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## Press Release

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a subscriber's fileserver, where it can be shared by all users on the network.'

'Legal publishers face the challenge of keeping pace with the increas-

ingly specialised needs of the legal market, without compromising speed, efficiency and reliability. Butterworths recognise electronic publishing as the most effective way of meeting this challenge.'

For more information and interview arrangements please contact:

Mari Kauppinen, Butterworths on (02) 335 4452.

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# New CD-ROMS Provide Low Cost Access to Australian Legislation

*All NSW State Acts and Regulations and the Acts and Regulations of the Commonwealth of Australia on CD-Rom for \$195.00 each.*

*Sydney 21 July 1994*

Aunty Abha's Electronic Publishing Pty Ltd has announced two new CD-Rom releases, one incorporating all NSW (Consolidated) State Acts and Regulations (200 Megabytes) and the other the (Consolidated) Acts and Regulations of the Commonwealth of Australia (150 megabytes).

Aunty Abha's, a Sydney-based electronic publishing house which counts Commander Paul Willee QC as one of its directors, is dedicated to supplying the public with large volumes of electronic information in an accessible form and at a reasonable price.

These two CD-Roms are available for \$195 each for a single copy including Folio Views software, or \$395 for a yearly subscription which includes automatic updates on CD-Rom. This pricing is well below that of other electronic versions of the same information, which start at \$1,750 and climb from there.

The pricing is not the only difference. The main advantage Aunty Abha's products have over other electronic versions in the market is that they are so easy to use. Access to electronic data is only half the information revolution - for the real ex-

plosion to happen, people need to be able to use it.

This is where Aunty Abha's takes the lead by utilising the best software in the world designed for this very purpose - Folio Views.

Folio Views software, the dynamite environment for electronic publishing, has become the standard for legal and accounting publishing in the US and is fast becoming the standard in Australia also.

Legal practitioners, accountants, politicians and others who need immediate and accurate access to these State and Federal Acts and Regulations will benefit from this user-friendly program which requires only the minimum of computer knowledge.

Scantext Pty Ltd, who is the sole Australian distributor of Folio Views and one of the most expert in the world at designing the implementing infobases, prepares all Aunty Abha's electronic products and provides constant updates and technical support.

There are many other advantages to Folio Views. Products published using this software are instantly ready

for use under Windows, Dos or Macintosh.

The electronic data looks the way it does on paper. It reads just like a book, complete with table of contents and headings. Once in the text, you can do everything you do when reading a book - add highlights, notes, yellow stickers, jump from place to place or volume to volume - all with a click on the mouse or keyboard, and with no danger of losing your notes or spilling your coffee all over your books.

One of the major strengths of Folio Views is its sophisticated search ability. No more thumbing through pages of indexes and wading through volumes of text. The software allows you to search in many different ways in just seconds.

The combination of all these features allows users to access the information instantly and adapt it in a variety of ways to meet their specific needs.

A media release issued by the Attorney-General's Department on 13 May stated:

*'Easy, low cost access to legislation is an important step in the pro-*

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*gram of reforms to enhance access to justice.'*

In producing the State and Commonwealth Acts and Regulations on CD-Rom *Aunty Abha's Electronic Publishing Pty Ltd* has taken the first step in responding to this directive.

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## New Products

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### Just-in-time Training or Expert System?

Webster's dictionary indicates that *negotiate* is a term deriving from the Latin *negotiatu*s (to carry on business), with the definition: 'to confer with another so as to arrive at the settlement of some matter'. Clearly then everyone negotiates with some regularity. Those who are involved with the computer industry would be negotiating frequently. Developing negotiating plans and strategies is often the hardest part of a lawyer's job. Yet few would have formal negotiation training.

The solution isn't as simple as attending a negotiation seminar. Seminars don't earn fees and much of the material is soon forgotten. According to an IBM study, we only remember 20% of what we read, 40% of what we hear, but 80% of what we interact with. What is needed is 'just-in-time' training so you receive interactive assistance when you need help most. Practical on-the-job training while doing the work would be ideal.

A tool which does just that is *Negotiator Pro*. With the software, the user learns to be a better negotiator simply by using the program. However, learning appears secondary because the user is engaged in 'preparing for a negotiation' a task that is more traditionally viewed as

'work' rather than "training." Due to the program's seamless integration of training and practice, it is not even perceived as training.

*Negotiator Pro* is particularly interesting as it's initial release over five years ago preceded the current multimedia 'hype'. It has evolved into a mature interactive product.

Dan Burnstein, former Chair of the American Bar Association's Negotiation Special Interest Group and developer of *Negotiator Pro* believes it helps you be productive without being an additional learning burden. It guides you easily through the process of negotiation without the prerequisite of training in the software or the process. According to one review the advantage of *Negotiator Pro* over other training products is the combination of instant utility and education information. Otherwise people are often too busy to avail themselves of training opportunities no matter how useful. (See 'New Interactive Video can enhance continuing legal education plans' V K Trotta; *The National Law Journal*, 25 Oct. 1993; pp34-37)

To make it even more relevant to those interested in Computers and Law, Sinch Software Pty Ltd is supplying *Negotiator Pro* with more than

1,500 pages of CompuLaw Digest on disk and a copy of the Legal Environment of Computing by J FitzSimons and P Knight.

We are likely to see more such "just-in-time" training, initially in showing users how to get the best out of software. For example, Sinch Software has developed the **Learn••Law** series of computer-based tutorials which includes modules such as **Learn••ISYS**. **ISYS for Windows** is almost a standard in text retrieval and very easy to use. However, until someone shows you how to optimise it for searching transcript say, you might not be sure you are using it in the most effective fashion. **Learn••ISYS** steps users through the tasks they may be trying to perform at that moment.

By providing just-in-time training, we are spared the real expense of computing: the time consumed in trying to get the best out of computers. That expense can be many times the cost of the hardware and software. Hopefully, software which gives users immediate benefits rather than challenging features will proliferate.

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