

document, place your cursor where you want the graphic, and use Import to insert the JPEG file you just created.”

This highly unreadable (dare I say off-putting?) text block becomes usable with good structure:

To embed a graphic in a text document:

1. Open the object in its native application.
2. Remove all font information (for example, convert fonts to outlines).
3. Save the file in JPEG format.
4. Open the text document.
5. Place your cursor where you want the graphic.
6. Use Import to insert the JPEG file you just created.

Technical authors apply these techniques almost instinctively, but tools don't have a clue.

Technology can't self-correct.

Tools are very precise; that is their strength. Tools also rely on precision implicitly; that is their weakness. All content processed by tools originates from a human being, and human beings are by nature imprecise. This imprecision frequently exceeds technology's tolerances, but it's far less of a problem for other humans. How many animals of each type did Moses take on the ark with him? The correct answer is none, because it was Noah who built the ark, not Moses. Many of you, though, undoubtedly self-corrected that error without even knowing it.

Authors of technical content are trained to be as precise as possible, but nobody's perfect. Minor errors are quite commonplace, as these examples show (corrections provided in parentheses):

- Then lick the Date/Time Stamp button. (click)
- The air damn directs the airflow. (air dam)
- You must not turn off the printer. (now)

Relying on spell-checkers (which also demand complete precision) cannot save the above or countless other examples of misinformation. Incidentally, after localization, this information can no longer be self-corrected by readers, because the cause of the imprecision is literally lost in translation.

Technology can't reduce volume.

Strictly speaking, tools can limit volume by imposing constraints. Proponents of text analysis and processing tools say that volume limits demonstrate the value of the technology (you know, maximum 7 words per sentence, that kind of thing). But artificial limits do little to optimize content. The philosopher Bertrand Russell famously showed that a few words can be just as uninformative as many:

Colorless, green ideas sleep furiously.

Real volume reduction requires a deep understanding of content: How can text be restructured, combined, and rearranged to make it shorter? What information is unnecessary because it is superfluous or redundant (remember: redundancy is a hallmark of technology)? Only human beings can answer these questions. If fact, users (also human beings) urge us to do so every day by refusing to read the documentation we produce.

Technology isn't natural.

Last, but not least, let us not underestimate human nature. Out of the last 2 million years of our evolution, we have spent—statistically speaking—approximately 0% of that time in the digital age. So, every technology is designed to mimic the analog world, because if something doesn't look and feel "natural," we won't use it. Writing is a deeply analog task, and humans fiercely resist writing techniques that aren't natural. That's why controlled language hasn't gained much in popularity among technical authors in over 30 years; it just runs too deeply against every natural instinct writers have. For technology to truly succeed, it must feel natural, so we will want to use it.

Has your car ever driven you to work? Has your washer ever done the laundry for you? Have hardware and software ever gotten together and written a user manual while you weren't looking? Of course not. They need you to do those things.

Technology is only one of the tools for content optimization. Remember Abraham Maslow's dictum: If all you have is a hammer, you tend to see every problem as a nail.

The problem of content optimization is complex, and the problem requires complex, not pie-in-the-sky, solutions. Content management and single-sourcing proponents often hold the view that technology will solve the content optimization problem. They seem to think that optimizing the workflow around content is the same thing as optimizing the content itself. Anyone who has ever read a user manual, however, knows that just isn't true.

About the Author:

Hans is president and founder of ArchiText Inc., a globalization and localization services company, and founding Chairman of the Board of GALA. At ArchiText he has pioneered ABREVE Connect, a globalization services and training program that helps companies implement a global content strategy and save localization costs.

