE WORK WITH?](#)[WHO ARE WE?](#)

Too many creators of online learning think of users as objects to which you are delivering something. Learning should be the object of the learner, not the other way round.

**Nicholas
Negroponte,
Internet guru**

Web appears to be transforming learning

- E-learning in higher education in the US will be a \$2 billion market by 2003
- 54% of higher education institutions will offer web courses by the end of 2001, up from 34% in 1998

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Beware the hype

- Fathom has cost Columbia nearly \$20 million without finding a market
- UNext has burnt through \$115 million without bringing much to market

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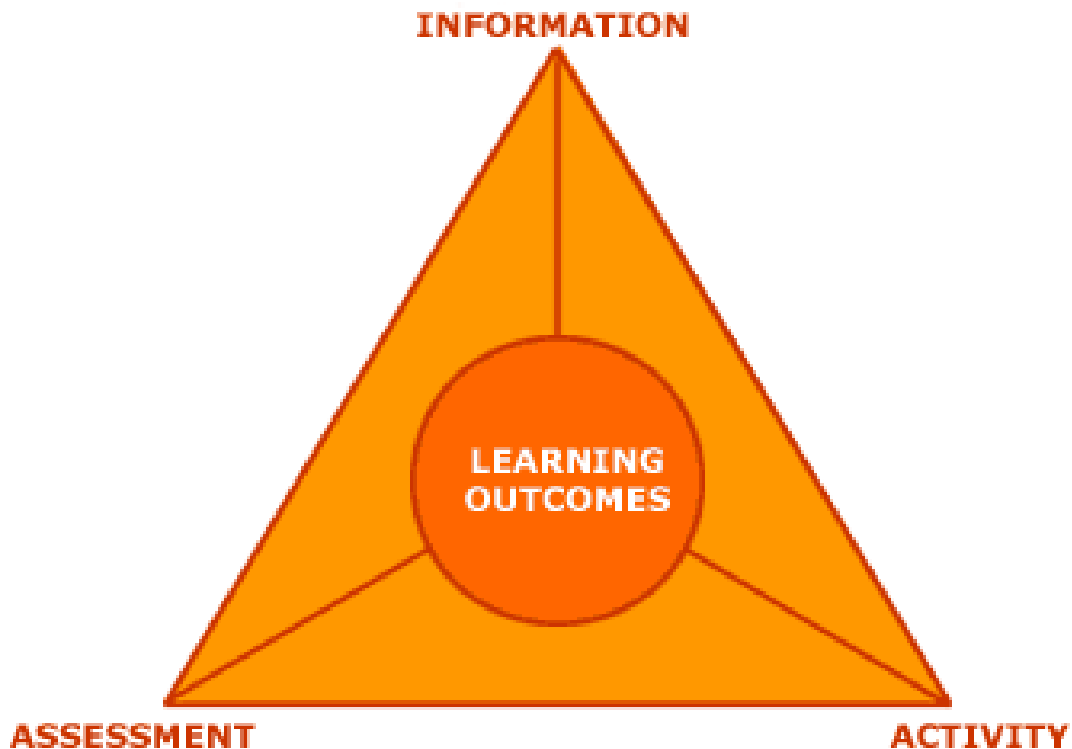
Drivers of success in online learning

- Access
- Learner support
- Blending online learning
- Focus on learning outcomes

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No-one rushes to tell you that the “anytime” of online learning is often after worktime or that “anyplace” is at home. Paul Reali, US trainer

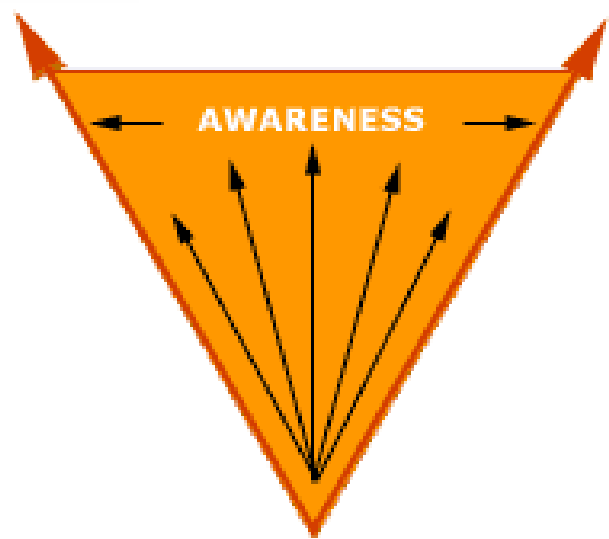
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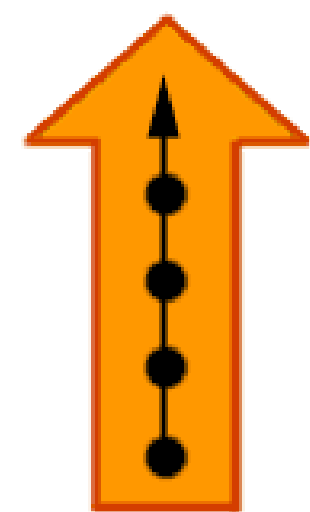
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Currently online education is like a car boot sale. The quality is variable, you don't know if you can trust it... But the Internet is the best education tool inside or outside the classroom since the blackboard.

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DIFFUSED LEARNING



FOCUSED LEARNING

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Everyone can remember what made them learn at school. It wasn't the clever graphics in their textbook. It was a teacher who inspired them. So with learning online, what matters is that someone has thought of a great way to get you to engage.

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