

## Presentation Products

### Product Information

If you would like more information on the products listed in "Presentation Products," 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.

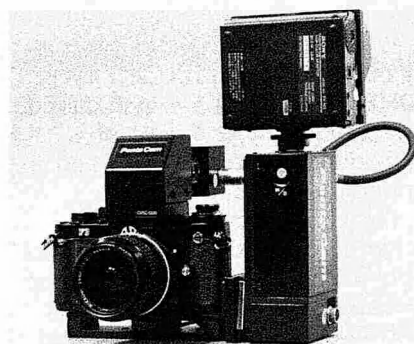
If you would like to telephone the manufacturer, you will find phone numbers on the RSVP page. But please be sure to say that you read about the product in the *Journal*!

### In Camera

You want to videotape a process to use in a training class, but you also need 35mm stills at various stages. But who needs that annoying flash of the 35mm camera during the video or the fact that the still angle will always differ from the video angle?

The Focal Point is marketing the PentaCam, which gives you two-in-one camera capability. By removing the prism and viewing screen from a conventional Nikon F3 and replacing them with the PentaCam video head, you get a high-resolution, CCD-color TV camera that still allows for full use of the F3 as a 35mm camera. With the system, you can get simultaneous on-site and remote real-time viewing on a monitor, record onto tape, or transmit directly to a computer electronic imaging system.

Compatible with all Nikon lenses and accessories for the F3, the PentaCam system is made up of three components: the color video head, a camera control unit, and a power supply with connecting cables. The unit meets NTSC standards and achieves 400-line horizon-



tal resolution. Options include a miniature, flat-screen color LCD monitor. The basic system is \$5,750 with composite video output. With both composite and RGB outputs, the price is \$6,480. For more information, contact The Focal Point Inc., South Norwalk, Connecticut. *Circle 196 on reader service card.*

### Software for Your Slide Presentation

Advanced Graphics Software has announced a new presentation-graphics package, SlideWrite Presenter, for IBM PCs and compatibles. The package is designed to organize and show presentations directly on the computer and allows the user to integrate text and graphics.

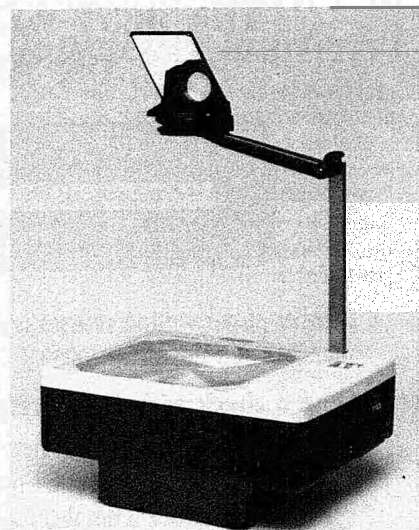
SlideWrite Presenter combines PCX file images from graphics programs (such as SlideWrite Plus, Harvard Graphics, and Lotus Freelance), paint programs, and color and black-and-white scanners. The package includes a program that captures text and graphics screens from other programs such as Lotus 1-2-3 and WordPerfect. SlideWrite will display any standard PCX file it receives, adjusting the image size if necessary.

The package requires at least 390K of free memory, a hard drive, and an EGA or VGA card. The price is \$99. For more information, contact Advanced Graphics Software Inc., Sunnyvale, California. *Circle 197 on reader service card.*

### LCD Projection

Most overhead projectors can be used with LCD projection panels, but Eiki International has developed a projector designed especially for them. The portable Eiki 3100P has a built-in AC outlet so you don't have to plug two machines into a wall. The platen operates at a cool temperature, which helps you avoid color variations on the panel.

The 3100P's projection stage is 11.25 inches squared, and has a self-contained, fold-down focusing column, retractable power cord, and built-in carrying handle. Other features include a variable-focus lens, a fan-cooled 360-watt lamp, an instant lamp-changer system, and safety interlock and thermal cut-off switches. The price is \$670. For more information, contact Eiki International, Laguna Niguel, California. *Circle 198 on reader service card.*



### Smaller and Smaller

Yes, it's happening, and you probably find yourself less and less surprised that it's happening. Maybe you see people on "Star Trek"

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reruns with teeny-weeny minimicro-computers that perform quite mighty tasks. Twenty years ago, it may have been unthinkable, and that's what made it all so cool. But powerful computers today—in real life—are getting smaller and smaller.



Compaq Computer, for instance, recently introduced the Compaq LTE/286 and the Compaq LTE, computers the size of this magazine that offer full PC functionality. Weighing only 6 pounds each (with a NiCad

battery that gives 3 1/2 hours of power) and measuring less than 2 inches high, both provide a 40- or 20MB fixed-disk, a 3 1/2-inch diskette drive, an 80-key keyboard, an embedded numeric keypad, and an optional 2400-baud modem.

The computers' thinness was achieved by making the disk drives only 3/4 inch high and using an electroluminescent backlit supertwist display only 1/4 inch thick.

The LTE/286 incorporates a 12 MHz 80C286 microprocessor and comes in three models: Model 1 (without a hard drive) is \$3,899; Model 20 (with the 20-megabyte drive) is \$4,499; and Model 40 (with the 40-megabyte drive) is \$4,999. The LTE Models 1 and 20, based on a 9.54 MHz 80C86 microprocessor, are \$2,399 and \$2,999 respectively.

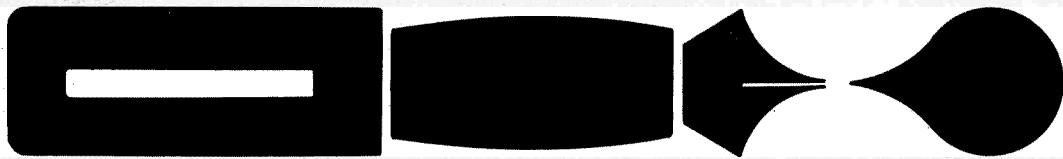
For more information, contact Compaq Computer Corporation, Houston, Texas.

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## Sounding Off

When you address teeming multitudes of trainees, you may need to do more than speak from the diaphragm. Telex Communications has introduced the FMR-25P, a complete, self-contained, portable sound system that is capable of handling crowds of up to 500. It features a 75-watt MOSFET amplifier and a tri-radiant speaker array in a durable "roadie" case. It has inputs for a wireless microphone system, a wired microphone, and an auxiliary

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program source. Bass and treble controls and separate level controls for each input allow you to adjust the quality and mix of sound. It also has an external speaker output.

The FMR-25P has a suggested retail price of \$940. For more information, contact Telex Communications, Minneapolis, Minnesota. *Circle 200 on reader service card.*

## Video Products

Here are some new video releases, but first here's a directory of videos—while it's not a presentation product per se, it lists plenty of them.

### Directory to everything

Gale Research has published *Videos for Business and Training* (edited by David Weiner), a reference guide to more than 16,000 videos released through 1989. The listings are alphabetical by title; an index covers more than 200 subject areas. Each listing provides information on

- release date;
- available video formats;
- content;
- supporting materials;
- producer and distributor;
- availability for rent, lease, and purchase.

An index of producers and distributors gives you contact information.

*Videos for Business and Training* is 520 pages long, measures 8½ by 11 inches, and is a paperback. The cost is \$79.95. For more information, contact Gale Research Inc., Detroit, Michigan. *Circle 201 on reader service card.*

### Right the first time

Cally Curtis Company has released the second video in its Preventative Management series, "The First Time Around." A companion to "Why Employees Don't Do What They Are

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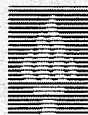
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## NTL ANNOUNCES FOUR NEW PROGRAMS FOR 1990

**Managing the  
Multicultural Workforce**  
Apr. 30-May 4—Washington, DC

**Coalition Dynamics  
(A two-phase program)**  
Oct. 11-14—Washington, DC  
Nov. 16-17—Washington, DC

**Diversity Across Gender, Race,  
Nationality:**

**A Look Into the Future**  
Nov. 28-30—Washington, DC

**Training the Trainer Track**  
For those who wish to develop  
their training skills  
with individual mentoring,  
this is a specially-designed  
six-step series of programs  
held over a two-year period.

*Write or call for details.*

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1-800-777-LABS

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Supposed to Do," this video shows that managers should be proactive rather than reactive—they must learn how to prevent mistakes and problems before they occur, not how to fix them afterward.

Managers learn how to be specific about interim checkpoints and feedback, how to offer recognition and reinforcement if work is going well, and how to provide assistance if it's not. They find out how to deal with reasons for nonperformance while there is still time to influence a happy ending.

"The First Time Around" is hosted by Ferdinand Fournies, is 28½ minutes long, and comes with a meeting guide. It is available in video (\$570) and in 16mm film (\$595). A three-day rental in either format is \$130, and evaluation-only



previews are \$20. For more information, contact Cally Curtis Company, Hollywood, California.

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### Supervisory liability

Supervisors hold powerful positions as representatives of the company.

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BY  
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XAT6

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They are vulnerable, however, to charges of wrongful discharge, sexual harassment, discrimination, safety violations, and so forth—and a lawsuit against a supervisor is a lawsuit against the company.

American Media's two-video "Legal Limits" is designed to educate supervisors in supervisory liability. By following the leader's guide during the program, the trainer can relate policies specific to the company.

The first video, "Part I: The Foundation," gives an overview of the problem and urges viewers not to rely on "common sense" but to get the facts and to make judgments consistent with company policy and the law. "Part II: The Application" mixes problem-solving skills and company policies and shows how

they work together in realistic workplace situations; it is available in two versions, one for the office and one for the plant.

The price for the program is \$895; a five-day rental is \$175, and a three-day preview is \$50. For more information, contact American Media Inc. West Des Moines, Iowa. *Circle 203 on reader service card.*

### Banking on customer service

Video Arts' new video "How to Lose Customers Without Really Trying (Attack & Defend)" is targeted at people who have daily interactions with customers. It shows the wrong and right ways to handle difficult customer situations.

Set in a variety of service-oriented workplaces—such as shops, garages, reception areas, restaurants, and

## PROFESSIONAL DEVELOPMENT PROGRAMS

A Selection for March-April

**Communication Workshop:  
Learning by Doing**  
March 10-15—San Diego, CA

**Strategic Management and OD**  
March 10-17—Safety Harbor, FL

**Consultation Skills**  
March 10-17—Miami, FL

**Influencing Effectively**  
March 11-16—Safety Harbor, FL

**Transition and Transformation:  
Individuals and Organizations  
on the Move**  
April 1-4—San Francisco, CA

**Organizational Diagnosis**  
April 22-27—Northern VA

**Trainer Skillshop**  
April 22-27—Annapolis, MD

*Send for brochures and details.*

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\*includes leader's guide and support material

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For brochure and details, call:  
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202/885-6206

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banks—the video addresses two common service traps. The first trap is a service provider's attack behavior, where he or she patronizes a customer and makes the customer feel blame for the situation. The second trap is the defend behavior, where the service provider ignores the customer and attempts to get rid



of him or her without solving the problem. John Cleese is featured in humorous scenarios that show viewers how to avoid both behaviors.

For purchase, the video is \$755—it comes with a leader's guide and a participant workbook. A three-day rental is \$155; a preview copy is \$45. For more information, contact Video Arts, Northbrook, Illinois.  
*Circle 204 on reader service card.*

"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.

*For Those Who Believe Both Time and People Are Important*

# GET TO THE POINT, KEEP TO THE POINT

**C**ally Curtis Company announces a new *how-to* film to help solve one of the greatest paradoxes of American life. To live and work successfully in our often hectic and demanding world, we must handle the needs and problems of our customers, colleagues and family faster and more efficiently — yet still keep everyone feeling happy and well-served.

Learn six basic skills that will help you get right to the heart of communication — thus head off being side-tracked. Hosted by Don Galloway, the film shows viewers techniques that will enable them to help others *quickly and graciously*.



Color / 25 Minutes  
Purchase Price: 16mm \$595/Video \$570  
3-Day Rental Price: \$130  
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