

# Course Bulletin

<b>145150</b>	<b>Leading with Presence: How to engage and inspire those around you to make meaningful connections</b>				
Subject: UC	Catalog Nbr: CPE001				
2021 FALL	Primary	Elizabeth McCarthy		Elizabeth.McCarthy@tufts.edu	
<p>This interactive online workshop empowers emerging leaders in any field or profession with the skills for making meaningful connections in all aspects of your work.</p> <p>Regardless of our roles and responsibilities, leaders and those seeking leadership roles are tasked with making authentic connections throughout our workdays. Connections that inspire in some way – whether it’s a spontaneous networking opportunity, a formal presentation, or a high stakes sales pitch. Authenticity is what ultimately inspires people to take action. Engaging audiences and telling stories that move people means shifting your focus from whats and hows to whys. Coming from a place of authenticity helps you feel something, empathize, and make much needed connections.</p> <p>This one-day workshop will help you develop the skills to go from being competent presenters to engaging storytellers. Topics will include “finding your passion,” “storytellers that move us,” “fundamentals of good presentation skills,” “crafting your story,” and “sharing your ‘pitch’”</p> <p>Participants will gain a sharper focus on how coming from a place of authenticity will help:</p> <ul style="list-style-type: none"> <li>• Foster more meaningful relationships with teams and others with whom you work</li> <li>• Communicate about your work and your organization in more relatable ways, potentially advancing sales and other crucial conversations</li> <li>• Be a more memorable job candidate in interviews</li> <li>• Build confidence in your leadership skills</li> </ul> <p>-----</p> <p>Elizabeth McCarthy has spent the last 20+ years helping brands bridge the gap between their offering and their consumers’ needs. Most recently she was with C Space (formerly Communispace) where she consulted with Fortune 500 companies including Hewlett Packard, Charles Schwab, Bank of America, Citi, Meredith Corporation, Kraft Foods and Weight Watchers and helped them understand how to make their brand, products, experiences and messaging relevant to the people they serve. She gets to this level of deep understanding by establishing trust, getting into hearts and minds and ultimately surfacing what moves people to action. Her consulting experience include Digitas, Epsilon, American Express, and AT&amp;T; she is a Lecturer in Entrepreneurial Leadership at the Gordon Institute in the Tufts School of Engineering.</p>					

<b>145518</b>	<b>Fostering Relationships: Listening without Bias</b>				
Subject: UC	Catalog Nbr: CPE002				
2021 FALL	Primary	Elizabeth McCarthy		Elizabeth.McCarthy@tufts.edu	
<p>Connecting with those around us, building trust and deepening relationships – everything is rooted in active listening. In this workshop, we’ll apply key tenets of listening without bias so that together we work better, with greater purpose and empathy.</p>					

# Course Bulletin

<b>145519</b>	<b>Navigating Difficult Conversations</b>				
	Subject:	Catalog Nbr:			
	UC	CPE003			
	2021 FALL	Primary	Elizabeth McCarthy		Elizabeth.McCarthy@tufts.edu
<p>Being able to navigate difficult conversations is a critical part of career success. In this workshop we'll, explore triggers that get in the way of fully receiving feedback, discuss strategies for how best to manage these triggers, and talk through optimal approaches to giving feedback.</p>					

<b>145533</b>	<b>Cyber Security Bootcamp: Network Security</b>				
	Subject:	Catalog Nbr:			
	UC	CS001			
<p>This bootcamp explains how computer networks work –and doesn't work. By the end of this course, you will be able to analyze network traffic, perform network reconnaissance, and also write a network attack tool using the Python programming language.</p>					

<b>145534</b>	<b>Cyber Security Bootcamp: Web Security</b>				
	Subject:	Catalog Nbr:			
	UC	CS002			
<p>Web applications are still prime targets for attackers to steal sensitive data. In this bootcamp, you will learn how the web works, learn the important security vulnerabilities affecting web applications, attack web applications to gain access to data you should not have access to, and learn how to defend against such attacks. Some knowledge of web development (e.g., HTML, CSS, JavaScript) and databases (e.g., SQL) required.</p>					

<b>145535</b>	<b>Cyber Security Bootcamp: Malware Analysis</b>				
	Subject:	Catalog Nbr:			
	UC	CS003			
<p>In this bootcamp, you will be analyzing malware seen on a computer network, live malicious Android apps, and live Windows malware samples. You will use tools including VirusTotal, apktool, and Ghidra to aid your analysis. It is strongly recommended that your computer can run virtual machines via VMware or VirtualBox.</p>					