

Technology Review

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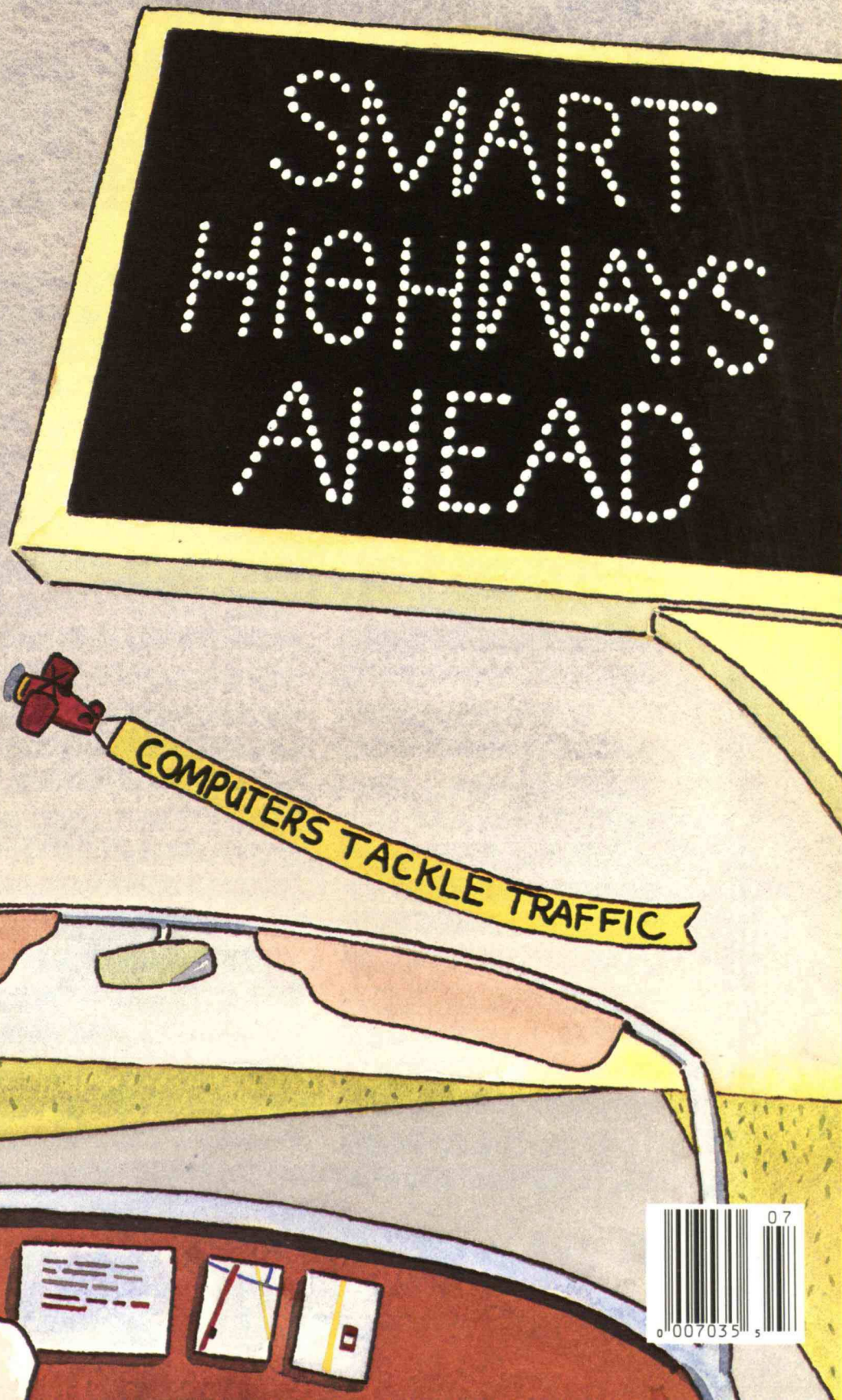
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ELECTRONIC CONTRACTS*



07

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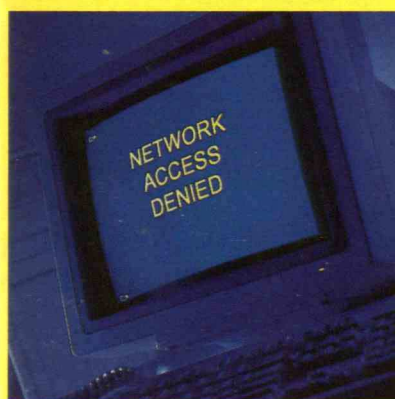
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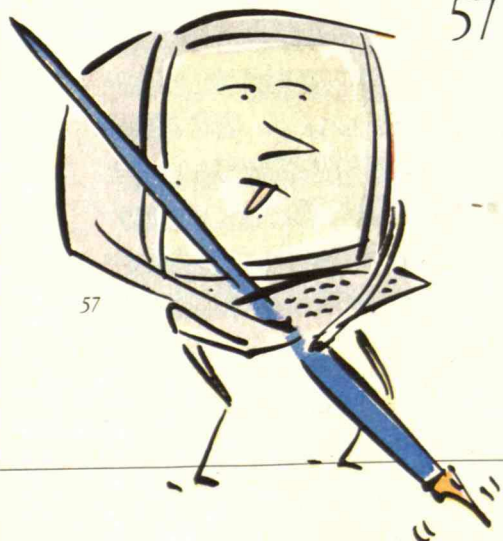


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For information regarding these and short summer programs in functional areas: Executive Education Programs, MIT School of Management, Cambridge, Massachusetts 02139. Telephone: 617-253-7166; Telex: 797961 (MIT SLOAN UD); Fax: 617-258-6002. Participants are 50% non-U.S. nationals.

First Line

No Failure to Communicate

WITH the death of Isaac Asimov early last April, we lost one of the truly great science writers. "His response to the public's increasingly anxious interest in science was his clarity and integrity," wrote Gerard Piel, former editor of *Scientific American*, in the *New York Times*. "He leveled with his readers, never condescended, and never overheated the story."

We may not see Asimov's equal again, but fortunately he left descendants. An experience I had the following week reminded me that we are blessed with many writers who report on science and technology in plain English for the pleasure and benefit of the public.

The occasion was my service on the selection committee of the Knight Science Journalism Fellowships program, which annually brings eight North American science writers (plus a few more from overseas) to MIT for an academic year. Liberated from deadline pressures, they pursue their own study agendas, make contacts with scientists and technologists, and generally take what the program's literature describes as "an energizing step in their careers."

The interview process alone was an energizing step—for the interviewers. Representing virtually all facets of the business—newspapers, magazines, television, and radio; urban and rural locales; posts foreign and domestic—the applicants were smart, enthusiastic, versatile, poised, dedicated, thoughtful, and articulate professionals. They embodied what I've long advised aspiring science writers, and what I'm privileged to see every day among my colleagues at *Technology Review*. That is, the journalist must deliver neither a sermon nor a tutorial but a "story." He or she must address the general public, people who don't yet know the scoop but who are intelligent and willing to learn—and act. And the presentation must be clear in style and balanced in content.

Telling a story, and telling it well.

One candidate, a newspaper reporter, had started his career as a novelist and therefore hit the ground running when he moved into journalism. "Fiction writing," he said, "taught me to tell a story, with structure, characters, and human dimension." Another candidate, a freelance writer, described a useful rule of thumb for identifying a good story. "I look for something with great verbs," she said, "an area that has motion and verve." And what are the

Let me tell you about my science-journalist colleagues.

earmarks of turning a good story, once selected, into a good read? "Reporting that's accurate," said another journalist, "coupled with writing that's simple, colorful, and clear."

Addressing the public. Some scientists see journalism as an exercise in oversimplifying, and the more mass the market, the greater the trivialization. That's because the details of the science and technology enterprise—as opposed to its ultimate products—have been thought not to interest the public. Actually, the applicants maintained, people are willing and able to follow the ups and downs of scientific inquiry and the adventures of the players. "Being caught up in the romance of science," said one reporter, "I try to convey the drama to my readers."

A revelation was that mass-market publications such as women's magazines are good outlets for substantive science writing. They are "definitely not of the 'McNuggets' school," observed a freelance writer. "They provide more room, and they're also more accurate." Beviess of fact-checkers are employed to validate every word.

The come-on in such magazines, said the writer, is their "service orientation"—what ordinary people can do to protect themselves, say, from possible

radiation hazards while differing experts battle it out. "Once they're in there," she noted, "readers don't mind getting into more depth."

Sparing us the sermons. Most applicants agreed that the journalist's job is to present information to the public, even help people decide what to do with it, but not beat readers over the head with his or her own world view. "I describe what the new technology is and why now," said a reporter/columnist. "But I play soothsayer with great reluctance." My goal, said another writer, "is to describe the details to get to the issues. When there's a point to make, experts do it for me."

A few interviews underscored the merits of American journalism—rich, almost to a fault, in expert sources and quotes—as opposed to the British press, for which some of the applicants occasionally wrote. Publications in the United Kingdom often suppress such detail for fear of burdening the reader and because they assume themselves to be "the authoritative voice."

During their year in academia, the Knight Fellows hope to find genuine authoritative voices and learn better how to translate and analyze them. These go-getters seem likely to obtain what they seek, and give as much as they get. That "energizing step" will be driven by an already abundant energy. "I'll eventually become an editor even though I love writing," said one prolific reporter, much to our surprise. "The reason is that I have so many ideas, I couldn't possibly pursue them all myself."

Of course, being charming in an interview is one thing and routinely delivering the goods for one's readers is another. Writers should be judged by the quality—the readability, accuracy, depth, and value—of their writing. And while it's nice to be acclaimed by colleagues, it is the public that must ultimately judge. Speaking as one of those colleagues, then, let me simply point out that the public has some smart and motivated science journalists vying to serve it. ■

—STEVEN J. MARCUS

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In the automotive business you lead, follow, or get out of the way. Our aim is to lead by building our minivans better, building them safer, building them cleaner. So we can reach the only goal that really matters: a satisfied customer.



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Letters

REGIONALISM VS. LOCALISM

Frank J. Popper is to be commended for his article "Thinking Globally, Acting Regionally" (*TR April 1992*). He captures the essence of an important idea, presents it to us with eloquence, and thus provokes us in ways few academics or social commentators can.

However, at the root of his argument is an unfortunate presumption about regional planning. He rightly points out that local planning as it is practiced in most places has failed—that its nature, if you will, is socially irresponsible. Local planning in the United States seems to be inevitably parochial in content as well as elitist in implementation. Furthermore, it's based on units of political subdivision that have no relationship to real ecological systems. But to address this failure, Prof. Popper simply puts forward a notion of responsible regionalism. He hopes to ameliorate everything simply by moving planning up one administrative level.

The problem here is two-fold. First, such a strategy does not acknowledge the possibility of irresponsible regionalism, a critique raised by some scholars, including Prof. Popper himself in earlier work. Second, the focus is on an administrative issue, when instead it should be on one that's political, social, and cultural. Both regional and local planning are bound to be plagued by an unresolved social ethos about the balance of individual and social rights and responsibilities.

In fact, when we can successfully confront that ethos, we might just as well construct a responsible localism as a responsible regionalism. If we can learn to think globally, then let us act locally, as the original phrase urges. It is not only preferable, because of the unique nature of land resources, but it reinforces a democratic tradition that, while seeming anarchic and out of date, has rhyme and reason to it, even in the late twentieth century.

HARVEY M. JACOBS
Department of Urban
and Regional Planning

University of Wisconsin-Madison

COMPUTERIZED CIVIC ACTION

In "Electronic Democracy" (*TR November/December 1991*), Pamela Varley focuses on the extreme political views communicated through Santa Monica's Public Electronic Network (PEN). She doesn't describe how the network is making the city more livable.

As a resident of Santa Monica, I have used PEN for the past two years to address messages to city officials. I have improved electronic-mail reservations of books at the public library, prevented local hotels from dominating our public tennis courts, caught vandals at one of our public schools, and helped set specifications for the rewiring of our street lights. I have had a slippery stretch of street grooved to prevent skidding, and tried unsuccessfully to outlaw audible burglar alarms.

This is true electronic democracy.

MYRON KAYTON
Santa Monica, Calif.

POLICY AND POLITICS

In "Building a New Economic Order" (*TR April 1992*), Ann Markusen and Joel Yudken rightly conclude that the nation needs a visionary technology policy. Unfortunately, however, they propose no such thing, falling back on tired, old ideas. They assume that wars will go away and our international industrial competitiveness will return if only we would invest in socially useful areas instead of "wasting" money on defense. They are also under the impression that when the government mandates such changes as high-cost labor in foreign countries, America's economic, security, and social problems will all be solved.

The U.S. technology policy clearly should be socially responsible. But the difficulty will be to keep it out of politics, and Markusen and Yudken have followed the well-worn political path of trying to save the non-critical and dying industries where the current jobs (and, therefore, votes) reside. They do not face up to the difficult choices inherent in crafting a policy that's truly visionary—one focused on the critical technologies and industries of the future. Also, by

including such areas as preventive health care, employment, and social welfare under the umbrella of a technology policy, the authors press technology well beyond the sphere in which it can be the dominant force. Much more than technology is required to solve America's problems, though the country does need a truly visionary technology policy.

JACQUES S. GANSLER
Senior Vice-President
The Analytic Sciences Corp.
Arlington, Va.

STONEWALLING ON SMOKE

In "Keeping OSHA's Feet to the Fire" (*TR February/March 1992*), Charles Noble does an excellent job of reporting on the agency's failure to protect against occupational hazards. My own special interest in this area is environmental tobacco pollution. Since the surgeon general's report on environmental tobacco and health in 1986, there have been 1150 articles in the medical literature that address this issue, yet OSHA has done nothing.

In 1987 Action on Smoking Health (ASH) filed a citizen's petition to request OSHA to limit smoking in the workplace. Two years later, the organization's request for an emergency temporary standard was turned down, but the court did find for ASH in that it asked OSHA to develop some standards. In 1992 OSHA is to finally start its inquiry into the issue.

STEVEN A. PICKERT, M.D.
Thurmont, Md

FEELINGS FOR ANIMALS

As Harriet Rivro suggests in "Toward a More Peaceable Kingdom" (*TR April 1992*), the scientific establishment has done a poor job of enlisting public support for using animals in research despite the impressive array of advances—such as insulin and the polio vaccine—that can be called upon as examples. In part, this is because of the condescending attitude that she mentions. But another important aspect of the problem is that scientists have difficulty communicating how they themselves feel about animal suffering.