Timetables—For getting information, for receiving first drafts, for approving written material, for delivering final versions of the manuscript.

Your Contract With the Publisher

The agreement with the publisher must be in writing

• Be sure you're covered against anything in your coauthor's domain (lateness, plagiarism, libel, etc.)

• Give yourself an out: For the first book that Diane Papalia and I did together, a clause in the contract stipulated that I would be paid a flat fee for doing one chapter; if the collaboration wasn't working well, either of us could withdraw from the project at that point, with no penalty. If it did continue, that amount would be deducted from my share of the royalty.

Using A Lawyer

• Your own lawyer should review the collaboration agreement, as well as the contract with the publisher. Then you will be ready to start working together. This kind of team work can bring rich rewards, both personally and professionally-and can result in academically sound, interestingly written books that will appeal to both professors and students.

PIRACY OF INTELLECTUAL PROPERTY IN CHINA

New Rules Called Inadequate

Software will, for the first time in China, receive some copyright protection, under a law going into effect October 1. The law is called inadequate, however, by U. S. trade representative Joseph Massey. The protection provided by the new law applies only if a work is registered

FACT-FINDING QUESTIONNAIRE RESULTS

Paul A. Anderson, chair of TAA's committee on working relations and contracts, has tabulated the results after some 120 questionnaires were returned and tabulated. That represents approximately 15% of the membership at the time the questionnaires were mailed out. About 50 more questionnaires were received after the tabulation.

There were 52 publishers mentioned, many of them more than once, and 62 subject areas were represented. As to be expected, the texts mentioned were predominately college titles, because there are a great many more college than el-hi authors. The results of the committee's study are given in the table.

Fifty-five percent of the respon-

dents said that they had co-authors, forty-five percent said they did not. Six percent of respondents retain their copyright and twelve percent said that they used the services of an attorney or agent in negotiating a contract. Sixty-two percent said they were pleased with the marketing of their book, while twenty-seven percent said they were not and there were mixed reactions in eleven percent of the responses. Fifty-five percent said that they participated in the marketing.

Royalty rates reported are shown in the next table. A weakness in the questionnaire makes it unclear how many of these are based on the net price of the book and how many on list price.

	Producti	Production and Income			
No. of years as text author	Mean 13.6	Median 12	Mode 10	Range 1-50	
No. of Editions Published	7.01	5	3	1-40	
Annual income from this edition, in thousands of dollars	27.38	10	5 & 10	1-500	
Annual income from all text royalties in thousands of dollars	46.0	15	10	1-600	
Advances or grants received, in thousands of dollars	10.2	5	2	1-70	
Print run, actual or anticipated, in thousands of copies	24.5	15	20	2-200	

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in China with 30 days of publication outside of China. Older copyrights receive no protection.

China is on a U. S. list of countries with inadequate protection of intellectual property rights (copyrights, trademarks and patents). Under terms of the 1988 trade act,

China's lack of protection is being investigated. China has been given until November 26 to alter its practices or be subject to U. S. tariffs designed to lower Chinese sales in the U. S. to offset the damage to U. S. owners of patents and copyrights.