

## Product Information

If you would like more information on any product listed in "New Training Tools," circle the corresponding number on the Reader Service Card at the back of the magazine and drop it in the mail. The manufacturer will send the information you need directly to you.

If you would like to telephone the manufacturer, you will find phone numbers on the RSVP page. But please be sure to say that you read about the product in the *Journal*!

## Throw Out Your Etch-A-Sketch!

Sony and Canon have begun to sell lap-size computers—the Sony Palmtop and Canon AI Note—that allow users to write and sketch on a touch-sensitive screen with a stylus-type pen. No keyboard! The writing is converted, not quite instantly, into readable computer type. You can also doodle (if you do it neatly) and the results are printed out, as is the type, in the same way conventional personal computers transfer information to print.

So far, the battery-operated "pen, or notebook, computers" are available only in Japan, but there are blips on the U.S. horizon. Tandy Corporation already markets an "electronic clipboard" (for people who fill out forms), and GO Corporation, a Silicon Valley start-up, is planning a pen-based machine as its first product.

In the meantime, Sony's Palmtop can take a handwritten note, convert it into clean type and drawings, dial the phone, and send it as a facsimile. The 4-by-6-inch liquid crystal display screen of the Palmtop makes heavy use of the icons in the Apple Macintosh. The system includes an agenda and a telephone book—a sort of electronic Filofax.

While the Palmtop is more versatile, the Canon AI Note's major advantage is that users can write notes

anywhere on the screen, while on Sony's version letters or characters must be placed in a small box. Both systems decipher handwriting by a process called "dynamic recognition." The computers literally trace pen strokes and compare them with series of pen strokes stored in the computers' memories. This method works well for Japanese users because their schooling teaches specific strokes. How this system will adapt to Western handwriting (maybe penmanship was important after all) remains to be seen, but we can expect the same user features.

Ultimately, the machines will perform virtually all the functions of laptop computers with keyboards, including organizing columns of numbers, reaching powerful data bases, and communicating with other computers of all sizes. It will also become socially acceptable to doodle at meetings.

Canon AI Note sells for \$500. The more sophisticated Sony Palmtop costs \$1,300—that is, if you already know the Japanese lettering systems kanji and kana, or are planning to learn. If not, stay tuned.

## Brainstorm With Yourself

The Pocket Innovator, from Creative Learning, is a hand-held "creativity" tool that acts as a guide through a seven-stage creative development process—from preparation to implementation—toward helping users generate ideas and solve problems. It can be used by groups or for solitary creative soul-searching.

The Innovator—a fan deck of 125 brightly colored plastic cards—uses key words and phrases for brainstorming sessions. Grouped into process sections such as "Illumination" or in the Idea Library under such titles as "Tools & Techniques," the cards splay out prompt words such as "Visualize," "Strategize," "Believe," and "Aha!" There are also famous "Creativity Quotes," from Einstein to Updike, who said, "Any activity becomes creative when the doer cares about doing it right, or better."

The Pocket Innovator comes with

an audiocassette and a user's guide. It costs \$39.95. For more information, contact **Creative Learning International**, Neenah, Wisconsin. **Circle 192 on reader service card.**

## Computer Networking

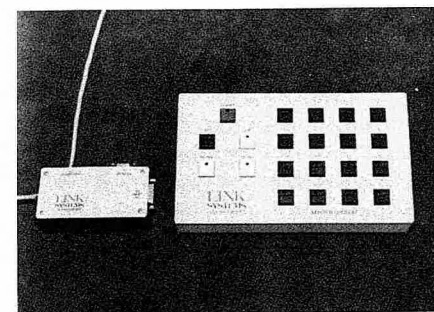
Link Systems is a video networking system for computer labs. It provides computer lab instructors with a means to connect with student stations in learning or training sessions by the use of a master console. An instructor never has to leave his or her desk for two-way instruction.

Link Systems' features include bus configuration, blank student monitors for lecturing, and the ability to transmit to large screens and projectors. It also transmits and receives images between instructor and student.

Link Systems also offers an optional Magic Pointer, which can be used with any standard mouse to display a solid or blinking pointer (color or mono) anywhere on a screen or overhead projection to highlight points of interest.

The price of Link Systems ranges from \$145 to \$345 per student station. The Magic Pointer costs \$695. For more information, contact **Applied Computer Systems Inc.**, Johnstown, Ohio.

**Circle 193 on reader service card.**



## Taking Inventory

*Management Inventory on Modern Management* is a new edition from Donald Kirkpatrick's series of inventories, which are self-scoring tests of principles, facts, techniques, and approaches found in all levels of management in business, industry, and public organizations. Specifically designed for managers,

the MIMM Inventory has tools aimed at increasing the effectiveness of supervisory and management training programs.

MIMM covers eight major topics, with six different tests consisting of questions related to each topic. MIMM was developed with the help of managers, consultants, and trainers. The topics addressed: understanding leadership styles, selecting and training, communicating, motivating, managing change, delegating, decision making, and managing time.

Some of the suggested uses of the inventory are to determine the need for training in an organization, to stimulate lively and practical discussions in training sessions, and to provide data for on-the-job coaching.

The MIMM Inventory costs \$27 per package of 20. A Review Set (with test, answer booklet, and instruction manual) costs \$3. For more information, contact **Donald L. Kirkpatrick**, Elm Grove, Wisconsin.

*Circle 194 on reader service card.*

## Bookshelf Tools

Here are four worthy additions to any training library—a resource directory, a how-to training book, a compendium of statistics, and an international guidebook.

### Resource for human resources

*HR/PC*, a news journal on personal computing for human resource management, has published its fifth annual edition of the *Resource Directory* of software and services for human resource management.

The latest directory has more than 600 listings for software products, on-line information services, software vendors, and human resource systems consultants in the U.S. and Canada. The directory covers all major computer platforms—mainframe and mini- and microcomputers.

The directory covers the major areas of human resource management and includes a comprehensive index to help find information quickly.

The 150-page *Resource Directory* is available for \$75. For more information, contact **DGM Associates**, Marina Del Rey, California.

*Circle 195 on reader service card.*

### Training tome

*The Training Program Workbook & Kit*, by Carolyn Nilson, is a new guide for training design, delivery, and management. It includes worksheets, checklists, and guidelines for planning and carrying out training. Sections cover topics such as training budgets, project management, attracting employees to training programs, selecting CBT instruction, and assessing training needs.

The 430-page book is available in hardcover for \$69.95. For more information, contact **Prentice Hall**, Englewood Cliffs, New Jersey.

*Circle 196 on reader service card.*

### Speaking of globalization . . .

*Perspectives*, the American Productivity & Quality Center's 1990 edition of its annual chartbook, is now available.

*Perspectives* is a compendium of statistics on international economic conditions, relative productivity growth of the U.S. and its major trading partners, and factors that influence competitiveness. Some statistics are disturbing; others are encouraging.

*Perspectives* costs \$35. For more information, contact **American Productivity & Quality Center**, Houston, Texas.

*Circle 197 on reader service card.*

### When in Rome . . .

The second edition of *Do's and Taboos Around the World* is out, just in time for globalization.

*Do's and Taboos* is a guide to international behavior, with handy tips on general protocol, names and greetings, gifts, idioms, hand gestures to avoid, and interpretation of foreign body language. For example, never address a Japanese by his or her first name, avoid wearing striped ties in London (in case they are copies of British regimentals), and do not tip your taxi driver in

the Netherlands. Also, it might be important to know that in some countries nodding the head up and down doesn't mean "yes"; it means "no."

The 200-page paperback sells for \$10.95. For more information, contact **John Wiley & Sons Inc.**, New York, New York.

*Circle 198 on reader service card.*

## Lite Tools

*Just for fun . . .* First there was desktop publishing; now there are desktop tools.

Li'l Fridge from Banning is chock full of cool tools. When you feel the need for a little something, just raid the 5-by-4-inch Li'l Fridge for egg-shaped erasers, a ketchup bottle of glue, a cherry pie tape measure, a butter pencil sharpener, carrot push pins, and a pineapple stapler. (You'll find the last two items in the produce bin.)

Li'l Fridge retails for about \$20 and never needs defrosting. For more information, contact **Banning Enterprises**, Farmingdale, New York.

*Circle 199 on reader service card.*



**"New Training Tools"** is compiled and written by **Haidee Allerton**. Send items of interest to **Tools, Training & Development Journal**, 1630 Duke Street, Box 1443, Alexandria, VA 22313.