

# The Elements of Technical Writing

Reviewed by JENNIFER PARKS

## THE ELEMENTS OF TECHNICAL WRITING

Gary Blake and Robert W. Bly  
New York, NY: MacMillan  
General Reference: 1993.  
165 pp. • \$9.95  
0-02-013085-6

**G**ary Blake and Robert Bly, both authorities in the field of business and technical writing, have provided a valuable tool in *The Elements of Technical Writing*. As the cover states, this book is the essential guide to writing clear, concise proposals, reports, manuals, letters, memos, and other documents in every technical field. Not only have Blake and Bly included all the necessary information concerning punctuation, grammar, and tone, they have organized the book in an easy-to-use, precise format.

The first chapter begins with the following quote and serves as a good introduction to the material in the first chapter:

"Newspaper reporters and technical writers are trained to reveal almost nothing about themselves in their writing. This makes them freaks in the world of writers, since almost all of the other ink-stained whetstones in that world reveal a lot about themselves to the reader."

—Kurt Vonnegut, Jr.

The first chapter, "Fundamentals of Effective Technical Writing," identifies the ten principles that make technical writing good technical writing. These principles include:

1. Technical Accuracy
2. Usefulness
3. Conciseness
4. Completeness
5. Cleanliness
6. Consistency

7. Correct Spelling, Punctuation, and Grammar
8. A Targeted Audience
9. Clear Organization
10. Interest

These principles are easily overlooked in business writing. Blake and Bly urge us to remember that our audience is made up of humans, not just technical personnel.

Each chapter in this guide is broken out into sections that clearly outline the information that follows. The format is legible, succinct, and lends itself to easy reference. There are chapters regarding the use of equations and numerals, grammar and punctuation, and principles of communication, as well as a chapter regarding commonly misspelled words and phrases.

Chapters six through nine break away from the rules of the English language and get down to the specifics of writing proposals, technical articles and reports, letters and memos, and manuals.

Chapter six, "Proposals and Specifications," details the components necessary in a formal proposal. The authors set forth their ten principles of proposal writing, which revolve around the focal point of the client. They are:

1. Learn everything you can about your prospective client and the people who will evaluate your proposal.
2. Sell your ideas by fitting them into your client's needs.
3. Don't just solve the technical problems; empathize with the customer's critical needs.
4. Recognize all critical factors that evaluators will use in assessing the proposal.
5. Make sure your proposal addresses every element mentioned in the RFP.
6. Use appropriate graphics to highlight your ideas and make them easy to visualize.
7. Tailor each proposal to the needs of the specific client.
8. Anticipate and defuse objections.
9. Avoid hedging and subtlety in proposals.



This issue features books on technical writing and statements of work. The opinions expressed by reviewers are their own and do not necessarily represent the views of the Association of Proposal Management Professionals. Book review recommendations are welcomed by book review editors Nancy Bronic and Paul Gigliere.

11. Make a list of where key resources are located if you do not have a proposal library.

Blake and Bly urge us to learn everything we can about our clients and then tailor our proposals to their needs. For example, the following sentence does not tell the client what we can do for them:

"We have extensive experience in airlines operations and forecasting and evaluating traffic flows."

A better way to make the point is:

"Our extensive experience in airlines operations and forecasting and evaluating traffic flows gives us insight in to the logistics of your business and will help you respond faster."

The second sentence focuses on what your company can do for the potential client and tells the reader how you will benefit them rather than simply stating your qualifications. The more tailored your proposal is to the reader, the more impact it will have.

Blake and Bly have written a useable, handy, and inexpensive style guide that is tailored to their audience: people who write for business. While the majority of style guides and writer's reference books tend to be very dry, I found Blake and Bly's book to be highly readable. They have practiced what they preach—their writing is clear, and more importantly, interesting. *The Elements of Technical Writing* is written specifically for technical writers, but it is also a very valuable reference guide for other writers. This concise style guide is now an indispensable part of my library.

# Style In Technical Writing A Text Workbook

**Ronald K. Messer**

## Style In Technical Writing A Text Workbook:

**Style in Technical Writing** Ronald K. Messer,1982      **A Text Book Of Professional Communication** Subhash Ranade,2006      **Engineering Writing by Design** Edward J. Rothwell,Michael J. Cloud,2020-01-30 Engineering Writing by Design Creating Formal Document of Lasting Value Second Edition shows how effective writing can be achieved by thinking like an engineer Based on the authors combined experience as engineering educators the book presents a novel approach to technical writing positioning formal writing tasks as engineering design problems with requirements constraints protocols standards and customers readers to satisfy Specially crafted for busy engineers and engineering students this quick reading conversational text Describes how to apply engineering design concepts to the writing process Explains how engineers fall into thinking traps and gives techniques for avoiding them Covers the essentials of grammar style and mathematical exposition Highlights topics in writing ethics including copyright plagiarism data presentation and persuasion Engineering Writing by Design Creating Formal Documents of Lasting Value Second Edition addresses the specific combination of thinking and writing skills needed to succeed in modern engineering Its mantra is to write like an engineer you must think like an engineer Featuring illustrative examples chapter summaries and exercises quick reference tables and recommendations for further reading this book is packed with valuable tips and information practicing and aspiring engineers need to become effective writers      *Writing and Speaking in the Technology Professions* David F. Beer,2003-07-04 An updated edition of the classic guide to technical communication Consider that 20 to 50 percent of a technology professional s time is spent communicating with others Whether writing a memo preparing a set of procedures or making an oral presentation effective communication is vital to your professional success This anthology delivers concrete advice from the foremost experts on how to communicate more effectively in the workplace The revised and expanded second edition of this popular book completely updates the original providing authoritative guidance on communicating via modern technology in the contemporary work environment Two new sections on global communication and the Internet address communicating effectively in the context of increased e mail and web usage As in the original David Beer s Second Edition discusses a variety of approaches such as Writing technical documents that are clear and effective Giving oral presentations more confidently Using graphics and other visual aids judiciously Holding productive meetings Becoming an effective listener The new edition also includes updated articles on working with others to get results and on giving directions that work Each article is aimed specifically at the needs of engineers and others in the technology professions and is written by a practicing engineer or a technical communicator Technical engineers IEEE society members and technical writing teachers will find this updated edition of David Beer s classic Writing and Speaking in the Technology Professions an invaluable guide to successful communication      *Handbook of Human-Computer Interaction* M.G. Helander,2014-06-28 This Handbook is concerned with principles of human factors engineering for design of the human computer interface It has both academic

and practical purposes it summarizes the research and provides recommendations for how the information can be used by designers of computer systems. The articles are written primarily for the professional from another discipline who is seeking an understanding of human computer interaction and secondarily as a reference book for the professional in the area and should particularly serve the following computer scientists, human factors engineers, designers and design engineers, cognitive scientists and experimental psychologists, systems engineers, managers and executives working with systems development. The work consists of 52 chapters by 73 authors and is organized into seven sections. In the first section the cognitive and information processing aspects of HCI are summarized. The following group of papers deals with design principles for software and hardware. The third section is devoted to differences in performance between different users and computer aided training and principles for design of effective manuals. The next part presents important applications, text editors and systems for information retrieval as well as issues in computer aided engineering, drawing and design and robotics. The fifth section introduces methods for designing the user interface. The following section examines those issues in the AI field that are currently of greatest interest to designers and human factors specialists including such problems as natural language interface and methods for knowledge acquisition. The last section includes social aspects in computer usage, the impact on work organizations and work at home.

**Resources in Education**, 1998      **Handbook of Research on**

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