

Presentation Products

IVD Programs

Software engineering

For CASE software users, EmTech Education has introduced the EmTech Library, an interactive-videodisc training series that covers basic software engineering techniques. The library is available on a subscription basis; the first three programs, on information modeling, will be available this month:

- Entity/Relationship Diagramming;
- Specifying Entities & Relationships;
- Specifying Attributes.

Five more will be available later this year:

- Structured Analysis—Data Flow Diagramming;
- Structured Analysis—Requirements Specification;
- Structured Design—Building Structure Charts;
- Structured Design—Evaluating the Design;
- Essential Systems Analysis—Strategies of Analysis.

Each year, EmTech will produce a dozen or so new programs. A subscription to the EmTech Library includes the loan of a complete learning station—IBM PS/2 micro, IBM InfoWindo touch-screen display, and Sony videodisc player—and your choice of eight programs. The subscription cost is about \$20,000, and varies according to your hardware and software needs. For more information, contact **EmTech Education Corporation**, 2401 Colorado Avenue, Santa Monica, CA 90404; 800/336-6030 (in California, 213/829-7141).

Circle No. 200 on Reader Service Card.

Digital electronics

Industrial Training's Digital Electronic Theory Training Program is designed to provide E&I technicians, industrial electricians, and instrumentation technicians with a general

understanding of electronic circuit operation. It will help prepare them for training in programmable controllers, distributed-control systems, and other systems that use digital electronic units.

Using real examples of components and systems, this IVD program puts emphasis on how each type of circuit functions and how to determine whether a circuit is functioning correctly. The four discs cover the following subjects:

- interpreting binary logic circuits;
- codes and flip-flops;
- counters and shift registers;
- data transmission, conversion, and storage.

Through August 31, the price for the program is \$3,100; after that, it will be \$3,700. For more information, contact **Industrial Training Corporation**, 13515 Dulles Technology Drive, Herndon, VA 22071; 800/638-3757 (in Virginia, 703/471-1414).

Circle No. 201 on Reader Service Card.

A Reason to Stay with Videotape

Before you chuck it all and go videodisc, consider this. Recently, Selectra developed the Smart VCR. It's a VCR with a board designed to emulate the Sony Laser Disc Player (LDP) 2000 and a serial interface for use with Macintosh and IBM computers. The result is that you can use the software that drives the LDP 2000 to drive interactive *videotape* programs.

Now, the company has introduced Digital Video Interactive Tape (DVIT). Using the Smart VCR with the VGA Vision I digital overlay board, you can grab images from standard videotape and store them cleanly onto a hard disk. It allows you to create and use interactive videodisc training without using the videodisc; VHS tape will do. And it

should save you time and money in video-to-videodisc conversion.

The cost for the Smart VCR is \$1,495, as is the cost for the digital overlay board. For more information, contact **Selectra Corporation**, Box 5497, Walnut Creek, CA 94596; 415/284-3320.

Circle No. 202 on Reader Service Card.

Overlaying Images

The new Apple II Video Overlay Card enables trainers who use Apple II and Apple IIGS to superimpose computer graphics—text, pictures, and animation—over video images from an external source—VCR, videodisc, or video camera—and to view the result on a single screen.

Computer video signals and the signals from television, a VCR, or videodisc have different timing, but the Video Overlay Card uses genlock circuitry to synchronize Apple II timing to external video timing so that both images can appear simultaneously. When the card receives input that meets National Television Systems Committee (NTSC) RS-170A specifications, it produces RS-170A output for NTSC television.

The card is compatible with all software that works on the Apple IIGS, which includes more than 95 percent of software for the Apple IIe. The Apple II Video Overlay package includes the card, VideoMix software in both 3.5-inch and 5.25-inch disk formats, an RGB cable, a video in/out cable, and an owner's guide. The suggested retail price is \$549. For more information, contact **Apple Computer, Inc.**, 20525 Mariani Avenue, Cupertino, CA 95014; 408/996-1010.

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Home Video Editing

So, you know how to use your desktop publishing system. Then maybe you should try your hand at a little desktop video editing. Advanced Remote Technologies has introduced the Executive V.P. Network, which it promises will do for nonbroadcast video what desktop-publishing software has done for print production.

The hardware half of the Executive V.P. is the advanced remote computer host interface (ARCHI) that plugs into a PC at one end with the cable used for connection with a printer. The other end of the ARCHI connects with a network of advanced remote modules (ARMs). The ARMs control different devices—video- and audiotape recorders, effects switchers, audio mixers, and other equipment.

You can edit and mix using the Executive V.P. software, which can be either window-based or menu-driven—you get the power of complicated, industrial video post-production equipment in an easy-to-use PC format. The system can accommodate up to 250 ARMs.

The price for the hardware and software starts at less than \$5,000, and additional ARMs range in price from \$895 to \$1,295. For more information, contact **Advanced Remote Technologies, Inc.**, 307 Orchard City Drive, Suite 204, Campbell, CA 95008; 408/374-9044.

Circle No. 204 on Reader Service Card.

Toshiba Portables

Time's running out. Gotta take that big bird to Milwaukee, hop the puddle-jumper to Neenah, and still get all your work done for the session. But never fear: the Neenah office has a photocopier, and you have Toshiba's new portable PC and printer.



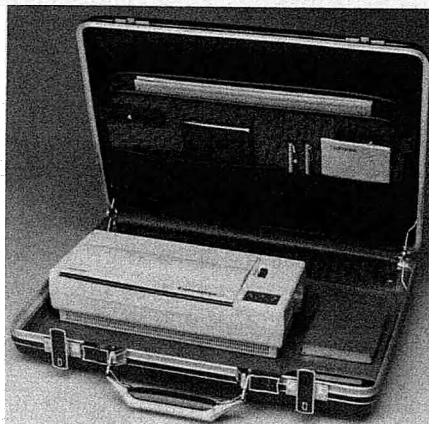
The 18.7-pound T5200 portable computer is designed for high-end desktop performance, and is available in two models—one with a 40MB and the other with a 100MB hard drive. Both feature, among other things,

- two internal, IBM-compatible expansion slots that accept industry-standard and Toshiba-size enhancement cards;

- a high-resolution gas plasma screen that supports 16 shades of gray and is detachable, allowing you to use an external VGA color monitor;

- MS-DOS 3.3, PC-Kwik Power Pak disk cache utilities, and QEMM-386 memory-management software;

- on-line Hypertext, disk-resident T5200 Reference, and DOS manuals (you also receive printed material).



The four-pound ExpressWriter301 provides 24-dot, letter-quality printing capabilities. It has five resident fonts—Courier, Prestige Elite, draft, condensed, and proportional—and prints 60 characters per second. Included with the printer are built-in, rechargeable NiCad batteries and a separate 12-volt AC adapter—fully charged batteries provide one hour of continuous printing.

An optional carrying case is available.

Now you're ready for the folks in Neenah. With all that computer and printing power, maybe you'll never have to go back to the office.

The price for the 40MB T5200 is \$9,499; the 100MB version costs \$10,999. The ExpressWriter301 lists for \$489. For more information, contact **Toshiba American Information Systems, Inc.**, 9740 Irvine Boulevard, Irvine, CA 92718; 714/730-4774.

Circle No. 205 on Reader Service Card.

Videos

Here is a selection of new videos, running the gamut of topics.

Safety first

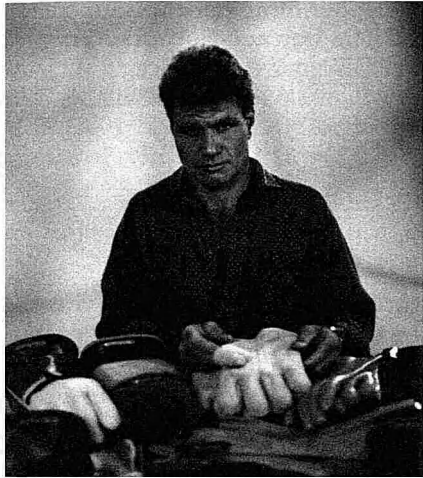
Safety equipment is one of the best investments a company can make, but the equipment works only if people use it and use it correctly.

AIMS Media, in association with the National Safety Council, has released the "Safety Gear Series," a set of six videos starring Martin Kove. Each video is 10 to 12½ minutes long.

- "Eye and Face Protection" shows workers what to wear to protect themselves from flying pieces of wood or metal, chemicals, and dangerous light.

- "Foot Protection" program explains the use of toe shields, metatarsal guards, and puncture-resistant soles.

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■ “Hand and Arm Protection” identifies techniques for protecting hands and arms from both traumatic and contact injuries.

■ “Head Protection” describes the proper hats to wear and shows workers how to maintain them correctly.

■ “Hearing Protection” defines the causes of hearing loss and explains what different kinds of earplugs and earmuffs are available.

■ “Respirators” explains the uses of air-purifying and air-supplying respirators.

Simple stuff? No sweat? Probably, but it's not funny when accidents happen.

Each program is available in 16mm for \$275, in video for \$230, and for rent for \$75; the complete series costs \$1,320 in film, and \$1,170 in video. For more information, contact AIMS Media, 6901 Woodley Avenue, Van Nuys, CA 91406-4878; 800/367-2467 (in California, 818/785-4111).

Circle No. 206 on Reader Service Card.

OSHA for the nonOSHA trainer

Last January, OSHA expanded its Hazard Communication Standard, originally meant for manufacturing companies, to apply to any company whose employees are or might

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be exposed to chemical hazards. That probably affects you—even the average photocopier, after all, has some kind of chemical toner.

“Right to Know” (taken from the Standard’s nickname) is a video program produced by M2 Ltd. It shows you what you need to do to comply with the Standard—informing and training employees, providing current Material Safety Data Sheets (MSDSs) on every chemical, labeling chemicals, maintaining records, and showing employees how to use safety equipment.

With the 24-minute video, you get an employee handout, as well as an employer’s guide, which contains a description of the Standard, highlights of the employer’s responsibilities, an instructor’s guide, and forms for documenting training. The program costs \$129. For more information, contact M2 Ltd., Box 2342, Gaithersburg, MD 20879; 301/977-4281.

Circle No. 207 on Reader Service Card.

Kicking the habit

“Drugs at Work: Meeting the Challenge” is a six-video series from the National Institute on Drug Abuse and the National Clearinghouse for Alcohol and Drug Information, distributed by Modern Talking Picture Service. It is designed for companies required to establish drug-abuse education programs under the recent Drug-Free Workplace Act.

The series addresses the problems of drug and alcohol abuse and its effects on the corporation and the employee, from both the management and the employee perspectives. For management, the videos show how to identify abuse and describe ways to handle employees suspected of having drug or alcohol problems. The employee version includes testimonials from people who had problems and eventually overcame them through employee-assistance programs. The titles of the videos are

■ “Drug Abuse: Meeting the Challenge”;

■ “Drugs at Work” (employer and employee versions);

■ “Getting Help” (employer and employee versions);

■ “Drug Abuse and AIDS: Getting the Message Out.”

The videos, in VHS format, are 23 to 28 minutes long. Each costs \$49.95; the set costs \$250. For more information, contact Modern Talking Pictures Service, Inc., 5000 Park Street North, St. Petersburg, FL 33709; 800/237-4599 (in Florida, 813/541-7571).

Circle No. 208 on Reader Service Card.

Freeze, information thief!

Information kept on computers can easily be compromised, so it's important that employees know how to keep data secure.

“Invasion of the Data Snatchers,” produced by Commonwealth Films, is a 20-minute video designed to teach computer security. It introduces Rick Tracker, the Data Cop, who takes the viewer through five cases involving data-security lapses:

■ In “Data Snatchers,” viewers learn how to protect their systems from computer viruses.

■ The “Case of the Systems Snooper” shows how easily unauthorized people could get their hands on sensitive files and peddle them to your competitors.

■ “The Phantom Warehouse” reveals how an unprotected password can allow someone else to divert the goods your company produces.

■ In “Revenge of the Terminal Terrorist,” a fired salesperson gets even with the company by planting a time-bomb virus, set to destroy months of sales records.

■ “The Trail of the Doomed Diskettes” shows viewers how carelessness, sloppy housekeeping, and thoughtless handling of diskettes can destroy valuable information.

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"Invasion of the Data Snatchers" is available in all video formats for \$395; you may preview it for \$35, or get a three-day rental for \$150. For more information, contact Commonwealth Films, Inc., 223 Commonwealth Avenue, Boston, MA 02116; 617/262-5634.

Circle No. 209 on Reader Service Card.

That moment of truth

Often, the telephone is your company's only source of contact with a customer, so your people have to know how to make that contact count.

"Effective Call Management," from Salenger Films, suggests ways to control and manage phone calls while getting necessary information. Some of the topics covered in its how-to format:

- listening skills;
- managing objections;
- voice quality;
- managing the assertive caller;
- statements and attitudes to avoid.

"Effective Call Management" is 29 minutes long. The cost for the program is \$495; for rental, \$135; and for preview, \$40. For more information, contact Salenger Films, Inc., 1635 12th Street, Santa Monica, CA 90404; 213/450-1300.

Circle No. 210 on Reader Service Card.

Two from AMA

AMA Film/Video has two new management videos. The first, "Smart Questions," shows managers, supervisors, and salespeople how to use questions to stimulate action, solve problems, win cooperation, and foster better working relationships. Part 1, "Learning the System," presents the five-point smart-questions strategy. Part 2, "Apply Smart Questions," give examples of the system in action.



In the second video, "Buck Rodgers on Creating Customer Commitment," the former IBM executive shares insights and reveals the five vital ingredients for a successful, customer-driven organization. Interspersed with his presentation are brief examples on how to create new customers, keep existing ones, and make people want to do business with you.

Each video is \$595; you may evaluate one for three days for \$40 or rent it for seven days for \$150. For more information, contact AMA Film/Video, 9 Galen Street, Watertown, MA 02172; 800/225-3215 (in Massachusetts, 617/926-4600).

Circle No. 211 on Reader Service Card.

Run faster, jump higher, and one fine day. . .

Trying to motivate employees to do bigger and better things? Are your salespeople a little down? Are your customer-service people feeling burned out?

The Best, produced by Dartnell, is a six-minute, shot-in-the-arm motivational video about the pursuit of excellence. Using footage of such athletes as Mary Lou Retton and Edwin Moses, it discusses the human drive to be the best and instills a can-do attitude.

This mini-motivator is available in 16mm film, as well as all video formats, for \$275; it may be rented for \$125 per week; you may preview it for three days at \$25, which may be applied toward your purchase or

rental. For more information, contact The Dartnell Corporation, 4660 Ravenswood, Chicago, IL 60640; 800/621-5463 (in Illinois, 312/561-4000).

Circle No. 212 on Reader Service Card.

Administrative assistant as basketball star

Jordan moves downcourt, pivots at the top of the key, looks inside, and passes out to Pippen, who goes to Cartwright, Cartwright fakes left to Jordan coming in—whoa, slammmamma! Two points for the team.

"Through the Hoop: Corporate Teambuilding," by Encyclopaedia Britannica Educational, uses the example of the Chicago Bulls and their star, Michael "Air" Jordan, to show how a company can blend the talents of all its employees for financial success. The 20-minute video describes the 10 components of successful team building and features interviews with Jordan, Bulls head coach Doug Collins, vice-president of basketball operation Jerry Krause, and chairman and general partner Jerry Reinsdorf. Viewers also see footage of Jordan suffering a foot injury and then see how teamwork helped the Bulls overcome the misfortune.

The video package includes a leader's guide and 10 employee guides listing the teambuilding components. "Through the Hoop" is available for \$495; a three-day preview is \$45; a five-day rental is \$150. For more information, contact Encyclopaedia Britannica Educational Corporation, 310 South Michigan Avenue, Chicago, IL 60604; 800/554-9862.

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"Presentation Products" is compiled and written by Eric R. Blume. Send items of interest to Presentation Products, Training & Development Journal, 1630 Duke Street, Box 1443, Alexandria, VA 22313.