Message from the Chair

Cheryl Schairer, P&HT Chair

Hello, everyone. I hope this issue of CapLits finds you all well and looking forward to the last half of the year. This is the last leg of the transition period, in which SLA is changing the governance year to align with the fiscal year. This will be my last CapLits issue as Chair, and in January 2007, Robyn Smith, our current Chair-Elect, will officially start her term as Chair of P&HT. Robyn’s and future terms will run from January through December of each year.

First, I would like to extend my congratulations and thanks to Robyn Smith, Liz Perry, and their programming team for organizing the outstanding Division sessions in Baltimore at SLA’s Annual Mtg. in June! They did a fabulous job and made our Division shine once again. Thank you to all who were able to attend these sessions, and for those who were unable to attend or for those who would like to view the presentations, please visit the P&HT website, http://units.sla.org/division/dpht/meetings/annual2006/annual2006.shtml. Summaries of each session are included in this issue of CapLits on pages 18-28.

During the Annual Business Meeting in Baltimore, I reviewed the 2005-2006 Division accomplishments, which included the successful Spring Meeting in Memphis, our first election using SLA’s newly-approved e-voting tools, the re-design of the P&HT Division Website, an updated Membership Directory mailing and the completion of the Position Profiles Project, led by Margaret Basket and Carol Bekar. These valuable profiles are posted for all division members to use on our Division Website: http://units.sla.org/division/dpht/Members%20Only/emprelat.cfm.

Karen Mirabile, as Past Chair, announced our award winners for this year. Paul Ziegler was awarded the Horizon Award, given to a new member for outstanding contributions to Division activities, more specifically for his work as Webmaster and his re-design of our Division Website. Distinguished Member Award winners are John Carey, Stephanie Fitch, Bonnie Snow, and Larry Walton, for their outstanding contributions to our Division and our profession over many years. We are all recipients of their numerous contributions and they are all outstanding examples of information professionals and individuals. Many thanks and congratulations to you all from all of us in the Division!! For a write-up of the award winners, see pages 18-28.

We also have two Travel Award winners this year, Alexander Feng and Kyle Nicholls. Alexander and Kyle attended the Annual Meeting using funds awarded by the Division and they each had a great experience in Baltimore. Congratulations, Alexander and Kyle!

Continued on page 3.
Bernadette Ewen, our Nominating Committee Chair, announced our newly-elected Executive Board Members and I extend a hearty welcome to Christine Leyva of Eisai Research Institute of Boston, to the position of Chair-Elect, and to Susan Gleckner of Johnson & Johnson Consumer Products, to the position of Secretary. Christine and Sue have already eased into their respective positions and I am very pleased to be working with them. Congratulations to you both, and thanks to all who have volunteered for Division positions and to all who help throughout the year.

For a complete list of Board Officers, Committee, and Advisory Committee members, please see the Division website, http://units.sla.org/division/dpht/Members%20Only/officers.cfm.

Robyn Smith and Liz Perry are busy planning the 2007 Spring Meeting. Dates and location are March 18-20, 2007 in Boston. Margaret Basket is organizing Professional Development courses for both the upcoming Spring Meeting as well as the Annual conference which will be in Denver Colorado in June, 2007. Please check the Division website periodically for updated information on sessions, speakers, and social events – Spring will be here soon!

You should have received your updated print Membership Directory in June. Member surveys showed that this is a resource we value, so this year we sought out additional sponsorship in order to produce the Directory. Thank you to Barbara Petersen for updating this valuable directory once again and thanks to our sponsors.

We are continually striving to improve the quality and content of CapLits, and the Spring issue was another example of improvements. The entire issue was printed in color, we added more content and our newsletter is the envy of many Divisions. Congratulations and many thanks to all who contribute to the production and content of CapLits, especially our Content and Production Editors, Claudia Cuca and Diane Webb and our new Advertising Editor, Damian Hayden. Your efforts and results are truly appreciated by our membership!

The upcoming year is full of exciting events. As always, we thank our vendor partners and sponsors for their generous support. Please contact me or anyone on the Board with your comments, suggestions for speakers, sessions or ideas for improving our Division, and any questions. We look forward to hearing from you.

Until then, find inspiration to overcome challenges and realize your full potential. And don’t forget to have fun.

Cheryl

clschairer@yahoo.com
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P&HT 2007 Spring Meeting

Our Spring meeting will be held in Boston, Massachusetts from Sunday March 18th through Tuesday, March 20, 2007 at the Sheraton Back Bay Hotel.

The theme is “The Information Professional’s Role at each Stage of the Development Process”. More details on the registration process and the complete agenda will appear on our Division website in the new year. Hope to see you all there.

Submitted by Chair Robyn Smith (robyn.smith@mpi.com)

SLA 2007 Annual Meeting

Our annual meeting for 2007 will be in the mile high city of Denver, Colorado.

It will be from Sunday, June 3rd to Wednesday, June 6, 2007, and there are two days of pre-conference CE classes before the conference, on Saturday June 2nd to Sunday June 3rd. Note the earlier timeframe for this meeting. It starts the weekend after Memorial Day, so please mark your calendars now, and plan to attend. In keeping with the location, the theme of the conference is “Climbing to New Heights”. We already have an early view of our program, with three new CE’s and some very interesting sessions. We are also planning a full day side trip to the Grand Canyon on Thursday, after the meeting, so why not stay a few extra days? The time away and the air, scenery, and company will do you good!

Submitted by Claudia B. Cuca

Continuing Education Course
Sunday June 11, 2006

Online Resources for Previewing Clinical Trial Results

Speaker: Bonnie Snow, Dialog

Once again, Bonnie Snow presented to a packed house – this time for her informative and entertaining course on clinical trials. Our division is fortunate to have Bonnie create new and invaluable CE courses, and this one was no exception. Twenty seven people attended the class on online methods and sources available to preview clinical trial results, ideally before their publication in peer-reviewed journals. As we all know, it can be a daunting task to find meaningful results from recently reported trials as the majority of this data is revealed only at scientific conferences. If we aren’t able to attend all of the relevant conferences in person, we must rely on online and web providers to get this data as quickly as possible. As new outlets for this kind of information pop up every day, and the need for this data becomes ever more critical and time sensitive, let’s hope that Bonnie can be persuaded to offer this course again in the future. Sources presented by Bonnie: Bio-world, Scrip, IMS R&D Focus, Clinical Trials Insight, PROMT, and Espicom (to name but a few!)

Some of the highlights from the course:

- Discussion of the factors influencing the dissemination of clinical trial results, including changes in how clinical trials are run, lead times required by journals, and companies’ concerns over the disclosure of sensitive material.
- Illustration of the difference between clinical trial “registry” and “results” databases.
- Exploration of what the “pipeline” files can provide.
- Explanation of what kind of data can be expected from the media and in company press releases, and the varying levels of coverage across providers.
- Demonstration of search tips for extracting and tracking trial results using both freetext and controlled language.
- Usage of databases that best cover conference proceedings and papers (Prous Daily Essentials, Adis Clinical Trials Insight, Embase, Biosis, etc.)
- Identification of free web-based resources including clinicalstudyresults.org, clinicaltrials-dev.ifpma.org, clinicaltrialsresults.org, and bioposters.com

Submitted by Chair Robyn Smith (robyn.smith@mpi.com)

Welcome to new division members!

Sait Poltechnic
Kathryn Boykin
Anh Thuy Bui
Amy Donahue
Robin Evans
Carmen Huddleston
Therese Joy Johnsen
Kellie Kaneshiro
Helene Kassler

Dionne Lyne-Rowan
Linda Mills
Stephanie Publicker
Donna Reynolds
Deeptee Sarma
Lynn Siegelman
Susan Vargas
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Minutes of the P&HT
Outgoing Board Meeting

Baltimore — Sunday, June 10, 2006

In attendance: Margaret Basket, Barbara Boyajian, John Carey, Claudia Cuca, Susan Gleckner, Wakaba Kitano, Christine Leyva, Sidney McNab, Karen Mirabile, Henning Neilsen, Liz Perry, Barbara Petersen, Kyoko Sato, Cheryl Schairer, Robyn Smith, Bonnie Snow, Kiyomichi Tanaka, Diane Webb, Paul Ziegler.

Cheryl Schairer called the meeting to order. A motion was made and seconded to approve the agenda with two additions.

Old Business

Review of Minutes: A motion was made by Karen Mirabile and seconded by Paul Ziegler to approve the Minutes of the Board Spring Meeting, March 2006, with one correction — Christine Leyva is running for Chair Elect, not President.

End of Term Reports

Treasurer Report: Cheryl Schairer presented the report for Bob Kowalski. The balance is $64,954 as of June 9, 2006. Income for 2006 has come primarily from the Spring Meeting, the SLA allotment, CapLits advertising, and interest. Expenditures over the same period were for the Spring Meeting, awards, and the Endowment Fund.

Fundraising Report: Christine Leyva reported that the Division garnering over $90,000 from 43 vendors participating at the Spring Meeting in Memphis, plus about $25,000 from an additional eight sponsors. There was a 10% increase in the number of vendors this year over 2005, and all (except one) have said that they would return. Bonnie Snow requested a breakdown by sponsor of sponsor-income from the meeting. The Division has nine sponsors for this meeting in Baltimore.

2006 Spring Meeting: Cheryl Schairer and Sidney McNab distributed a lessons learned report on the April 2006 Spring Meeting held in Memphis. In order to encourage people not to leave on Tuesday afternoon before the end of the conference, someone suggested we start the meeting on Sunday after the professional development sessions. To boost attendance and to provide easier access to the meeting, Bonnie suggested holding the Spring meeting in a major city.

Advertising Manager Report: Damian Hayden and Diane Webb presented the Advertising Manager’s Report. Damian had stepped in to complete John Chu’s term.

Archivists Report: John Carey presented a written Archivist’s report, which showed the archives are nearly current. Cheryl noted that some documents also are deposited in the SLA Planners “Community of Practice”. John distributed six CDs of archives to various attendees.

Bulletin Editor Report: Claudia is handing over the Editor’s duties to Peggy Burnett, so that she can fill a program planner’s role. Peggy will announce at breakfast that she is looking for help from another volunteer to serve as her back-up and to share the functions of the Content Editor, thus easing responsibilities.

Diane announced that her company, BizInt, is stepping down from printing and mailing CapLits, but will continue to design the layout. Karen suggested that Diane investigate the costs to outsource and report back to the Board. Cheryl suggested forming a task force at Monday’s networking breakfast to investigate. Diane will transfer her knowledge about the process to a successor, whom she’d like to have in place for the Fall issue.

Diane Webb and Claudia Cuca discussed the printing schedule for 2007. It will be the same as that for 2006, if outstanding issues around CapLits are resolved. Peggy Burnett will need content by the end of January 2007 after the Leadership Meeting, so CapLits can be released before the Spring Meeting.

Costs and Potential Outsourcing Discussion. Diane said that full color is easier to produce. Right now, CapLits runs about 40 pages. She asked for suggestions as to how to handle the fact that publication advertising costs exceeded the revenue generated by that advertising, by $1000.

Robyn has asked moderators at this Baltimore conference to complete their session write-ups by the end of June, to submit to Claudia by mid-July. All content needs to be submitted by August. A discussion table for CapLits issues will be set up for members at Monday’s Networking breakfast. Diane will distribute samples of past CapLits there.

Career Guidance/Student Relations Report: Cheryl reported for Peggy Shin. The deadline was extended for the conference travel awards since there initially were no entries. Six were eventually received and two travel awards, each worth $1500, were awarded for this conference, which will be announced at Tuesday’s business meeting.

Employment Relations Chair Report: Margaret Basket reported that there is a link to the deliverables from the Position Profiles Project on the PHTD home page, in the form of a blog. Barbara Boyajian asked if the blog will stay up for the foreseeable future. The answer is: yes. SLA has requested a final report and budget figures. SLA also suggested that the project may be a candidate for an Information Outlook cover story.

Sarah Warner of Wontawk career-counseled ten attendees at the Spring Meeting’s Employment Service in Memphis. Attendees liked the job board posted at that conference. The possibility exists for bringing in additional career counselors to the next conference.

Listserv Report: Cheryl reported for Cynthia Geremia. As of 5/31/06, there are 558 SLA members who subscribe to our discussion list (but not all necessarily belong to DPHT). There have been suggestions that the criteria for listserv membership be changed. Bonnie asked who, exactly, are the subscribers. Robyn suggested that the subscriber list be reviewed.

Continued on page 8.
Minutes, continued from page 7.

Can this be done automatically, rather than manually? Robin thinks that 75% are DPHT members. New DPHT members are automatically added to the listserv.

Robyn brought up the issue of listserv messages that ask for help in getting documents and if this violates copyright. Christine recommended a statement declaring that “This listserv is not a forum for the sharing or distribution of copyrighted works.”

Karen brought up the issue of vendor announcements on the listserv. It’s not clear what you can or cannot post, especially for vendors. There is, however, an understanding that vendors not post meeting notices on the listserv. Karen recommended that all vendor postings go through the listserv manager. Robyn suggested forming a task force to address the issue. John thought that perhaps there could be a subset of the listserv for vendors. Robyn and Cynthia will rework the listserv criteria and send out for review.

Membership Report: Barbara Petersen reported that the Division has 734 members (including 80 ex-US) and that all should have received the print 2006 Membership Directory by now. Done by a jobber, the production of the Directory costs about $6000. The Division broke even on this publication. The most recent DPHT membership survey, reflecting 211 responses, showed 80% prefer an online directory. Barbara Petersen wondered if we could get assistance from SLA to get it online. Bonnie pointed out that it would probably need to be password-protected, accessed by a PIN.

Networking Report: Susan Gleckner had nothing to report.

Professional Development Report: Liz Perry reported for Maude Lethiecq-Normand that today’s (Saturday 6/10/06) course had eight participants. Bonnie’s class on Sunday, 6/11/06, regarding clinical trials is expecting about 20. Maude is stepping down from this position.

Public Relations Report: Cheryl reported for Kimberley Poelman that notices of the Spring Meeting were sent to other divisions and local chapters, as well as to SCIP, PIUG, and MLA, (15 in all); and the Annual Meeting program was sent to some select divisions and chapters as well as to PBI RG, PIUG and MLA (nine in all). Kimberley is willing to continue in this role.

Strategic Planning Report: Robyn and Karen reported for Stephanie Fitch that the revisions of the Strategic Plan reside with Stephanie.

Webmaster Report: Paul Ziegler accepted this position at the Spring Meeting in Memphis. Thus far he has reviewed 4,000 files on the web site going back ten years. After consulting with Archivist John, he established a retention policy of current year plus two, and has deleted old files. Bonnie questioned whether the retention policy was long enough. Older material will still be archived, if not on the site.

Paul worked with Jennifer Schwing, Fundraiser II chair, on new pages for attendee and vendor meeting registrations.

Continued on page 11.

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Minutes, continued from page 8.

Future plans include improving the search function (not a strong suit of SLA sites) and writing SOPs for the site. Paul is not a fan of putting pages behind a PIN. There is a resources button on the site; one item there now is the transcript of the town hall meeting on Patents from the Memphis Spring Meeting (costing $275).

2006 Awards Report: Karen Mirabile reported that more awards will be presented at Tuesday’s Business Luncheon than previously. Karen’s continual pleas for award nominations at the Spring Meeting and elsewhere worked to draw many deserving submissions.

**New Business**

2006 Election Results: Cheryl reported, for Bernadette Ewen, the results of the most recent election for 2007-08 officers: Christine Leyva is Chair-Elect and Susan Gleckner is Secretary. E-voting by using Survey Monkey was successful.

2006 Annual Meeting: Liz Perry reported that SLA is experimenting with pod-casting sessions this year in Baltimore, including three PHTD sessions. Liz and Robyn got a healthy response to their call for moderators. The Division will be distributing its own evaluation forms in its sessions.

Cheryl asked for a motion to close the meeting, which was made by Margaret, and seconded by Sidney.

_Susan Gleckner for Molly Bernard, Secretary_

Cheryl Schairer called the meeting to order. Cheryl called for a motion to approve the agenda for this Business Meeting, which had been distributed on every table. It was approved.

**Old Business**

Review of Minutes: Cheryl called for a motion to approve the 2005 Business Meeting minutes, held in Toronto, which had been distributed on every table. Bernadette Ewen made a motion to approve them; Karen Mirabile seconded.

**New Business**

Sponsors: Cheryl thanked the New England Journal of Medicine, Thomson Scientific, and Dialog for sponsoring this luncheon meeting.

Treasurer’s Report: Cheryl presented the report written by Bob Kowalski and distributed to all in attendance. There were no questions from the membership about it.

Chair’s Report: Cheryl reminded all that 2006 was a transitional year to have SLA’s fiscal and governance years aligned. The current Board in place now will serve through December 2006. The new, incoming Board starts January 2007.

Division Highlights for 2006:

- Position Profiles Project completed

_Continued on page 13._
Encouraging the integral research of drug discovery and development

Molecular Pharmaceutics focuses on research at the interface of drug discovery and drug development, offering researchers the latest molecular mechanistic approaches for developing bioavailable drugs and drug delivery systems. The journal integrates applications in the chemical and biological sciences to foster the development of new drugs and delivery systems and showcase emerging technologies used in the drug development process.

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Launched in 2004, Molecular Pharmaceutics offers high-quality research that has advanced our understanding of pharmaceutics at the molecular level. The journal has also provided a forum for relevant research in the fields of physical and pharmaceutical chemistry, biochemistry, molecular and cell biology, and materials science. Molecular Pharmaceutics features original research articles as well as brief articles, current reviews, and communications.

Backed by the American Chemical Society, this journal is the place for scientists to both publish and learn the latest in drug development and delivery systems.

http://pubs.acs.org/mp
• Spring Meeting in Memphis was a success
• CapLits, the PHTD’s bulletin, was expanded, and there is much demand from advertisers.
• Membership Directory had three sponsors and the revenues raised by these color ads paid for the production of it
• Division web site was reviewed, redesigned, and updated
• Election voting was conducted electronically for the first time

2006 Election Results: Bernadette Ewen announced the results of the recent election for 2007-08 officers: Christine Leyva is Chair-Elect and Susan Gleckner is Secretary. E-voting by using Survey Monkey was successful. Bernadette thanked the nomination committee: Cheryl and Karen Mirabile.

2006 Awards Presentations
Conference Travel Awards: presented by Cheryl to Alexander Feng and Kyle Nicholls.

Awards Chair Karen Mirabile thanked the Baltimore conference’s planners, Liz Perry and Robyn Smith. Posting award nominee eligibility rules on the Division website helped Karen garner 22 award nominations at the Spring Meeting in Memphis. Karen presented the following awards:

Horizon Award (also known as the New Member Award) honors a P&HT Division member of five years or fewer who has shown promise of becoming an outstanding member of the profession: to Paul Zeigler for redesigning the Division web site, from top-to-bottom.

Distinguished Member Award honors a P&HT Division member for notable and enduring contributions and service to the Division and the profession: to John Carey, tireless Division Archivist; Larry Walton, past Division Treasurer and veteran member; Bonnie Snow, longtime contributor to the Division and profession; and Stephanie Fitch, Past Chair. (See details of these awards on pages 19-28.)

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Minutes, continued from page 13.

Outgoing Board: Cheryl presented SLA Certificates of Appreciation to the Outgoing Board members.

Incoming Board: Incoming Chair Robyn Smith introduced the incoming Board Members who officially take office in January 2007 and serve through December 2008: Robyn is Chair, Christine Leyva is Chair–Elect, and Susan Gleckner is Secretary.

Plans for 2007-08: Robyn thanked Liz Perry for the programming of this Annual Meeting in Baltimore. She pointed out that some Board positions remain open and asked for volunteers. The 2007 Spring Meeting will be held in Boston. The working theme for the Spring Meeting is “Our Role in the Development of Drugs & Devices.” The SLA Annual Meeting is earlier than usual next year, starting June 3, in Denver. Robyn hopes to make progress on a procedures manual.

Closing Remarks: Robyn thanked all attendees and asked for a motion to adjourn. Claudia Cuca made a motion, seconded by Josh Duberman.

Susan Gleckner for Molly Bernard, Secretary

Minutes of the P&HT Incoming Board Meeting

Baltimore — Wed June 14, 2006

In attendance: Margaret Basket, Peggy Burnett, Mary Chitty, John Chu, Claudia Cuca, Bullitt Darlington, Stephanie Fitch, Susan Gleckner, Christine Leyva, Amani Magid, Karen Mirabile, Henning Neilsen, Liz Perry, Barb Petersen, Kimberley Poelman, Cheryl Schairer, Robyn Smith, Bonnie Snow, Mike Squires, Barbara Wetzel, Diane Webb, Paul Ziegler

Cheryl Schairer called the meeting to order and asked for changes to the agenda. Agenda was approved.

Old Business

Recap of the Division Cabinet Meeting held Tuesday:

- Cheryl reported that the issue of one-day registration for the Annual Meeting is not settled.
- Labor Issues is now officially a section.
- There was talk of consolidating sponsorship for the whole Division.
- Dates are set for next year’s annual conference in Denver: June 2-6.

- The Technology Support Report from SLA is inconsistent (e.g., not clear re: teleconferencing); it’s posted on the SLA web site.
- SLA Endowment Fund is to be renamed.

New Board Members: Cheryl welcomed new 2007-08 officers Christine Leyva as Chair-Elect and Susan Gleckner as Secretary

- Networking Chair: Bonnie Snow has agreed to serve
- Employment Relations Chair: David Midyette has agreed to serve
- Professional Development Chair: Margaret Basket has agreed to take this position, vacating the Employment Relations Chair to do so
- Public Relations Chair: Kimberley Poelman has agreed to continue to serve
- Membership chair: open, but Susan Katz is interested
- Career Guidance/Student Relations Chair: Peggy Shin has agreed to continue
- Fundraising I: open
- Fundraising II position is open, but Kyle Nicholls will take over by the end of the year.
- Nominating Committee Chair: open
- CapLits Bulletin Editor I: Peggy Burnett
- CapLits Bulletin Editor II: new position; open
- CapLits Production Editor I: Diane Webb
- CapLits Production Editor II: new position; open
- Advertising Manager: Damian Hayden

A question was raised about the timing of future Board Meetings, in light of the new SLA governance-calendar-year. It was decided that the Division doesn’t need an outgoing Board Meeting at the Annual Meeting next year in Denver, but will hold the usual Business Meeting and a Board Meeting.

Continued on page 16.
Hand Searching of Full Collections from:
- United States
- EPO European Patent Office
- Patent Cooperation Treaty
- Japan
- United Kingdom
- Germany
- France
- The Netherlands
- Switzerland
- Sweden
- Canada
- Australia
- Austria
- Belgium
- Denmark
- Italy
- Luxembourg
- Russia
- Other Countries

International Databases, Patents and Non-Patents:
- Derwent World Patents Index
- IFI CLAIMS Databases
- US, Int., EPO Classifications
- Full Text Patent Databases
- INPADOC
- Chemical Abstracts, Registry
- Chemical Structures/Markush
- Chemical Reactions, Beilstein
- Biotechnology, Biosequences
- Medline, Biomedical Files
- Scientific & Patent Citations
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- IEEE/INSPEC
- Electrical Engineering Jlns.
- IBM, Bell Labs. Disclosures
- Business News and Journals

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Minutes, continued from page 16.

Strategic Plan Report: Stephanie Fitch reported that the plan itself was completed in 2005, but the revision of the procedures manual is outstanding, requiring review of formatting and content.

Project Profiles Project: A discussion table was held at breakfast on Tuesday. A suggestion was made to initiate a relationship with the Pharmaceutical Documentation Ring around these position descriptions. Henning Neilsen of the PDR will investigate. Stephanie reported that project consultant Carol Bekar is interested in continuing working with this Division, if warranted. Stephanie, Margaret, and Carol will follow up with the notion of this project becoming an Information Outlook article.

2007 Spring Meeting: Robyn Smith reiterated that the meeting will be held in Boston and is investigating scheduling conflicts. The fact that vendors need to travel to both the Spring and Annual Meetings should be considered. The theme of the Spring Meeting will be the role of information professionals through the product development cycle. Members have already volunteered to help out. Karen Mirabile will handle the social event. Robyn asked for Continuing Education course ideas. Diane Webb heard some people ask for a course on patents. John Chu suggested considering a PERI course, perhaps on understanding the regulatory process.

2007 Annual meeting: Christine put together a draft preliminary schedule, which she’ll post to the Division web site. Stephanie expressed concern that the Division’s full day courses have often been cancelled, and are too expensive and require too much time. Christine is planning a joint course with the Competitive Intelligence Division on competitive technical intelligence. The usual Monday Networking Breakfast was missing from the preliminary schedule.

A suggestion was made for the Division to produce an exhibit map upon which the PHTD vendors are highlighted. John Chu would like to see more programming around partnering with IT/IM. Mary Chitty reminded everyone that MIT is nearby the Spring Meeting location and that Science Commons is a possibility for a topic. (Science Commons is a branch

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of the nonprofit Creative Commons, “devoted to easing unnecessary barriers to the flow of scientific knowledge and technical information.” http://sciencecommons.org)

New Business

Travel Funding for Board Members: Stephanie said that $2000 exists in a fund to cover the expenses of executive Board members and programming chairs who pay their own way to meetings. The decision as to how it gets distributed is up to the Chair, Cheryl.

Bulletin Report: Diane outlined the recommendations she received from the Breakfast roundtable discussion this week about CapLits. She proposed a new position, Bulletin Editor II. Stephanie questioned whether this person should be a Board member versus a committee member. To ensure that the position is filled every year, Diane said she would prefer the position is a Board member. Claudia Cuca said that there is more prestige associated with a Board position. Robyn pointed out that the Board has a lot of members as it is. Stephanie said that the Competitive Intelligence Division has about the same number of members, but only eight Board positions.

A motion to establish a new Board Position, Bulletin Editor II, responsible for soliciting content for CapLits, was carried, 13 in favor, 1 opposed.

A motion to change the name of Bulletin Editor to Bulletin Production Editor I, was carried, 13 in favor, 0 opposed.

A motion to establish a new Board Position, Bulletin Production Editor II, responsible for printing and mailing CapLits was carried, 9 in favor, 3 opposed.

A motion to rename Advertising Manager to Bulletin Advertising Manager was carried, 14 in favor, 0 opposed.

In summary, here are the resulting Board Positions regarding CapLits for the remainder of 2006, and for 2007:

- **Bulletin Editor I** – responsible for identifying and edition content
- **Bulletin Editor II** – responsible for soliciting content; open position
- **Bulletin Production Editor I** – responsible for layout and preparation of file for printing
- **Bulletin Production Editor II** – manages the printing and mailing of CapLits, including any inserted items
- **Bulletin Advertising Manager** – responsible for soliciting, collecting, and billing (in conjunction with the treasurer) CapLits advertising

There was a recommendation that advertising rates be raised so that all ads are in color, making the bulletin easier to produce. Kimberley asked if all ads would be the same from issue to issue. How will smaller advertisers get in? There was a suggestion for advertising inserts. John Chu suggested that extra ads could be placed in the Membership Directory.

For bulletin content, Christine suggested adding a member highlight.

Travel Award: Robyn proposed a motion to establish a $1500 travel award that anyone could apply for, not only students. Hopefully, this would attract members from outside North America to attend meetings. Stephanie pointed out that two years ago the name of the “Student Award” was changed to “Travel Award” for the same reason.

A motion by Cheryl (for Robyn, who had had to leave the meeting) to establish this travel award was counter-motioned by Stephanie to establish a fund of $2500 maximum for members outside of North America to attend the Annual Meeting, under the current award system. The counter-motion was carried.

Membership Directory: Barbara Petersen asked if a vote was required now to exclusively deliver the Directory in print or electric form.

Membership Pamphlet: Bonnie Snow volunteered to revise it.

2008 Spring Meeting: Christine suggested that it may take place in the Washington, DC area.

The meeting was adjourned by Cheryl.

Susan Gleckner for Molly Bernard, Secretary

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- **Bizint Solutions, Inc.**
Sunday June 11, 2006
Continuing Education Course

Bonnie Snow (Dialog): Online Resources for Previewing Clinical Trial Results

Once again, Bonnie Snow presented to a packed house – this time for her informative and entertaining course on clinical trials. Our division is fortunate to have Bonnie create new and invaluable CE courses, and this one was no exception. Twenty seven people attended the class on online methods and sources available to preview clinical trial results, ideally before their publication in peer-reviewed journals. As we all know, it can be a daunting task to find meaningful results from recently reported trials as the majority of this data is revealed only at scientific conferences. If we aren’t able to attend all of the relevant conferences in person, we must rely on online and web providers to get this data as quickly as possible.

As new outlets for this kind of information pop up every day, and the need for this data becomes ever more critical and time sensitive, let’s hope that Bonnie can be persuaded to offer this course again in the future. Sources presented by Bonnie: Bioworld, Scrip, IMS R&D Focus, Clinical Trials Insight, PROMT, and Espicom (to name but a few!)

Some of the highlights from the course:

• Discussion of the factors influencing the dissemination of clinical trial results, including changes in how clinical trials are run, lead times required by journals, and companies’ concerns over the disclosure of sensitive material.

• Illustration of the difference between clinical trial “registry” and “results” databases.

• Explanation of what the “pipeline” files can provide.

• Demonstration of search tips for extracting and tracking trial results using both freetext and controlled language.

• Usage of databases that best cover conference proceedings and papers (Prous Daily Essentials, Adis Clinical Trials Insight, Embase, Biosis, etc.)

• Identification of free web-based resources including clinicalstudyresults.org, clinicaltrials-dev.ifpma.org, clinicaltrialsresults.org, and bioposters.com

Submitted by Chair Robyn Smith (robyn.smith@mpi.com)

Monday Jun 12 - 9:30 – 11:00 a.m.

Ken Haycock: Developing Leaders

Dr. Ken Haycock spoke about Developing Leaders in the library arena. Surveys reveal that too few librarians are willing to lead. Dr. Haycock warned against getting hung up on definitions, but said that broadly, management is managing details, while leadership is providing direction, motivation and resources to the organization (enabling rather than empowering). Four competencies are necessary for leadership - managing attention for a compelling vision; managing meaning within the culture; managing trust; and managing oneself.

More specific leadership tasks include envisioning goals, so you know when you’ve achieved them; affirming values, which are the deep-seated beliefs that guide the organization; motivating employees; achieving a workable unity in the organization; explaining in the language of people affected by your actions; serving as a symbol; and representing a group. Leadership skills include agreement building; networking; non-jurisdictional power; institution building; politics; and communication. Attributes include an ability to motivate; courage / resolution / steadiness; capacity to win and hold trust; capacity to manage, decide and set priorities; confidence; and a tendency towards ascendance.

While all the proceeding may sound general, Ken had other insights. Librarians cannot complain about any issue they are not willing to “put on the table” in front of those who can

Continued on page 21..
tool was “The Human Equation” by Jeffrey Pfeffer, listing seven practices of successful organizations that should guide leaders: employment security, selective hiring, self-managed teams, compensation contingent on performance, extensive training, a reduction of status distinctions, and a sharing of financial and performance data throughout the organization.

The takeaway is that leadership is developing a long-term advocacy for the organization. Good librarian leaders should follow the Four Fs -- be Focused, Flexible, Fast, and Fun. The next steps for all participants who are interested in leadership is to 1) know yourself, 2) take opportunities, 3) select a mentor, and 4) discuss succession management (as opposed to succession planning).

In my opinion, the best presentation of the week.

Paul_Zeigler@merck.com

Donna Okubo: Demystifying Open Access Presentation

SLA Baltimore was successfully kicked off with the P&HT division’s session led by Donna Okubo of the Public Library of Science (PLOS), entitled, “Demystifying Open Access”. She explained that the idea behind Open Access is to remove barriers, particularly those related to copyright, but financial and physical as well. She started by providing some background, including the historical beginnings for the discussion of publishing model alternatives – the Budapest Open Access initiative. More recently, NIH policy leaders who have spearheaded efforts to make NIH funded research publications available to the public so that everyone can benefit from federal research-funded research and progress toward initiatives to continue improving public health.

In light of these trends, Donna made a convincing argument that Open Access is here to stay – having overcome some major hurdles and available in multiple forums, now. One of the major remaining stumbling blocks will be to convince researchers to actually submit their research findings to a non-traditional and less prestigious (as a relative newcomer, if you will) publisher.

“Developing Leaders”, continued from page 19.

Bonnie Snow (Thomson Dialog)

Bonnie has been a member of SLA since 1985. She is one of those overlooked “stars” who has not been formally recognized for her leadership. She has been a strong contributor to this Division over the years.

Bonnie was the Division Chair from 1997 to 1998 and the Professional Development Chair from 1995 to 1996. But what everyone will recognize is her contribution to Continuing Education within the profession.

In her various roles at Thomson Dialog, Bonnie has probably at some time trained almost every one of us and yet the demand for her training courses continues. Bonnie has shared her expertise willingly and effectively for more years than she probably cares to remember!

She is a role model in her dedication to educating her customers and continually increasing and updating her own knowledge. She has published over 70 articles and has been singled out as one of 25 experts in the book “Secrets of the Super Searcher” and “Super Searchers in Health & Medicine”.

Bonnie is truly distinguished in my book!

In my opinion, the best presentation of the week.

Paul_Zeigler@merck.com

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Bonnie is truly distinguished in my book!
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The open access publisher PLOS (Public Library of Science, a non-profit publisher) is mostly self-sustaining, but does get major funding from others, such as the Wellcome Trust (the world’s largest medical research charity). In order to publish, an author, whose research has been accepted through the peer review process, must pay a fixed fee. The fee is designed to cover only the costs of publication (i.e., the costs associated with processing and maintaining the article). However, the non-profit PLOS can provide financial assistance to any author for whom the fee might render a financial hardship. Read more about the concepts around the PLOS model on their website: http://www.plos.org/about/principles.html

As this session followed recent announcements of legislation passed in D.C. this past spring, there was much interest and the room was packed. Following Donna’s presentation a lively discussion ensued which gave all in attendance much to think about. Questions ranged from inquiries about financial concerns and the ongoing stability of the PLoS group, to issues related to copyright in the open access model, at least in regard to publishing within our own organizations. The information professional has the opportunity to play the advocate for open access and educate researchers about the options open to them in the form of non-traditional publishing. Although it could take time to overcome hurdles and concerns for publishing online, especially for results from large expensive clinical trials, upon which successful publishing can influence the financial success of new therapeutics, publishers like PLOS and BioMed Central are providing opportunities and opening up medical knowledge to a public that takes a much more active role in their health care decisions.

Margaret Basket & Carol Bekar: Job Descriptions as Strategic Tools for Career Advancement

Margaret Basket began the presentation with an overview of the evolution of the library, noting that library groups have integrated with their parent organizations and partnered with IT to utilize technology to deliver the right information at the right time in the right format. Information professionals are participating on global teams in order to understand and anticipate their clients’ needs. The purpose of the position profiles project was to identify professional, technical, personal, and educational competencies, in order to provide a
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foundation for professional growth and career development. This was a year and a half long project that was funded by the SLA Endowment fund, and the profiles that have been developed are intended to serve as a guideline or generic template.

Carol Bekar then gave an overview of the methodology used to develop the 14 position profiles. They reflect new and emerging roles for information professionals. Carol used clustering techniques to narrow the 86 job descriptions that were received down to 14 position titles. The intention was to challenge members to examine their roles and skills, and adapt the descriptions to their own organizations.

Carol noted that the descriptions can be used in a number of ways:

- Benchmarking – use as a checklist; how is the information organization positioned?
- Marketing
- Strategic planning
- Expansion of services
- Job postings/job descriptions

Questions were raised as to how to keep the job descriptions updated and how they could be incorporated into recruiting efforts.

The speakers then opened the floor to questions and comments, and the participants provided further input. One person questioned whether other organizations (such as engineering associations) have similar projects. Another commented on the need for mentoring library school students and providing hands on experience. In addition she noted the need for succession management.

One individual spoke at some length about looking at IT departments, and questioned why information professionals seemed to experience challenges in rising to higher levels within their organizations. Information professionals need to be involved in project management and serve as program managers. He suggested that they volunteer for vocabulary and taxonomy projects, and develop a bigger perspective on their organizations.

One person commented that finding librarians with science backgrounds isn’t just an issue in library schools; it reflects a crisis in science in general. Perhaps we need to work with schools of engineering and graduate programs in science to recruit people into the profession. A science degree in the current environment is very marketable. Another audience member commented that her organization recruited people from the labs into information positions.

Some final thoughts were that efforts perhaps should begin with local chapters partnering with library schools, and that SLA may want to consider partnering with HR Consulting.

Continued on page 25.
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2006 Distinguished Member Award

Larry Walton (Mallinckrodt, Inc.)

Larry has been a member of SLA since 1972. He has been working in libraries since 1956.

Larry has been active in SLA at the national level since he entered the profession. Larry has attended 35 + Annual SLA Conferences. Once becoming involved he held many positions for SLA: Chair of the 1980 Annual Conference Program Planning Committee, ran 2 times for the SLA Board of Directors, Division Chair FAN for 2 terms, Past Treasurer LMD, Past President St. Louis Metro Area to name a few. For the P&HT Division Larry held the position of Treasurer for 2 years. He worked diligently to ensure that the Division remained in good financial standing while at the same time maintaining the balance between generating enough money to fund our division activities and avoiding a bank balance that might be viewed as “profitable”.

As you can see Larry has been involved with SLA from a National, Divisional and local level for years! Not sure how he had the time for all of this.

Some things you might not know about Larry: he has an extensive stamp collection, loves all kinds of music especially classical, and is often found digging for rocks and fossils, exploring sink holes and crawling through primitive caves.

Over the years Larry has contributed a huge amount not only to this Division and to SLA but to the profession as a whole!

Tuesday, June 3th - 1:30 p.m. – 3:00 p.m.

Jan Goldman: The Language of Early Warning Systems

In his session, Jan Goldman discussed many of the key terms in intelligence and how the differences in apparently similar terms have a practical impact on daily competitive intelligence activities. As is characteristic of all intelligence, these differences and implications transcend time and settings and are important for the information professional in CI to know, as illustrated by the story behind the publishing of Cynthia Grabo’s book, Anticipated Surprise, written in 1972 and only published in 1999.

Central to many of these differences is the idea that true warning intelligence (early warning) deals with anticipating future scenarios based on uncertain information (“murky intelligence”) rather than concrete information (“actionable intelligence” - information that will directly force action). Therefore, envisioning scenarios and building indicators is necessary.

Other topics covered included the different forms and types of intelligence, the necessity of understanding the different granular levels of warning that are necessary for accurate intelligence, why “intelligence failures” are often truly scapegoats for policy failures, and the paradoxes that will occur (collection paradox, warning paradox, and sounds of silence paradox) in effective intelligence activities.

This was followed by a length question and answer section. Portions of this content is covered in the recently released book by Jan Goldman, Words of Intelligence: A Dictionary (Scarecrow Press).

Alex Feng (alex.feng@sirsidynix.com)

“Job Descriptions”, continued from page 23.

groups such as Radford, Towers Perrin, and Watson Wyatt. The division may also want to look at salaries as a next step, and also expand the project to be international in scope. The Pharmaceutical & Health Technology Division may also want to partner with the Pharmaceutical Documentation Ring to develop and expand this project further.

Liz Arnold (lzard53@aol.com)
You spend thousands of dollars a year acquiring and subscribing to the right online research resources for your library. With so many different databases and vendor reports, it seems impossible to really know the value of each site. How many users are truly utilizing each resource to its fullest extent? How do you effectively manage the value and subscription costs of online resource acquisitions?

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**Wednesday, June 14 - 9:15 a.m to 10:45 a.m.**

**Where Your Skills Can Take You?**

**Speakers: Alice Bruemmer, Allstate Insurance; Susan Zalenski, Thomson Dialog, Lorri Zipperer, Zipperer Project Management**

Each presenter spoke of her personal professional transition from librarian to other types of work. For two of them, the choice was necessitated by an employer decision to close a library or stop a project. When Allstate insurance closed its library, Alice Bruemmer found a position in the companies charged with the development and administration of e-learning courses for the Allstate employee continuing education program. Lorri Zipperer worked for the National Patient Safety Foundation (MPSF). When her online patient safety information project was terminated, she founded her own company which focuses on healthcare information with an emphasis on patient safety. Susan Zalenski switched from a position in a pharmaceutical company where she supported a therapeutic research team to a position as a trainer with Thomson Dialog after she analyzed what qualities a job had to possess to give her job satisfaction.

Although the three speakers followed different paths in their career transitions, each emphasized several principles that constitute a successful career transition.

One: Find and do something that suits your skills and interests you on a profound level.

Two: Be flexible in approaches to your job, your clients’ needs which evolve, and ever emerging technologies.

Three: Utilize the skills honed as a librarian, namely, the abilities to organize information, to analyze data, and to juggle multiple projects and tasks.

Four: Develop communication skills. Listen to your clients, network with colleagues and information sources.

Five: Pursue continuing education, seek necessary certifications when appropriate, and join associations that support your work pursuits.

**Mary Misch** (m.misch@elsevier.com)

**Wednesday, June 14 - 1:00 to 2:30 p.m.**

**Competencies Needed to Build an Effective Team**

**Speakers: Rya Ben-Shir, Takeda Pharmaceuticals; Stephanie Fitch, Millennium Pharmaceuticals**

Rya and Stephanie are the managers of their respective pharmaceutical industry information organizations. In the introduction, they stressed that they respect each other very much but do have different leadership styles and philosophies related to building and managing their teams. Each presenter delivered their individual presentation, followed by questions from the audience.

**Highlights from Rya’s presentation:**

- Brief history of Takeda Pharmaceuticals and the Takeda Library
- Her vision: establish a brand; realize that your clientele may source your services from a competitor (e.g. an outside consultant). She created a competitor who offered exemplary service and turned into them.
- Rya hires only MLS trained librarians; lack of scientific background may be an issue, depending on the company/library, but she chooses the MLS over a science background. She has on site and remote staff.
- What Rya looks for when hiring staff:
  - Extroverts
  - Curiosity and interest in the subject
  - Focus and precision
  - Optimism, resilience, and flexibility
  - Passionate people who will own a problem
  - “Proud to be a librarian”
  - Prefers newly trained librarians; those on their second career are great

*Good food and conversation was enjoyed at the DPHT Dessert Reception on Tuesday night.*

Continued on page 28.
2006 Distinguished Member Award

Stephanie Fitch (Millennium Pharmaceuticals)

Stephanie has been a member since 1998. She is an outstanding leader and champion for the profession. I have known Stephanie for many years and I have watched her grow. She is very devoted and has outstanding organization and strategic ideas.

She has held several positions in the Division such as the Division Chair from 2002 to 2004 and the Strategic Planning Chair for several years. She is always helping the leaders and members of this Division by offering advice, making new members feel welcome and to ask members to become more involved.

Stephanie has raised the bar of this Division by thinking outside the box and expanding the speakers to include speakers outside of information professionals. I would never have made it this far in the Division if Stephanie hadn’t been there the million times I have called her to ask her for advice or guidance.

Thank you, Stephanie for your ingenuity and your guidance. You deserve this award!

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“Job Descriptions”, continued from page 27.

When hiring, Rya conducts a “reverse interview”, giving candidates the home phone numbers of HER references. She wants people to know what they’re getting into. Discord with their boss is the main reason people seek new employment opportunities, and a poor match costs the company $100,000+.

Rya incorporates new hires onto the team through:
  o Training
  o Partnering them with expert searchers

Highlights from Stephanie’s presentation:

• Avoid the temptation to recruit in your own image. You must deliberately plan a team and diversity is a consideration. Recognize and maximize strengths.

• Always plan one hire ahead. Network, think beyond the obvious, and continually seek out people who would fit into your culture.

• Don’t allow your staff to do grunt work, even if they want to. Continually examine your processes and have others review them as well.

• Volunteer for high profile projects. Stick your neck out and accept risks. What’s the worst thing that can happen?

Be creative in your use of resources:

• Partner with vendors and customers. Keep them close and give back.

• Look at other industries

• Realize that fit changes over time-some vendors may have to be replaced

• Allowing your team to pilot new information resources is exciting and boosts their esteem (“we had it first”)

• Find the most powerful/controversial person in the room and sit next to them (but make sure you have something to say!)

• Understand communication styles. Stephanie read and did the exercises from the book Pitch Like a Girl (Lichtenberg, 2005) with her staff.

Love what you do and whom you do it for (and remember that you can fall out of love).

• Do you love your company?

• Are you proud of what you do?

• Do you respect your boss?

• Would you stand behind your team? Would they stand behind you?

Margaret Basket (mbasket@mac.com)

"Job Descriptions", continued from page 27.

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Margaret Basket (mbasket@mac.com)
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Outsell hears lots of questions about how to find the right people for innovative information management jobs – jobs that often call for skills in IT, project management, communications, and teamwork. The work requirements for information professionals are morphing more quickly than most library schools are adapting. Many master’s candidates themselves realize they’re not learning or getting exposure to cutting-edge information management (IM) activities. Hiring managers are looking for a new breed of employee who doesn’t hesitate to jump into roles that involve project management, analysis, technology implementation, vendor license negotiation, subject specialization, and client management. Moreover, the larger part of many difficult-to-fill positions is not librarianship at all.

The market has spoken, and it’s said essentially that component skills outside of librarianship are harder to teach to information professionals than information management skills are to teach to employees with other core competencies. After all, nearly every knowledge worker these days is an information manager to some degree. In 2006, it’s not that big a leap to move from power user to information advisor. Information gathering and organization no longer constitute the arcane domain solely of the Master of Library Science (MLS). What has increasingly become the value proposition for information managers is a basic level of competency around content sources, technology, and usage patterns, combined with other, more overarching primary competencies in, say, financial analysis, contract management, scientific research, or technology implementation.

Outsell acknowledges that there is still a place for traditional librarians, even in corporate and government sectors. Organizations do still have libraries, many of which are massively popular. They need librarians to manage them. And, the skills picked up while pursuing an MLS degree can provide a foundation for success in non-traditional work. Still, it’s evident from job boards, blogs, listervs, and the “word on the street” that jobs calling only (or primarily) for traditional MLS backgrounds tend to cling to tried-and-true ways of doing things and don’t express much enthusiasm for trying different flavors of IM.

The gaps expressed by Outsell’s interviewees and others we’ve spoken to on this topic can be grouped as follows (in order of predominance and importance):

- **The Right Personality Traits.** The candidate pool is largely missing people with “a sense of adventure about working in the information business,” as one hiring manager put it. In both special and academic libraries, managers say that they are increasingly frustrated by job candidates who are introverted, want to do what they’ve always done, and “play it safe.”

- **Soft Business Skills.** Hiring managers all spoke about the rising importance of understanding overall business drivers, including teamwork and team-building dynamics (team leadership), project management skills, relationship building (with stakeholders and users), and presentation and communication excellence.

- **Specialized Knowledge.** “Librarian” and “information professional” have become so generic as job titles that they are useless. IM functions need specialists, but appropriate candidates are difficult to identify and recruit.

**In Outsell’s Opinion**

Expanding the IM function’s staff competencies and level of responsibilities requires an aggressive, flexible, and creative approach to building a staff. The requirements of managing information have fundamentally changed, and so too must the profile of the IM staff. Since IM doesn’t have the luxury of bringing on new headcount with every new development, current staff must develop into new roles or be replaced by employees with the right set of skills and traits.

Outsell has created a list of tips for managing staff in a rapidly changing environment:

- **Move ‘em up or out.** According to Outsell data, headcounts for IM averaged 12 full-time equivalent employees (FTEs) in 2005 and 12 in 1999, so it’s safe to say staffing is flat. Use all the tools at hand to develop your current staff: job swapping and temporary assignments, formal project management training, shadowing of mentors, and off-site training. But if current staffers still don’t get it, replace them with innovators.

**Not Your Father’s Library: Hiring and Developing New Talent**

- Strategic thinking and the “big picture” view
- Understanding of legal concepts in licensing content
- Negotiation techniques
- The Right Personality Traits
- Soft Business Skills
- Specialized Knowledge
- Move ‘em up or out.

IM executives from four various organizations told Outsell that they’re looking for flexibility and specialization among their staff. The librarian generalist is no longer the de-facto model for either entry-level or experienced hires. Managers are seeking self-motivated, innovative employees who, with mastery of information fundamentals, can manage new ways of purchasing, organizing, and delivering content. Managers find that in the current environment, job candidates with traditional MLS backgrounds tend to cling to tried-and-true ways of doing things and don’t express much enthusiasm for trying different flavors of IM.
• Keep position descriptions fresh and compelling. Constantly map existing staff skills to current requirements, setting appropriate objectives for training and development. As the function morphs and changes direction, position descriptions need to migrate as well; changing job descriptions also helps justify moving or replacing staff.

• Create an attractive work environment. Foster a work environment that’s chock full of new initiatives and opportunities for those who have the creativity and initiative to run with them. Give staff a long leash for innovation, and reward can-do attitudes and measurable achievements. Allow for the down time that information professionals need to stay in tune with industry developments and share best practices among themselves. Foster a continual brainstorming environment.

• Attract from niches within. While you can’t blatantly steal staff, creating an innovative, flexible work environment will help you attract high-energy people from within who are looking for a different experience. IT, marketing, communications, and R&D departments are rich sources for future information managers. Outsell has seen a number of successful transitions from IT to IM, in particular where the candidate brings pre-established skills in project management and IT implementation. Does your organization have any bored IT types looking for fun?

• Create project internships. This provides not only a potential employment candidate who gets to know your work environment and direction (for free), but internships may also model a new position for which you can secure permanent funding.

• Exploit the large pool of contractors. A specific flavor of information manager may be required on an “as needed” basis, and this is a perfect use of specialist contractors. Again, a contractor is a potential permanent employee, but hiring a temporary worker allows innovative projects to move forward now.

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Ideas/solutions/databases for predicting clinical trials announcements

“I’m sure that everyone has a favorite source for this kind of information. I have found that investment analysts predict when companies will make big trial announcements. These are often captured in the newsflow section of the report. For example, information below comes from a report from Bear and Stearns on Novartis published Feb. 21st, 2001. I access the reports via file 549 on Dialog.”

— Lisa Demers (Lisa.Demers@cot.com)

- Analysts also cover the major conferences and often offer insight into what they expect to hear.
- Good choices. I would add company conference call transcripts and analyst reports, because often analysts ask and companies (sometimes) reveal what conference papers they are preparing about 3-6 before meeting time.
- If you are doing devices as well as pharmaceuticals... we had luck once with using the floor maps for vendor halls...used it to see if one of our client competitors had leased a LOT of space. They had, the first time they’d done so in about 6 years, so we figured something was up. And we were right; brand new product introduction. (As an aside, for humor purposes, maybe give him a Magic 8-ball toy?? Best of luck with this.)
- Have you thought about some of the financial websites? I’m thinking of the message boards on the financial section of Yahoo — enter the ticker symbol of likely companies and read the rumors circulating among stockholders. (They’re fun to read, have lots of misinformation, but also have some gems on the forecasting front.)
- I’ve had some success on behalf of my clients in calling members of the trial team about the progress of the trial and then following up to be told when the results will be announced. Sometimes they’ve even sent me the information on the day of the conference.

Since Wolters Kluwer Health has extended their clinical trial coverage, I wonder if their editors would have access to the information and you could get it from them.

- This is a little out there and could be expensive, but I thought it was worth suggesting. Have you been reading about “prediction polling”? It involves a panel of people who bet on future events. There is a theory that the common wisdom of this kind of marketplace in trading bets outperforms single-expert predictions. The panel can be comprised of a general audience or a specialized and knowledgeable group of people. There was an article about the process in Information Advisor not too long ago.

Anyway, here’s a link to the company that conducts these prediction markets http://us.newsfutures.com/home/home.html

- Your idea on where to start is sound. You should also listen to the various companies presentations at analyst meetings and their quarterly earnings calls. The analysts will ask (repeatedly sometimes) about when data from pivotal trials will be released. This information is vital to them for their forecasts. The company may also talk about this during their earnings calls which are typically 30-45 days after the close of the quarter. Under Sarbanes-Oxley, public companies have to broadcast their earnings calls and most analyst calls are also available over the web even for non-clients. You can find announcements about the calls in the companies’ press releases. Good luck!

- I think that you have the right approach -- also, sometimes stockmarket analysts publish industry updates, and publications such as The Wall Street Transcript have industry roundtables. If you can work from someone else’s analysis, that often helps. But you might want to see whether he can limit his concern to, perhaps, a particular therapeutic area -- you can’t track everything.

Whatever you do, I think you should wrap the answer in disclaimers. If we could actually predict 2007 announcements with any degree of accuracy, we would be wasting our time working in libraries -- we’d all be too fantastically wealthy from our prescient stock market transactions. Depending on the patron’s position and personality, you might even consider pointing that out to him/her.

- You need to check out the re-launched Clinical Trials Insight on the Adis platform. Some of the capabilities:
  - Search or browse all Ongoing Trials in a particular Indication or Therapeutic Area. Therapeutic areas include antithrombotics, arrhythmias, heart failure, hyperlipidemia, hypertension, ischemic heart disease).
  - Search by phase and therapeutic area together.
  - Browse the data specifically by meeting name, company, indication, therapeutic area.
  - Alert on any search strategy
  - Chart the results of any search (a la R&D Insight)

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