



"It may look like a crisis, but it's only the end of an illusion."

Gerald M Weinberg, 'The secrets of consulting' 1985

As with most of Jerry Weinberg's quotes, surface flippancy contains an essential insight. The financial shockwaves of the last 18 months demonstrate it amply. Now, as we cautiously emerge from the effects, it seems obvious to everyone that never-ending growth fuelled by unsound credit was unsustainable. But most of us lived the illusion for as long as possible; perhaps we even conspired to perpetuate it.

One side of the climate change debate would argue the same applies, and there is no doubt that all eyes are more firmly focused on the corporate carbon footprint than ever before. As we get ready to grow again, one challenge will be to minimise potential damage to our environment. In this, the virtual environment will have a bigger part to play than ever. For so long it has promised, but failed to deliver, a viable alternative to the real classroom. Until now, that is.

Our new Huthwaite Virtual Training Campus provides the interactive experience of learning skills that is closest to 'the real thing', but minimises the financial and environmental costs. Lawyers don't need to leave their desks - wherever they are in the world - therefore saving valuable time and expense spent on travelling. Virtual is ideal for 'bite sized' training sessions, often aiding knowledge retention, and for smaller firms there is the opportunity to attend our Open virtual events.

We haven't created some new technologically advanced platform; in fact, our base application is in common use around the world. What we have done is applied all that we know about designing learning, communicating content and developing skills to make the most of it. There's a classroom for tutorial group work, breakout rooms for paired activities – such as live roleplays to practise skills – and a 'library' of different self managed learning options. Expert tuition, observation and feedback are available throughout. All that's missing from the virtual campus are the coffee shops and bars!

Here's what SAP's Senior Director responsible for Global Inside Sales Enablement said about it:

"Huthwaite International's Virtual Training Campus is miles ahead of anything we've seen so far."

For more details click on the links to download the [brochure](#) and our articles '[The Virtual Training Room - use it; use it now; but for heaven's sake use it properly](#)' and '[Move over virtual classroom, here comes the virtual campus](#)' which both explain our approach.

Downloads

[Virtual Training Campus Brochure](#)

[The Virtual Training Room - use it; use it now; but for heaven's sake use it properly](#)

[Move over virtual classroom, here comes the virtual campus](#)

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It's likely that there will always be a need to bring people together physically from different countries and continents for development activities at times. But the Virtual Training Campus is a viable alternative that can minimise the impact on our environment as well as the bottom line.

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