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About this issue...

JID's First Theme Issue: ID Consultation

This issue of JID introduces another first in its brief history: one issue devoted almost exclusively to one theme. In this instance, the topic is ID consultation.

Most of us working in ID today know that the quality of a developer's work is often dependent as much (if not more) on his or her ability to deal effectively with clients as it is on his or her conceptual or technical skills. Our business, after all, is a people-business. In the past authors have tended to concentrate heavily on the conceptual and technical aspects of our field (ID models, ID approaches, administration of ID services, media design, etc.). Lately, however, the developer-client relationship has been the subject of an increasing number of articles published and presentations made at professional meetings. There seems to be a growing interest in the role of the instructional developer as consultant.

Four articles in this issue deal with aspects of ID consultation.

Theme issue editor Barry Bratton provides an extensive review of the publications

and presentations on this topic since 1973 to show the extent of knowledge in the area. He offers a series of suggestions and questions to stimulate further inquiry.

David Rutt discusses several consultation models and focuses particularly on the assumptions underlying them. He raises the question: Do developers adhere to a single model of ID consultation?

Bill Coscarelli and Jerry Stonewater speculate about ways to identify the ID client's decision-making style. They theorize that the ability to recognize a client's style will aid the developer in building and maintaining an effective relationship.

Authors David Leitzman, Suella Walter, Rodney Earle, and Charles Myers provide us with a very practical mechanism for ensuring a sound relationship with clients. It is a formal, explicit contract negotiated between the developer and client. Their article includes the elements of such a contract, suggestions for negotiation, and a sample contract.

Because this is our first theme issue, the Editorial Board would appreciate your reaction. Please address your comments to JID Editor Ken Silber.—B.B., Issue Editor

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