

Calendar of Events

Look for Pace Learning Systems at the following conferences and workshops this spring. You can also arrange for us to conduct a workshop or training session for your school or institution. Call 800-826-7223 for details!

Conferences

February 28 - March 3, 2001

**Arkansas Association for
Continuing Adult Education (AACAE)**
Little Rock, AR

March 5 - 7, 2001

Technology and Distance Learning Symposium
Tampa, FL

March 7 - 9, 2001

**North Carolina Community College Adult Educators
(NCCCAE) Spring Conference**
Asheville, NC

March 18 - 20, 2001

National Conference on Family Literacy
Dallas, TX

March 30 - April 1, 2001

**Delaware Association for Adult and
Community Education (DAACE)**
Dewey Beach, DE

April 1 - 4, 2001

Commission on Adult Basic Education (COABE) 2001
Memphis, TN

April 22 - 24, 2001

**Correctional Educators' Association
(CEA) Region IX**
Golden, CO

June 3 - 5, 2001

Correctional Educators' Association (CEA) Region I
Providence, RI

June 14 - 17, 2001

South Carolina Association of Adult Educators
Myrtle Beach, SC

June 24 - July 7, 2001

Council for Leaders in Alabama Schools (CLAS)
Birmingham, AL

July 8 - 11, 2001

**International Correctional Educators' Association
(ICEA)**
Scottsdale, AZ

"Nothing Teaches Like Success"

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Pace Learning Systems, Inc.
3710 Resource Drive
Tuscaloosa, AL 35401-7049

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Paceware 4.0 and 5.0 Contract

Atlanta Company to Develop New Educational Products

Pace Learning Systems Inc., of Tuscaloosa, Alabama, has granted a long-term contract to Computer Logic Company of Atlanta, Georgia, for the development of two new educational products, Paceware 4.0 and 5.0 from Pace Learning Systems. Paceware is unique educational software that combines academic instruction with the advantages of interactivity provided by computer technology. Many public high schools, adult education centers, and government agencies throughout the United States presently use the compatible PLS print systems and Paceware 2.1b.

Using Paceware, students in either a traditional or nontraditional setting can acquire the basic skills they need for high school or prepare for standardized tests such as high school graduation examinations, the GED (General Equivalency Diploma Examination), and others. Employees can gain the basic skills they need to be successful in the workplace.

Paceware consists of four content areas of study: Basic Math, Language, Reading, and Employability Skills. The new releases of Paceware, 4.0 and 5.0, will include Advanced Math as a fifth content area.

Paceware 4.0 will have operating features not found in Paceware 2.1b. Some of these features include

1. New security features, including Administration-level security, teacher-level security, and assistant/substitute/student-level security.
2. A new log-in that allows a teacher to log in to Paceware once and view the work of any student without having to log in as that student.

3. The capability to support up to 200 simultaneous users.
4. A new program and database design that
 - ▶Has increased stability and reduces the chance of database corruption and loss of data.
 - ▶Greatly improves networking performance.
 - ▶Allows for improved reporting and tracking of Student information.
 - ▶ Can handle terrabytes of stored data.
5. A full-archive database that stores students' records that may be retrieved when students move on to new academic studies, re-enter the program, or when potential employers request information.
6. Load sharing between the server and clients meaning less load on the server and better networking performance.
7. The ability to use the program via an organization's intranet or over the Internet making it possible for students to be assigned lessons at home.¹
8. New district-, school-, and classroom-level tracking and administration setup and use.
9. Sound-enabled instruction.²
10. Mastery tests that randomize item order with each new test administration.
11. New reporting capability including graphical charts.

Paceware 4.0 and 5.0 will add new features to the functionality of Paceware. Paceware will become completely Internet enabled; that is, parents may register home-schooled and home-bound students on line to take advantage of Paceware's diagnostic, tutorial instruction. Students in

¹This will depend upon the hardware setup and dial in capabilities of the hosting server of the educational facility.

²Requires a sound card and headphones/speakers on the client machine.

from the top

Pacesetter

Purpose

To inform educators of new product developments from Pace Learning Systems and to highlight exemplary educational programs. To update educators on current trends in assessment, curriculum, and instructional design.

Pace Learning Systems, Inc.
3710 Resource Drive
Tuscaloosa, AL 35401

205-758-2823
800-826-7223
FAX: 205-758-3222
e-mail:
info@pacelearning.com
Web site:
www.pacelearning.com

Editors

Graphic Artist

Contributors
Paul Nichols
Susie Smith

About the Pacesetter

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Send manuscripts, stories, and pertinent information to the Editor.

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A letter from the President Susan P. McKee, Ph.D.

Dear Friends:

In this issue of the Pacesetter you will read about our advances in computer aided instruction (CAI). Because learners can achieve so much through the use of computers in instruction, we continue to enhance our software products to that end. We move to the forefront of learning technology as we add to Paceware enhancements for students such as

- ▶ Demonstration of a problem through graphics.
- ▶ Dynamic graphics to illustrate a point.
- ▶ Highlighting of key elements.
- ▶ Audio for pronunciation of vocabulary.
- ▶ Branching frames to reteach a skill.
- ▶ A variety of mouse manipulations for constructing responses to instruction—dragging, clicking.

In addition to enhancing delivery of instruction, CAI aids teachers in gathering student data, increasing teachers' diagnostic capabilities, and ensuring accountability. With Paceware, teachers can

- ▶ View with a keystroke data indicating the accuracy of students' answers.
- ▶ Retrieve accurate test scores in seconds.
- ▶ Analyze test errors for providing students with further instruction.
- ▶ Analyze the time students spend working in a lesson and their rate of learning while they are there.
- ▶ Determine the time it will take students to complete course of study based on individual students' rate of learning.
- ▶ View students' pre- and posttest skills gain in seconds.
- ▶ Generate data and reports based on any characteristic tracked—by grade, by age, by job, by reading level, by TABE level, etc.

One of the greatest benefits of CAI is that students enjoy it. It holds their attention, offers variety, is engaging, delivers immediate feedback, and can shorten their learning time through its diagnostic capability. With Paceware, students also know how well they are doing, what instruction will be delivered next, and how long it will take for them to complete their course of study. They become partners in learning and gain a sense of responsibility toward it.

Pace Learning Systems is excited about what we are doing and where we are going. We will always provide and continue to improve both our print and software for teaching basic skills.

Sincerely,

A handwritten signature in dark ink that reads "Susan P. McKee". The signature is fluid and cursive, written over a light background.

from workbooks to masters

Several of our print products, Writing, Science Literacy, and Workforce Development from Pace Learning Systems include workbooks as part of the instruction. Many of our customers have commented to us that often times students begin their instruction but leave the instructional program before completing their course of study. The workbooks these students use but do not complete cannot be used again. Because the workbooks range in price from \$4.50 to \$9.00 each, instructors must spend a substantial amount of money to purchase workbooks for many students.

In an effort to meet the needs of our customers, we have replaced the workbooks for Writing, Science Literacy, and Workforce Development with sets of Reproducible Lesson Worksheets which allow teachers to copy whatever parts of the workbook they needed for their students. Teachers can use the masters to make as many copies, for as many students, for as many years as they wish.

Each set of Reproducible Lesson Worksheets costs \$450.00. This initial, up-front investment in a set of masters will keep you supplied with worksheets for all your students for years to come!

Item Numbers

WFD4095	Reproducible Lesson Worksheets for Workforce Development
CS4095	Reproducible Lesson Worksheets for Science Literacy
CW4095	Reproducible Lesson Worksheets for Writing

Paceware contract *continued from page 1*

institutions such as community-based and church-based schools and classes offered to employees by business and industry may receive Paceware instruction as well. School systems may send remedial instruction to any classroom equipped with computers at any time.

Paceware 4.0 is scheduled for release by the end of May 2001. Paceware 4.0 requires a Microsoft Windows 32-bit operating system for the client, or student, portion of the application. For Internet students, Pace Learning Systems will offer server service by subscription. Educational institutions may provide their own servers or an intranet environment for traditional Client/Server-based operations. For the server portion of the application, an institution may choose from Microsoft Windows NT or Windows 2000, Linux distributions, Solaris, or HP-UX.

Paceware 5.0 is tentatively scheduled for release in May 2002. Paceware 5.0 will be totally Internet driven, accessible via the Internet or via an intranet/extranet. Paceware 5.0 will support a Microsoft Windows 32-bit operating system as well as MAC OS/ 9 and higher, Linux, and BEOS. Paceware 5.0 will run on virtually any Microsoft and UNIX server hardware platform and modern operating system, as well as IBM OS/400 and OS/390 operating systems which have been updated to Java 2. Internet-only students may subscribe to an on-line service through Pace Learning Systems, while institutions may purchase Paceware to run on their own corporate or education institution server systems.

For more information, call a PLS Educational Consultant at 1-800-826-7223.

E-Book *continued from page 5*

Grants is now available by e-mail or on disk at the following prices:

- One copy for individual use - \$15.00
- One copy with license to copy for up to 15 people - \$75.00
- One copy with license to copy for up to 30 people - \$150.00
- One copy with license to copy for more than 30 people - \$200.00
- One updated copy as revisions are made - \$15.00

(If ordering a 3.5 diskette, please specify Word, Word Perfect or RTF. E-mail deliveries will be in RTF.)

new strides for pacesetters

Congratulations to . . .

Lottie Duff has been the Assessment Specialist at Pace Learning Systems for the last three years. Many of you call her the "TABE lady." But Mrs. Duff's days as the "TABE lady" are numbered—Mrs. Duff has been promoted to the position of Educational Consultant for Arkansas, Oklahoma, and Illinois.

Beginning March 1, 2001, Duff will market Pace Learning Systems in her territory instead of working with TABE. She is excited and a bit overwhelmed by this new assignment. "I love all my customers and will miss speaking with them about TABE. I am thrilled to have my own territory, though, and look forward to meeting PLS customers and exploring new opportunities with them."

We at Pace Learning Systems will, of course, continue to meet your TABE needs. Call 800-826-7223 and ask to speak with someone concerning TABE.

sales consultant

Pace Learning Systems, Inc. invites applications for the position of Sales Consultant.

The Sales Consultant conducts product training and sales presentations and represents PLS at conferences. The successful candidate will be familiar with various educational systems and markets; have excellent interpersonal skills; have experience in sales, with proven ability to sell products and maintain good customer relationships; be able to present himself/herself in a professional manner; possess superior organizational skills; be highly motivated; and be able to work independently. This person must be able to travel extensively.

Send resume and references to:

**Deanna Crosson
3710 Resource Drive
Tuscaloosa, AL 35401**

Research and Development *continued from page 3*

The cost for 5 computers is \$4,000.00 and includes one day of training and free technical support. If Paceware for Advanced Math is of interest to you, complete the form on page 6 and fax it to PLS at 1-205-758-3222.

research and development

Soon to Be Released: Paceware for Advanced Math

A new addition to our other basic skill content areas of reading, language, and basic math delivered in software is Paceware for Advanced Math. This software extends the skill level of those students using our basic math system available in both print and software. It covers skills needed for the new GED as well as skills required for most high school exit exams.

As with our print system for advanced math, Paceware for Advanced Math is divided into five standards with a total of 38 lessons.

To determine what their course of study will be, students begin with a 114 item computer-generated pretest. The pretest may be administered in one sitting, or students may complete the test in as many sessions as necessary. Paceware can prescribe the course of study for students from the results of only a portion of the test or the entire diagnostic.

Teachers have another option for prescribing students' course of study. If a teacher already knows which skills students need to master—based upon students' performance on an exit exam, the TABE, or a GED practice test, for example—then the teacher can prescribe those competencies and bypass the pretest option.

With Paceware, developing a customized prescription or course of study takes less than a minute. Students can find out specifically what they need the first day they walk into class without any grading or down time.

After they receive their prescribed course of study, called a Study Schedule in Paceware, students begin their instruction. As students work through the tutorial lessons, they view

a variety of graphics included in a lesson to illustrate a concept or to demonstrate how to solve a problem. Students move from frame to frame through a lesson and are required to construct a response to instruction on most frames. They type, click, drag, or draw to enter their response.

Standard I Pre-Algebra

Positive and Negative Numbers
Variables
Multiplying and Dividing Rational Numbers
Operations with Variables
Exponents
Order of Operations
Roots

Standard II Geometry

Geometric Forms and Concepts
Protractors
Geometric Characteristics
Rectangular Perimeter and Area
Nonrectangular Perimeter and Area
Volume
Geometric Estimation
Scale Drawings
Angles and Special Triangles
Right Triangles
Congruent and Similar Triangles
Geometric Reasoning and Proof

Standard III Equations and Graphing

Expressions and Equations
Algebraic Properties
Solving One Step Equations
Solving Two Step Equations
Solving Inequalities
Cartesian Coordinates
Properties of Lines and Segments
Graphs of Linear Equations
Determining the Equation of a Line
Systems of Equations

Standard IV Polynomial and Quadratic Equations

Adding and Subtracting Polynomials
Multiplying Polynomials
Factoring Polynomials
Dividing Polynomials
Solving Quadratic Equations
Solving Word Problems

Standard V Sets and Calculators

Sets
Calculators

Insert graphic (on disk)
The student is required to use a variety of manipulations.
When students complete a lesson

and the lesson practice test, they are ready for the lesson mastery test. Paceware provides two forms of the mastery test and randomizes the test items so that the mastery test is different each time a student takes it. As soon as a student completes the mastery test, the student and teacher know how well the student performed.

All of the students' performance data in the lessons is accessible from the student's Study Schedule. Paceware records how often students answer questions correctly (accuracy); how long it took them to complete a lesson (time); and how many responses per minute students make (efficiency). This feedback is valuable to both teacher and students for learning about students' rate and accuracy of learning and, consequently, about how students can improve their study habits.

In addition to how students are learning, Paceware also records what they master, what they have yet to complete, and, based on their own rates of learning, how long it will take them to finish the lessons remaining on their Study Schedule.

Reports for comparing students' pre- and posttest data and reports demonstrating skills mastered by students are easy to run with Paceware. Paceware enables you to customize reporting so that you can group or batch reports by any criteria you choose, for example, Level A TABE students, all eleventh graders, all the students in a particular school, etc.

Paceware for Advanced Math is powerful, effective software combining the capabilities of computer technology and principles of learning to teach difficult concepts.

The release date for Paceware for Advanced Math is May, and orders received will be shipped in early June.

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success stories

Nothing Teaches Like Success, Especially at FACE

"All of my students fit into Pace [Learning Systems], and that's what makes it a valuable program," says Lynn Glaze who teaches students with a range of challenges from behavioral problems to learning disabilities to failure in school. She credits Pace Learning Systems with helping her students' academic and behavioral achievements possible.

Lynn Glaze teaches at FACE (Family Adolescent Counseling Education), a program of the Salvation Army Youth Services in Birmingham, Alabama, that serves youth referred to the program by Family Court. In addition to academics, FACE provides counseling for students and their families as well as parenting skills classes for students' parents. Students referred to FACE have prior criminal records for violations such as truancy, assault, and burglary. FACE is the last stop for students before boot camp. For many youth, that means FACE truly is their last chance.

Before using Pace Learning Systems, Lynn Glaze found her students difficult to control. She took the "worksheet" instructional approach because the students in her classes were on different grade levels academically and had a wide variety of educational needs. At the end of the day, she had a lot of papers to grade and felt as though she wasn't teaching her students any new skills.

Glaze's classes are different now. To improve their skills in reading, basic math, and language, students spend two days a week with Pace Learning Systems and the remaining three days in general curriculum classes.

Lynn Glaze's eyes sparkle with pride as she talks about her program. She says that Pace Learning Systems are the most effective instructional tools she has. "I can't say enough about the Pace material. It just works really well." Her students are now engaged in self-paced learning. Glaze spends less time controlling the class and more time doing what she loves—teaching her students.

And her success abounds! The Salvation Army Youth Services tracks the progress of students for two years after they complete the FACE program. Glaze

happily reports that fifty percent of the students completing the FACE program return to school, stay in school, and graduate.

Even more importantly to Glaze are the individual success stories. The dedication and loyalty of her students shows. Recently on a teacher in-service day, Takeshia, one of her students, was organizing learning materials in the classroom. Takeshia spoke enthusiastically about both Ms. Glaze and Pace Learning Systems.

One way Ms. Glaze motivates her students is through a point system by which students earn points based upon their performance on mastery tests. With their points, students earn breaks and special lunches. Glaze also rewards her students for completing lessons and for good behavior. In this way, Glaze incorporates behavior modification with academics for fantastic results—Takeshia along with the other students love the rewards, and Glaze loves seeing her students succeed.

Here are two success stories typical of Lynn Glaze's students:

- A 14-year-old, eighth-grade female student had a Scale Score of 685 with 4.2 grade equivalence on the TABE Complete Battery. After 9 months of instruction with Pace Learning Systems for several hours twice a week, this student achieved a Scale Score of 739 at 7.6 grade equivalence.
- A 14-year-old male with an eighth-grade placement had a Scale Score of 592 with 2.2 grade equivalence on the TABE Complete Battery. After 12 months of instruction with Pace Learning Systems for several hours twice a week, this student achieved a Scale Score of 651 with 3.1 grade equivalence.

"Pace takes such small steps. It's so reinforcing that it encourages the kids, and it makes them have better self-perception. They think more highly of themselves, and they believe they can do more because Pace has that constant reinforcement," Glaze said.

With Pace Learning Systems, students are successful, teachers are successful, and programs are successful. Lynn Glaze has the stories to prove it!

If you would like to share teaching strategies, Paceware tips, ideas for using PLS products, or other insights, e-mail the Pacesetter editor at info@pacelearning.com or call us at 800-826-7223, ext. 37.

new product

Announcing the E-Book

Become a Grant Go-Getter: Identifying Sources and Writing Grants, a New Product from Pace Learning Systems

Thanks to computer technology and the Internet, a new wave in publishing promises tremendous savings to consumers. That wave is electronic publishing, and its product is the e-book. Pace Learning Systems, Inc., enters electronic publishing with our first e-book title, *Become a Grant Go-Getter: Identifying Sources and Writing Grants* by Dr. Ernest Shubird.

What is an e-book, you ask? E-books are for reading; however, how you get them and where you read them is different from a conventional book. Instead of being delivered as a conventional book, the e-book is delivered on a disk, CD, or by e-mail. Recipients can read it on a PC or laptop, print it as they wish, or download it into a hand-held device called an e-reader, now available from several manufacturers. About the size of a paperback book and weighing less than a pound, an e-reader can store up to 15,000 pages of content for reading on its high-resolution screen.

The e-book is increasing in popularity for several reasons:

Lower price. Paper is expensive and becoming more so. Printing is costly in terms of labor and equipment. Add to that the expenses of storage and handling. In comparison to the conventional book, the e-book requires no paper, demands far less labor, takes up little storage space, and has low shipping and handling costs. Reduced costs mean lower prices for consumers. For example, a professional development book for each of a school system's 100 teachers can cost \$3,000 or more; whereas, the same

text in e-book format can be purchased with license to copy for \$300 to \$400.

Storage. Instead of having shelves or stacks of books, users of e-books can store their e-books on the hard drive of a computer, a 3.5" floppy disk or a CD, freeing up much-needed physical space.

Current Information. The publishing process for a conventional book can take a year or more before the book is released for sale. By that time, many changes may have occurred that outdate much of the information in the book. Not so with an e-book. It can be published as soon as it is written, and changes can be made in a few hours.

Dr. Shubird's *Become a Grant Go-Getter: Identifying Sources and Writing Grants* comes at the time when billions of dollars are available to educators from government agencies, foundations and corporate giving programs. But there is more to getting some of that money than just asking for it. Needs for grant money must be compatible with the goals of grantmakers, and proposals must satisfy grantmakers that the money will be used to meet those needs. Proposals are often rejected because they don't meet the grantmaker's criteria, a fact discouraging to many would-be grantseekers. But you need not be discouraged, for *Become a Grant Go-Getter: Identifying Sources and Writing Grants* offers a systematic approach to winning grant money. In the book, you will find guidelines for

- Preparing for the grantseeking effort, including personnel and

resources.

- Gaining competence in using the Internet and its online resources.
- Developing clear, plausible concepts that communicate needs and proposed solutions.
- Using the Internet to locate and contact prospective grantmakers.
- Developing proposals that convince grantmakers your needs are justified, proposed projects or solutions will meet those needs, and your organization is qualified to do what you propose.

Containing numerous examples of grant writing tasks, the book is a practical handbook for those wanting to make grantseeking a serious, organized and continuing effort.

Dr. Ernest Shubird is no stranger to grantseeking. During his 16 years as an administrator with the Alabama Department of Education, he reviewed, edited and wrote proposals that won millions in grants. As a general consultant for Pace Learning Systems, he wrote a grantseeking guide and conducted workshops on the same for clients of Pace Learning Systems. He has written articles on grantwriting for *Writer's Digest* and *Writer Online*. As a published writer, his experience spans more than 30 years and includes educational writing for the US Air Force, Alabama Department of Education, Pace Learning Systems, EBSCO Curriculum Materials, ITT Educational Systems as well as several magazines.

Become a Grant Go-Getter: Identifying Sources and Writing

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