

# New Training Tools

## Video Consoles

These decorator styled video consoles, in walnut wood grain finish, are constructed of ¾-inch heat and scratch resistant wood for greater flexibility, stability and rigidity. Feature "flow-through" air circulation for better monitor ventilation. H. Wilson Corp.

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## Mobile Multiplexer

Permits a color or monochrome camera to serve as both a studio and a film chain camera. No attachments or special slide projectors are needed. Accepts two 35mm projectors and another projector (16mm or 8mm). Buh! Optical Co.

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## Management Text

*The Human Constraint: The Coming Shortage of Managerial Talent* by John B. Miner. 283 pp. Indexed. \$12.50. BNA Books.

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## Overhead Projector Tips

"Teaching Your Overhead Projector Some New Tricks" illustrates new techniques for using overhead projectors and includes ideas on presenting new materials facilitating class participation and making meetings more effective. Available free from the 3M Company.

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## Sales Cassettes

"Selling the Sizzler" by Elmer Wheeler. Price \$10. E.F. Wonderlic & Assoc.

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## Preemployment Study

"Preemployment Screening: the Tightening Ground Rules." 40 pp. study. \$8. Research Institute of America.

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## Supervisory Skills

A series of 12 half-hour audio vassettes by George Odiorne designed to introduce your supervisors to MBO and for training new supervisors to be output-centered managers in industry and government. Price \$25. MBO, Inc.

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## On-Cassette Labeler

This "On-Cassette Printer" prints directly on both sides of the cassette simultaneously at speeds up to 100 units per minute. Eliminates the need for paper labels. Audiomatic Corp.

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## "Company Politics"

*How To Succeed In Company Politics* by Edward J. Hegarty. 286 pp. \$8.50. McGraw-Hill Book Co.

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## Sound/Filmstrip Viewer

The AV Matic 28A1 is designed with the instructor in mind. Has the largest screen (8" x 10½") of any of its kind, although the base space is 35 per cent smaller. Features a low-voltage lamp for constant cooling. Price \$310. Dukane Corp.

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## "Who Killed The Sale?"

This film is a case study showing how a company which seems to be in a strong position to win a large sale finally fails to do so. 21 min. Color. Roundtable Films, Inc.

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## "The Successful Woman"

Monthly newsletter designed to give continuing support to women taking personal responsibility for their lives. Charter subscription \$5.

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## EEO Requirements Guide

"The Manager's Guide To Equal Employment Opportunity Requirements," by Dr. Erwin S. Stanton; 24 pp. paperback guide to current "do's" and "don'ts." \$3.

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## Evaluation Guidelines

*Evaluation Guidelines For Training Programs*, 253 page softcover book by K.J. Chabotar and L.J. Lad. Features table matching typical evaluation problems with solutions. Midwest Intergovernmental Training Committee. \$10.

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