Centre to help inventors

Chisholm and Swinburne Universities of Technology have set up a "one stop shop" for investors with the help of the State and Federal Governments.

The Victorian Innovation Centre has been granted a total of $910,000 over three years to assess inventions and help their inventors to market them.

This saves the Governments from having to assess individual inventions and fund them directly. Mr John Bailey, Executive Director of the Centre for the Development of Entrepreneurs at Chisholm, who helped set up the VIC, said inventors used to "do the circuit" of organisations involved in innovations which was time consuming for everybody.

Now the VIC will help investors through forums which will extend inventors knowledge of what is needed to market their products successfully.

Inventors will be taken through a checklist of such issues at these seminars which will be held regularly. A maximum of 20 people will attend each seminar. Smaller groups will form during the evening to consider issues relating to the development of each invention. Each inventor will complete a questionnaire to provide basic information and determine the development status of each invention.

The seminar will raise questions about the technology, market, potential customers and competitors of the invention. After this an individual interview will take place followed by assessment by the Centre's staff to determine the type of assistance necessary.

If the invention is not considered viable a written report is given to the inventor. Mr Bailey said the Centre received a good response from the community taking 80 calls in its first week.

The Centre is a company limited by guarantee which is independent of its founding bodies although three people of the Directorate of both Chisholm and Swinburne will sit on its Board.

The VIC will have a shopfront location in a local shopping centre before moving to a technology park in the Eastern suburbs in about a year.

The Executive Director is Dr Murray Gillin, Dean of Engineering at Swinburne. The Centre will build up to about six staff as well as having a well-established network of consultants, academics and venture capitalists.

In return for its input the Centre will take some equity in the inventions, receiving royalties which will be determined in negotiation. The Centre eventually aims to be self-funding.

Chisholm's system consists of a two megabyte AT&T computer with UNIX operating system supplied by Olivetti and the X-TRACT expert system programming language of the company, Intelligent System Research.

A knowledge-based system is a computer program which allows a user to store knowledge and use this to generate new understanding.

Expert systems are a type of knowledge-based system which contains facts and rules about a field of knowledge provided by an expert. The system allows reasoning which can be used by a novice to produce expert advice and conclusions.

In accepting the funding, Mr Gerry Maynard, Acting Director of Chisholm, said the Institute would use the new equipment in three ways: to support academic courses; run courses for industry on the theory and practice of expert systems and to provide consulting on the application of them to specific industrial problems.

The Victorian Government has funded the purchase by Chisholm of a "knowledge-based" computer system or 'expert system facility' which is on the leading edge of software development. It is valued at $148,050. RMIT has been given money for a similar system.

Chisholm's system will be run by Murray Gillin, while RMIT's will be run by Murray's Brother, Professor Murray Gillin, of RMIT's School of Computing.

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Hints for R.S.I. 'd folk

When all the complaining to friends (should you still have one or two left) and family fails you'll need to become self-sufficient!

Keep some soapy water in the sink to rinse cups etc. during the day instead of turning taps on and off every ten minutes or so.

BE AWARE OF YOURSELF! (That is the part that really counts.)

Notice how tightly you hold onto the telephone while you're chitchatting.

What about the steering wheel of your car???

Try to consciously notice these things and relax your hands and shoulders, in fact your whole body! (I suggest you tighten a bangle to tighten up again!)

Elaborate cooking isn't always easy (or for your health) so keep to easy meals and try counter teas, restaurants and take-aways at least once a week...

I've found cleaning the bath and shower best to do while I'm in it. Also, to take a bit of scrubbing out of this chore, I use one of those scourer/sponge things. Again, ask a friend to share the shower AND scourer.

While you're driving, arm, hand and neck exercises are quite easily performed when stopped at a light, preferably red lights. People can be so intolerant of an R.S.I. person.

It was also essential to be able to see NOT VACUUMING as often as a CHALLENGE. You'll be proud of yourself for being sensible although this isn't easily done, as you know, as it involves being 'responsible' and looking after YOURSELF.

If your housework routine is fairly strict, change it and spread the workload out. AND slow it DOWN. Change is a very hard discipline but show you're big enough to TRY to change. (Then try some more and some more again until you get the hang of it.)

Do gardening and other outside jobs bit by bit till you've regained full strength. I've found (secretly, VERY secretly) I quite enjoy my new slower pace. You never know, you might too.

I've found 'bit-by-bit' is far better than 'not-by-nothing'. Agree??

Share your workload with someone. Bribes friend(s) with a lunchbox tossed in. You'll be surprised how pleasant mowing the lawn and weeding can be with a 'social' toss in.

Organise to have a friend over for morning tea. This helps relax you, keeps you cheery instead of that shut off and alone feeling (I mean, who'd visit an R.S.I'd person...they're cripples aren't they?) This allows people we are only temporarily out-of-order!

Kids love to help but NOT if this is made into a miserable chore. If your greetings remain quite high, so will those of the rest of the family...hopefully. If not, get a divorce...retrospectively!

WALK up to the shops. Buy all your groceries then have them delivered. The walk is good exercise plus it helps kill a bit of the day. Days can be very long without a let to fill them. Also, (this is the good bit) local shops see a great spot for getting sympathy!

Don't bottle up your frustration and anger. Find a constructive way to 'get it out', I find writing my feelings out very good - if that fails I lash up pensioners or my cat.

Above all DON'T PANIC. Having had a vision of myself in a wheelchair (preferably a souped up one with fox tails etc.) I now feel quite at ease knowing if I 'think' OK, I WILL be OK.

If all the above fails, purchase your chair through 'Wanda's Wheelchair Service'. With every order you'll receive an RSI Failures' discount.

Joint venturing gains support from industry chief

'Joint venturing is replete with opportunities and fraught with danger.'

Mr M.R. Rayner, managing director of Comalco Ltd, agreed wholeheartedly with the choice of this quote as a sub-title for the recent Department of Management seminar on joint venturing overseas.

In his address he concentrated mainly on the pitfalls to be avoided in joint venturing. This was not because the dangers outweighed the opportunities but because the former were less self-evident.

Mr Rayner outlined five key fundamentals to achieving success in overseas joint ventures.

First, joint venture partners needed an absolutely clear understanding of the objectives of each partner, not just the goals for that particular venture. If not, the priority each partner attached to the project might be different; their time frames for achieving an outcome might vary; the partner's real objective might be excessive, not profit, or gaining a working familiarity with the technology to apply elsewhere.

Secondly, each of the partners should bring something of value to the venture on which everyone depended for the venture's success. Mr Rayner said mutual need was a stronger bond than mutual interest. Without recognition that the contribution of each partner was unique and essential to success, tensions could develop.

Thirdly, there must be clear agreement before the event of how desired goals were to be achieved: what actions are to be taken, in what time frame. Partners' roles, responsibilities and authorities for different steps must be clearly defined to avoid later misunderstandings.

Mr Rayners fourth fundamental was the need for agreement on as many issues as possible including methods for dispute settlement and provisions for withdrawal.

Finally partners needed to understand each other well, for example, what were the decision-making processes of the other side, how much autonomy, flexibility or power did the individuals involved have within their organisations and what kinds of delays, constraints or snags were they likely to suffer?

Mr Rayner said none of his fundamentals was surprising but it was easy to convince yourself that you had them right when they were not - enthusiasm could distort the most objective judgement.

He likened a joint venture to a marriage which was a delicate, complicated and sensitive matter with long lasting consequences.

Additional factors necessary for success were adherence to certain principles, a lot of hard work and a modicum of luck.

One fatal trap was to try and hoodwink the other side, he said. As in marriage you could not disguise forever a bad complexion with skillful make up. The test came when you had to look at each other across the breakfast table then the warts and all were completely visible.

It was also essential to be sensitive to the style of the other parties. Flexibility was necessary.

As in a marriage a joint venture was like the joining of two clans. Whatever the objectives on each side, it would be up to the two chosen frontliners to make it work.

Consistency of behaviour was important so each partner came to know what to expect in a given situation.

Finally Mr Rayner pointed out that joint venturing overseas was the most difficult of all marital situations - it had to operate across cultural barriers. Cross-cultural ties required more work and had more potential snags than did intra-cultural ones. The more dissimilar the culture, the more work required.

red cross thank you

The Red Cross Mobile Blood Bank visited the Frankston campus on Friday 25 July. Students made the visit part of their Community Week activities.

Over 100 donations of blood were given and 60 donors were enrolled for the first time. The cost of 100 lunches was met by the Chisholm Union. The organizers thank the students and staff for giving to such a worthy cause.

Sculpture in steel

Recently Geoff Bartlett of the Fine Arts Department exhibited 14 sculptures at the Pinacotheca gallery in Melbourne.

These were the result of his work during the two years he spent at Columbia University in America on a Harkness Fellowship completing his Master of Fine Arts.

This period gave him more opportunity to look objectively at the sculptural concepts which shaped his work.

It became apparent that previously he had placed too much emphasis on the use of steel. This made his sculpture too 'process orientated'.

However his work had always had an anthropomorphic slant. By enhancing the human attributes of the sculpture he was able to create works less dominated by material qualities. The use of colour was also a help in doing this.

Above, Mr M.R. Rayner, Managing Director of Comalco, spoke at the recent Joint Venture seminar held by the Department of Management, David SYlll Business School.
Koreans visit Chisholm

Two scientists from the newly-established Korea Institute of Technology visited Chisholm in July as part of a five-day visit to Australia.
Dr Soon Dal Choi, President of the Institute, and Dr Hi Chung Moon, Manager, International Affairs, came to Australia under the auspices of the Australian Department of Science, to find out about Australia's scientific capabilities and explore a possible role for KIT in fostering closer cooperation between the two countries in scientific and technological areas.

Unlike Australian tertiary institutions, KIT comes under the umbrella of the Korean Ministry of Science and Technology rather than the Ministry of Education. It is a particular interest of the President of Korea. Dr Choi said it was even enthusiastically supported by the Korean Opposition.
He said Korea was a small country scarce in natural resources but which had a large population. In order to survive in today's highly competitive world it needed to develop the potential of its people.
KIT was formed to identify scientifically gifted students and provide them with carefully designed scientific programs in a well-designed institution. It has four schools of engineering and science: the School of Natural Sciences, the School of Electrical Engineering and Computer Science, the School of Mechanical and Materials Engineering and the School of Applied Engineering.
It was opened in June last year after planning began in November 1982. Its budget for the present triennium is $US35 million.
KIT has about 2,100 students and a staff of 210 giving a staff/student ratio of 1:10. A limited number of selected students is admitted each year.
The Institute is located in the Taedok Science Town, 150 km south of Seoul, so that research can be undertaken with the nearby government-funded or privately-supported research institutions.
KIT provides a highly flexible and individualistic program of study with accelerated academic programs so students can take any course according to their ability. They can also sit for special examinations for credits without attending class. These can be accumulated leading to early graduation.
All high school students, even those in the early years, can sit a series of special examinations for entrance to KIT. High school graduation is not a mandatory requirement for this.
All KIT students are granted a full scholarship which includes free room and board in dormitories.
Dr Choi and Moon are also interested in gaining a general picture of Australian science and technology about which little is known in Korea. They were particularly interested in information technology, biotechnology, robotics and microelectronics.
Dr Moon commented that he was surprised there was comparatively little manufacturing in the electrical engineering area in Australia.

Below, Dr Soon Dal Choi, President, Korea Institute of Technology and Dr Hi Chung Moon, Manager, International Affairs, KIT.

Good will and hard work

Dr Bill Cirone was impressed with the good will, commitment to quality education and ability of people to roll up their sleeves and work hard when he visited Chisholm last month.
Dr Cirone was a Visiting Fellow from America to the Education School at Frankston.
During his visit he met over 1000 people including the State Ministers of Education in Victoria, South Australia and Western Australia.
He was 'tremendously impressed' with the way Chisholm has reached out into the community at every level of education.
Although education in both America and Australia are facing budget cuts causing serious problems, he said that, in both countries, a lot of good people really cared and wanted to work together to resolve these problems.

Dr Cirone was interested to see the common problems of the two countries and recognise American education was not alone in the reorganisation needed.
He said he holds a Bachelor of Arts degree from Providence College, Rhode Island, a Masters from New York University and did graduate work at the University of California, Santa Barbara.
He taught in Harlem, New York, for eight years and spent five years with the billion dollar Mead Corporation organising an educational division.
He was elected County Superintendent of Schools in Santa Barbara County in 1982 and re-elected in 1986.
He has received the Small Business Award for 'Uniting and dedicated service for the teaching profession and has received three awards from the Joint Council for teaching excellence and innovation in economic education.

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Progress on Frankston buildings

The Frankston campus is working on plans for two new buildings.
A general teaching building involving three-storey extension to the existing A Building has been approved by CTEAC at the sketch plan stage. It will cost a total of $3,043,000.
The Project Manager for the construction is Civil and Civic.
Chisholm has received approval to proceed with work on drawings subject to a further approval stage. It is hoped to call tenders in about October this year so construction will be complete by October 1987.
Work on the concept and design stages of the Nursing studies building is to be carried out in parallel. Funding was approved by the Department of Management and Budget in April at a total cost of $4,557,000. Tenders should also be called for in October with construction to be completed in late 1987.
The general teaching building should meet teaching and administrative requirements up to the end of the next triennium in 1990.
The Nursing building will accommodate the projected quota of 520 EFTS, 39 nursing students and three administrative staff.

Margo Guest

Margo Guest, a lecturer in Education on the Frankston campus, describes herself as the 'original lotus eater'.
She wants the fact that she is a 'happy spinster of the parish of Mt Eliza' who lives in a house with white carpets, pink leather furniture and gold mirrors, yet she has become deeply involved in one of the ugliest sides of life.
For seven months, as her PEP project, she has been training people in proactive behaviour to avoid such problems as incest, other forms of sexual abuse and domestic violence.
Margo became interested in this area when she saw on TV a girl of 13 who was pregnant. Her family had thrown her out, she felt she could not go back to school, and her boyfriend had deserted her.
Margo says: 'There she was sleeping with her back to the wall and all her possessions in a Myers bag. I felt so sorry for her because I had a lovely sprawling, uncommitting as an only child in the country with dogs and apricot trees and laughing and loving parents with lots of music. I am ashamed to say it but I have never suffered in my life.'
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Margo Guest
Teaching at Chisholm is rewarding because we have to be like Renaissance teachers - we need to know a lot about a lot of things. We need to know a bit of everything related to communications. Dr Ian Engleberg, a Visiting Fellow and Communication Studies, made this comment on taking up his position at Chisholm. She and her husband, Dr Allan Kennedy, are both from America and are teaching at Chisholm for one year. Both have previously been in the Graduate Diploma in Communication and Information Studies. They are teaching Communication Development and Management and Dr Engleberg is teaching Publishing and Editing.

She says communication is the glue that holds organisations together. In the same way that cooking depends on Chemistry, although the cook might not be aware of it, organisations rely on communication. However, this is often overlooked. Engleberg says that because people think that because they can talk, they can communicate. Dr Engleberg says that true communication within organisations is often poor.

Communication Studies has ballooned in the US, according to Dr Engleberg. Subjects may have 400 to 500 students. Also, students specialise more as the programs are often vocationally orientated. Students may take only television production or public speaking.

Communication Studies developed later in Australia than the US, Dr Engleberg says. Despite this public broadcasting was introduced to America late and 95 per cent of the population do not watch the public television station which tends to put on exoteric programs on such areas as Fine Arts.

Dr Kennedy and Engleberg say it is interesting to see news of America reported in Australia. The growing internationalism of broadcasting shows how the world has 'shrunk'. Australia is a country which interests Americans very much according to the Visiting Fellows. It has an aura of the romanticism of the Wild West. Americans perceive the country as friendly, safe and interesting with our koalas and Aussie Rules. More Americans would visit if it is not for the distance and cost of travel.

The Fellows decided to come to Chisholm because it was an opportunity to teach in a different environment. They have never worked together before. Dr Engleberg says sharing an office would be traumatic but Dr Kennedy disagrees saying they help each other one. Dr Kennedy did his Bachelor degree in English Literature at Wayne State University in Detroit. He did his Masters in Speech also at Wayne State and his Doctorate in Speech Communication at the University of Michigan.

Dr Engleberg did a Bachelor degree in Speech at George Washington University in Washington DC, a Masters in Speech Communication and her Doctorate in Adult Education came from the University of Maryland. They both teach at Balchum in Maryland. They have been married for 10 years and met when they were coaching opposing debating teams. Dr Kennedy says 'Our teams may not have got along, but we did'.

"Bill Briggs resigns"

Dr Bill Briggs has resigned as Development Officer to take up a position as Chief Executive Officer of Sarama Pty Ltd, a company set up to conduct a joint research project to develop a malarial vaccine.

He will work with the Walter and Eliza Hall Institute, the Queensland Institute of Medical Research, the Commonwealth Serum Laboratories, Biotechnology Pty Ltd and the Australian Industrial Development Corporation.

The project will cost $18 million over three years, $9.2 of which will be contributed by the Federal Government.

Dr Briggs said he was looking forward to being involved in such an exciting research project with about 50 people across Australia which has the potential to create a new export industry for Australia and help reduce the suffering caused by the scourge of malaria.

At the same time Dr Briggs said he was leaving Chisholm with some regret because of the great entrepreneurial spirit here. While at Chisholm over the past three years Dr Briggs said he was most proud of his work in helping create an overall climate for activities such as consultancy research, continuing education and fund raising.

He was also proud of the role he played in establishing the Centre for Business Technology, the decision to buy the Canfield Plaza and to proceed with the Technology Tower.

Dr Briggs holds a doctorate in Chemical Engineering from the University of New South Wales. Prior to coming to Chisholm he was the General Manager, Business Studies, for ICi Australia. He worked at ICi for 35 years of which 23 were spent in research and development. For 12 years he was the General Manager responsible for pharmaceuticals and agricultural chemical business.