

# TCF Information Technology Professional Conference 2011

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Sponsored by:



IEEE Computer Society,  
Princeton/Central Jersey Chapter



Princeton Chapter of the Association  
for Computing Machinery



IEEE, Princeton/Central  
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REGION 1



IEEE Region 1



Trenton Computer Festival

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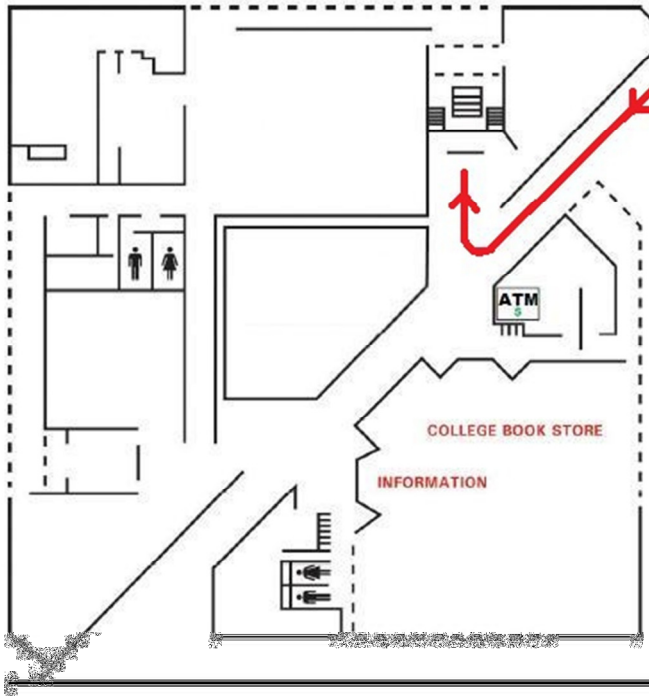
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## Friday's Speaker Grid

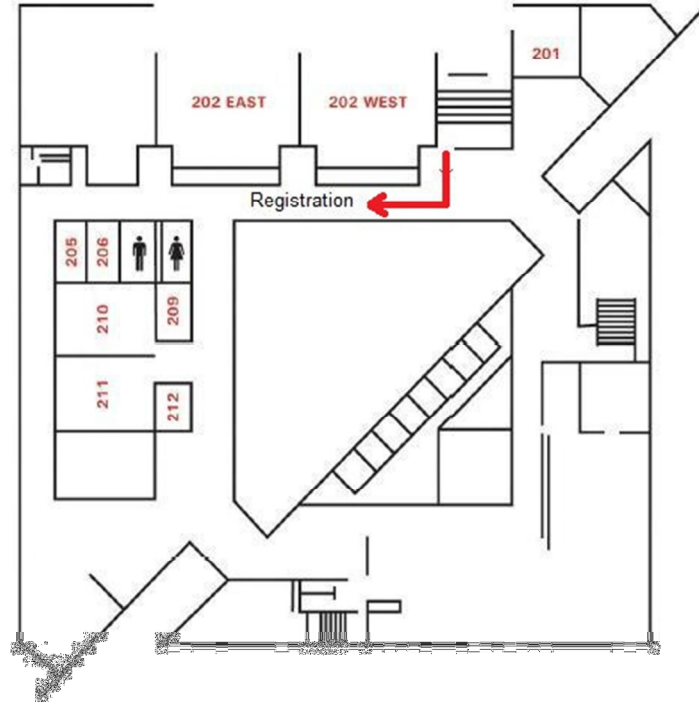
	Track		
	Development Room 210	Management and Systems Analysis Room 211	Professional Development Room 201
9:00	.NET and ActiveX: Bidirectional Communication Dr. Binglong Xie	Design Patterns Dr. Dennis Mancl	Professional Development Can Happen On The Job When You Assume Responsibility For It Greg Tutunjian
10:00	The Three Faces of Testing: DID I Do the Right Thing and DID I Do the Thing Right Howard Deiner	Semantic Management of Business Process Compliance to Environmental and Other Regulations Aliva Pradhan	Financial Technology Entrepreneurship Programs for 21st Century Computer Science and Information Systems Students Dr. Jim Lawler and Dr. Anthony Joseph
11:00	Cloud Computing A General State of the Union David Soll	The Zen Approach to Project Management George Pitagorsky	Planning for Retirement Michael Grottola
12:00	LUNCH AND FACILITATED NETWORKING SESSION		
1:30	A brief history of XML, SOAP and REST Pat Palmer	Agility, the Cloud, Accountability: What You Can't Know can Kill You Robert Gezelter	IEEE Member Discounts and Insurance for Computer Technologists Mila Thelen
2:30	SQL Server 2008 R2 and Beyond Joe Mozelesky	What IT Professionals Should Know About Computer Forensics Dr. Rebecca Mercuri	Career Planning: challenges and opportunities in a recovering economy Ernest Schirmer
3:30	Application Development for Social Networks Michael Redlich	Engaging the Enemy Gary Clayton	Essentials of Effective Communications in Workplace - Beyond Basics Bala Prasanna

## Brower Student Center - Building Guide

Brower Student Center – 1<sup>st</sup> Floor



Brower Student Center – 2<sup>nd</sup> Floor



Friday – 9:00 AM – Room 210

### .NET and ActiveX: Bidirectional Communication

Binglong Xie, Ph.D.

Vision Technology and Solutions

Imaging and Visualization Global Technology Field

Corporate Research

Siemens Corporation



Abstract: Microsoft .NET framework has revolutionized visual programming, especially with introduction of WPF.

Meanwhile there are still situations that require unmanaged code. A lot of real-time, high

performance, or low level tasks, such as video processing, 3D visualization, scientific calculation, have a strong establishment in the traditional unmanaged side. This talk will illustrate a marriage of the two using the ActiveX technology. The unmanaged code is encapsulated in an ActiveX control that exposes a well-defined interface, with methods, properties and events. This talk will show, step by step, how to create an ActiveX control with a service interface and notification events, automate ActiveX importing, and create a C# WPF application to call the ActiveX methods and properties and receive events from it. By incorporating an ActiveX, a .NET application can be greatly enhanced and extended.

Bio: Binglong Xie received his Ph.D. from Lehigh University in 2006. He is a Software Engineer with Siemens Corporate Research in Princeton, NJ. He is interested in application development and general computer hardware and software, especially with x86 and Windows.

Friday - 9:00 AM - Room 211

## Design Patterns

Dennis Mancl  
Alcatel-Lucent



Abstract: Design Patterns are descriptions of design solutions that can be reused in many situations. Patterns have become a useful way to discuss

software design problems, but they can also be applied to many other kinds of business problems.

This talk will give an overview of some of the most common design patterns, as well as some patterns that can be applied to software architecture, systems analysis, and project management.

Bio: Dennis Mancl is a member of technical staff at Alcatel-Lucent, He has been involved in software development and software process consulting within Alcatel-Lucent. His main research interests are object oriented modeling, agile development, and reengineering legacy software. Dennis has M.S. and Ph.D. degrees from University of Illinois. In his spare time, Dennis is an amateur musician: he enjoys everything from Bach to Basie, and he plays oboe, clarinet, and saxophone.

Friday – 9:00 AM – Room 201

## Professional Development Can Happen On The Job When You Assume Responsibility For It

Greg Tutunjian

Abstract: We're each increasingly challenged to do more with less (time, money, staff, direction and material resources.) One way to manage and accelerate your professional development under these conditions is to look for opportunities to volunteer for new work assignments and to assume the additional responsibility of preparing yourself for success. Employers are increasingly looking for employees who are willing to take on new work assignments (and the prerequisite training and responsibility to get started.) In this talk, the speaker will share tools, techniques and direct experience (and the resulting benefits) that have worked for him throughout 30 years of professional computing experience as an application programmer, software engineer, technical project and program manager and scrum master. You should leave this talk with an outline of a plan to follow when you return to work.

bio: Greg Tutunjian is Certified Scrum Master and Senior Technical Project Manager with more than ten years of experience using Scrum and Agile principles to expedite the delivery of customer-centric solutions. Greg has twenty years of leadership experience re-orienting programs, projects and teams to ensure their overall success with a demonstrable degree of individual, team and customer satisfaction. Greg has a B.S. in Mathematics from Northeastern University and an M.S. in Computer Science from Boston University

Friday – 10:00 AM – Room 210

## The Three Faces of Testing – DID I Do the Right Thing and DID I Do the Thing Right

Howard Deiner



Abstract: Modern Application Development is more than writing code to spec and expecting everything to integrate successfully at the end. Agile and eXtreme Programming practices demand that we invert the old (and frustrating) “develop, test, and verify customer acceptance” into a smooth, efficient, and quality based “bring testing forward” ecosystem. This talk will explore this new modality and discuss Acceptance Testing, Executable Specifications, and Unit Testing using the Fit/FitNesse, Cucumber, and NUnit frameworks.

The title to this talk is an homage to “The Three Faces of Eve”, a 1957 film about a woman who suffered from Dissociative Identity Disorder (DID), which is also known as Multiple Personality Disorder. Other than that, the film has nothing to do with this presentation.

### SESSION TOPICS

- How did we develop applications before, and what was wrong with that?
- What is testing in general?
- What is acceptance testing and what are we testing with that?
- What are executable specifications, and why does that help at all?
- What is unit testing and what are we testing with it?
- Exactly how is this supposed to save me time and money? Isn't all of this expensive, both for the software as well for the time spent in making this all happen?
- The role for QA in all of this.
- Limits of testing and how to break through those rules.
- What does acceptance testing look like? How does that affect our development process?
- What executable specifications look like? How does that affect our development process?
- What does unit testing look like? How does this affect our development process?
- What about user interface testing? What does web based user interface testing look like? And how is our development process affected?
- The role of automation. How to make your Continuous Build Server into your Continuous Integration Server.

Bio: Howard Deiner is an independent software consultant, focusing on Agile software development processes and eXtreme Programming practices. He has a varied background spanning 36 years in the industry, with extensive domain knowledge in commercial software, aerospace, and financial services. He has played many of the roles in the development arena, such as developer, analyst, team lead, architect, and project manager. When not mentoring and developing organizations, he has also dabbled in the executive office, and wears the battle scars of the DotCom revolution proudly. He has applied the principles of Agile and XP Development in teams both large and small, for in-house as well as commercial environments, both in an organic setting, as well

as the ordained setting. Howard has educated dozens of teams, and made Agile principles come to life in many settings. Howard has degrees in Computer Science and Electrical Engineering from SUNY at Stonybrook, as well as a Juris Doctor from Thomas M Cooley School of Law. Howard is a long standing member of the ACM and IEEE. He resides in Northern New Jersey with his wife, and in their spare time, they breed Maine Coon cats as a counterpoint to the world of technology.

Friday – 10:00 AM – Room 211

## Semantic Management of Business Process Compliance to Environmental and Other Regulations

Aliva Pradhan



Abstract: In recent years, environmental concerns have led to a significant increase in the number and scope of compliance imperatives across all global regulatory environments. The

complexity and geographical diversity of these environments has caused considerable problems for organizations, particularly those in high-technology industries. This is, of course, in addition to general compliance and risk issues generated by the Sarbanes-Oxley Act, data protection and information privacy legislation, ethics and integrity regulations, IT governance concerns, and so on. While the latter dimensions of enterprise-wide governance, compliance, and risk (GRC) are far from straightforward, the

complexity and geographical diversity of environment-based regulatory sources cause considerable problems for organizations in the electrical, electronics and IT sectors. Although a variety of enterprise-level information systems are presently available to help manage compliance and reduce risk across all areas, a majority of firms still employ ad-hoc solutions. This paper proposes an ontology-based approach to support the knowledge management (i.e., development and administration) of the very much underexplored issues of regulatory compliance in the environment and other related domains.

Assessing whether a company's business practices conform to laws and regulations and follow standards and best practices, i.e., compliance management, is a complex and costly task. Few software tools aiding compliance management exists; however, they typically do not really address the needs of who is actually in charge of assessing and controlling compliance, that is, compliance experts and auditors. We advocate the use of compliance governance dashboards in the business compliance management domain.

A dashboard is a visual display of the most important information needed to achieve one or more objectives; consolidated and arranged on a single screen so the information can be monitored at a glance. It allows executives to see hot spots in seconds and explore the situation. Just as the dashboard of a car provides critical information needed to operate the vehicle at a glance, a business intelligence (BI) dashboard serves a similar purpose, whether one is using it to make strategic decisions for a huge corporation, run the daily operations of a team or perform tasks that involve no one but himself or herself [Few06:34]. By business intelligence (BI), one means a conceptual framework for decision



support. BI combines architecture, databases (or data warehouses), analytical tools, and applications [TurbanALS07:753].

However, the design and implementation of dashboards is challenging for at least three reasons: (i) it is fundamental to identify the right level of abstraction for the information to be shown; (ii) it is not trivial to visualize different analysis perspectives; and (iii) it is difficult to manage the large amount of involved concepts, instruments, and data. This project aims to show how to address these issues, which concepts and models underlie the problem, and, eventually, how IT can effectively support compliance analysis in Model-Driven Semantic Service-Oriented Architectures. The specific case study considered relates to environmental compliance management.

Bio: Aliva Pradhan is currently working as a Graduate Assistant at Montclair State University while working on her M.S. in Computer Science. Ms. Pradhan is a student member of IEEE and has worked as a Research Assistant at Montclair State University.

Friday – 10:00 AM – Room 201

## **Financial Technology Entrepreneurship Programs for 21st Century Computer Science and Information Systems Students**

Dr. Jim Lawler and Dr. Anthony Joseph

Abstract: Post-secondary education in entrepreneurship is becoming a critical focus of

computer science programs because of demands of the business community. Few schools of computer science and information systems have a concentration in entrepreneurship in their computing programs. This talk presents a National Science Foundation funded Technology Entrepreneurship concentration in the programs of a leading school of computer science and information systems in the northeast corridor, in which undergraduate and graduate students are beginning to learn the theory and practice of skills needed to be business opportunists and not mere scientists. The program is currently focused on the disciplinary domain of the financial industry and integrates computer science, entrepreneurship and financial analysis on projects for decision-making impacting venture capital, in which students are partnered with angels or mentors in the financial industry. Eventually the program will be focused further on the domains of energy efficiency, health informatics and national security. This talk will benefit instructors in computer science and information systems considering enhancement of computer science programs to be contemporary with the demands of industry.

Bio: Dr. James Lawler is Professor of Information Technology in the Seidenberg School of Computer Science and Information Systems at Pace University in New York City. He is an instructor in customer relationship management (CRM), strategies in e-commerce technologies and web design courses in the graduate division of the school and has lead computer science and technology entrepreneurship presentations at information systems conferences. Dr. Lawler was the co-investigator for the proposal that resulted in funding from the National Science Foundation for the Technology Entrepreneurship program presented in the Talk.

Bio: Dr. Anthony Joseph is Associate Professor of Computer Science in the Seidenberg School of Computer Science and Information Systems at Pace University in New York City. He is an instructor in programming courses in the undergraduate division of the school and is a published researcher in the computer science and engineering fields. Dr. Joseph was the principal investigator for the proposal that resulted in funding from the National Science Foundation for the program presented in the Talk.

Friday – 11:00 AM – Room 210

## Cloud Computing – A General State of the Union

David Soll



Abstract: Cloud Computing is the next logical progression in the computing environment. Though most CIOs and CTOs agree that it is an important component of the future, they typically cannot articulate what it really is or what impact will be made due to the “cloud”. Mr. Soll will provide a definition and overview of where cloud computing is today and where it is headed as well as the underlying technologies.

Bio: David Soll is the Vice President and Chief Technology Officer (CTO) of Omicron Consulting, LLC. and is responsible for the overall technical direction and technology solution set provided by Omicron. Mr. Soll received a BS in Electrical Engineering from Drexel University and has been working in Information Technology for over 30 years, more than 20 of them with Omicron

Consulting. Mr. Soll is currently the Chairman of the Central New Jersey chapter of the IEEE Computer Society and is a senior member of the IEEE. He is also the past Chairman and current board member of the New Jersey chapter of the ACM and a senior member of the ACM. In 2004, David received the prestigious Region 1 award from the IEEE. He also is the founder and current chairman of the TCF Information Technology Professional Conference.

Friday – 11:00 AM – Room 211

## The Zen Approach to Project Management

George Pitagorsky



Abstract: This talk is based on George Pitagorsky’s book *The Zen Approach to Project Management: Working from Your Center to Balance Expectations and Performance*.

Every engineer and every IT professional is involved in projects at one time or another. Project management can be a Zen art, an activity used to perfect performance and to gain insight into one's own behavior. The essence of project management is the ability to adapt skills, tools and techniques to the needs of the moment in order to meet realistic expectations with effective performance. A Zen approach uses techniques and attitudes to enable this while simultaneously reducing stress and improving performance. Participants will learn a key mindfulness and concentration building technique and be able to apply it to improve the way they perform.



Bio: George Pitagorsky is a management consulting and master facilitator and speaker specializing in organizational and individual performance optimization. He has a background in software development and IT, has developed and implemented product development and project management methodologies and has worked as an enterprise architect. He is a recognized expert in project management and engagement management for professional service organizations. George authored *The Zen Approach to Project Management*, publishes the *Breakthrough Newsletter*, is on track to publish *Managing Conflict in Projects* in 2011 and has written and spoken on project management, relationship skills and integrating mindfulness practice and systems thinking into daily life. He teaches meditation at the NY Insight Meditation Center.

Friday – 11:00 AM – Room 201

## Planning for Retirement

Michael Grottola

Abstract: Planning for retirement will present the who, when, what and why of retirement planning geared to baby boomers with engineering backgrounds in education and the workplace. It will begin with a “Self Audit” and present a number of common actions that one should be taking regardless of profession. The body of the presentation will focus on the notion of “Retirement Career” which could be anything from “Fishing” to “Traveling” to “Giving Back” to part time “Gainful Employment” to “Doting on grand children”. Engineering types are uniquely positioned to access a wide variety of possibilities. The presentation would conclude with practical steps, action items and guidelines to take now and in the future to get ready to make retirement the very best it can be.



Bio: Michael Grottola is a Senior IEEE Member joining the society upon graduating from Manhattan College with a BSEE in 1970. All of Mike’s career was spent architecting real time and commercial computer solutions for both military and commercial applications. He is recently retired to his “re-invented” new career as an entrepreneur that positions startup companies and small companies to raise the capital they need to incubate and grow.

Friday – 1:30 PM – Room 210

## A brief history of XML, SOAP and REST

Pat Palmer

Abstract: Since the internet became viable in the early 1980's, programmers were on a quest to be able to distribute software across a network. Until recently, these efforts largely centered on client-server solutions, where "reusable" software on a server could be "called" by programs on client computers. Thus in the 1980's, the Remote Procedure Call (RPC) was born, first in C sockets programming, and then with a variety of specialized wire formats. XML- and SOAP-based web services were initially welcomed, but expectations were pitched perhaps too high by the grand vision of SOA which was never realized, and the REST movement grew in response. This will be a brief history of the several attempts to automate RPC's, up to and beyond. Google's introduction of Protocol Buffers (a new "binary" RPC wire format designed for efficiency) in 2007. In this history, we might begin to see the huge expectations laid up the latest craze, "cloud computing", which is supposed to solve the problems which these many past attempts at distributed computing failed adequately to solve.

Bio: Pat started her computing career in the 1980's as a software developer in AT&T Bell Laboratories. After a decade and half there, she worked in the insurance and pharmaceutical sectors, and taught for a few years at Univ. of Penn. (where she's still a part-time lecturer). Her current job is as a programmer and system administrator for a group of algae scientists,



which much database and web server development work.

Friday – 1:30 PM – Room 211

## Agility, the Cloud, Accountability: What You Can't Know can Kill You

Robert Gezelter

Robert Gezelter Software Consulting



Abstract: Cloud Computing" is often touted as an almost magical answer to all computing problems. At the same time, accountability requirements in all business contexts are rapidly increasing. While day-to-day tasks may seem to evaporate, accountability remains. It does not take a great deal of prescience to note that "the cloud" will not be a satisfactory answer when business commitments are missed, nor will it be satisfactory when legal processes require data production. We will examine what issues must still be addressed when hardware and systems are no longer "hands on".

Bio: Robert Gezelter is a Senior Member of IEEE and an alumnus of the IEEE Computer Society's Distinguished Visitors Program. He holds BA and MS degrees in Computer Science from New York University. He is a contributor to the Computer Security Handbook (2009) and the Handbook of Information Security (2005). He has spoken and written extensively on operating systems, networks, performance, security, tools, and similar areas. Bob is in private practice and maintains his offices in Flushing, New York. He can be reached via his firm's www site at <http://www.rlgsc.com>.

Friday – 1:30 PM – Room 201

## IEEE Member Discounts and Insurance for Computer Technologists

Mila Thelen  
IEEE

**Abstract:** The speaker will inform IEEE members and prospective members that IEEE offers members the opportunity to access essential products and services at negotiated rates. The Institute sponsors a suite of personal insurance products, but also a highly customized Professional Liability Insurance product for engineers. Recently, a general liability option was added for computing engineers who work from home. IEEE member discounts include Mozy.com, HP small business products and Dell products.

In addition, the audience may be interested to know we also offer discounts on moving and storage, car rentals, and FedEx and copying services.

Friday – 2:30 PM – Room 210

## SQL Server 2008 R2 and Beyond

Joe Mozelesky  
Omicron Consulting



**Abstract:** This session will provide an overview of new features in Microsoft SQL Server 2008 R2 and the SQL Server 2008 R2 Feature Pack, as well as a

sneak peak at the many new features of the upcoming SQL Server “Denali” release. SQL Server and the ecosystem of tools around it have continued to grow and become both more sophisticated and more accessible. We will look at the new Report Builder 3.0, Reporting Services integration with SharePoint, PowerPivot – an in memory OLAP engine add-on for Excel, as well as the new integrated IDE for Denali hosted in the Visual Studio 2010 shell. We will also cover a few new performance optimizations including column-based query acceleration.

**Bio:** Joe Mozelesky is presently a Partner at Omicron Consulting, a regional Microsoft solutions provider specializing in SharePoint and Business Intelligence, where he focuses on solution architecture and technology evangelism. He has a background in both consulting and commercial product development and was formerly Chief Product Architect at Moda Technology Partners, where he architected, designed and helped bring to market an environmental monitoring product involving wireless ruggedized tablet PCs and complex device integration over RS-232, ModBus, and WinCE interfaces. He is co-inventor on a patent of an environmental monitoring process. He has worked on and has diverse past experience in UAV technology for the US Navy, accounting software product strategy, startup formation, venture funding, and entrepreneurship. In addition to Microsoft technologies and .NET development, he enjoys working with Wordpress, blogging and building websites; with a growing interest in Windows Phone development.

Friday – 2:30 PM – Room 211

## What IT Professionals Should Know About Computer Forensics

Rebecca Mercuri  
Notable Software



**Abstract:** This talk will overview some of the caveats that IT Professionals need to keep in mind when dealing with computers that could contain potential evidence material in civil disputes or criminal matters. Although digital data is ubiquitous to everyday business life, computer forensics involves much more than simply recovering and reviewing files found on electronic media. Overzealous staff can easily damage or destroy critical computer data and metadata if they perform routine IT procedures (such as with standard back-up tools). Instead of protecting their business with their efforts, they may actually be opening the organization to liability, if they do not fully understand when to take equipment out of service and impound it for subsequent proper forensic investigation. Issues related to triage processes, chain-of-custody, and the Federal Rules of Evidence will be described in detail, using illustrative examples from actual casework.

**Bio:** Rebecca Mercuri is the lead forensic expert at Notable Software, Inc. <[www.notablessoftware.com](http://www.notablessoftware.com)>, the company she founded in 1981. Her caseload has included matters involving contraband, child endangerment, murder, computer viruses and malware, wrongful work termination, class-action suits, copyright and patent infringement, and election recounts (most notably Bush v. Gore). She received her Ph.D. from the University of Pennsylvania's School of Engineering and Applied Science, after having defended her Doctoral

Dissertation "Electronic Vote Tabulation: Checks & Balances" coincidentally in the month before the 2000 Presidential election. Dr. Mercuri has provided formal testimony and comment to the House Science Committee, the U.S. Commission on Civil Rights, the Election Assistance Commission, the National Institute of Standards and Technologies, the U.K. Cabinet, and numerous state legislatures and municipal bodies.

Friday – 2:30 PM – Room 201

## Career Planning: challenges and opportunities in a recovering economy

Ernest Schirmer  
Acentech

**Abstract:** The events of the past two years have affected more lives and careers than at any other time since the 1930s. As the job market continues its slow recovery there will a mix of challenges and opportunities for those seeking to join, re-enter or advance their careers. Some would describe the changes as exciting while, at the same time, others are concerned about the competition. This presentation will give an overview of how to address the recovering job market, where to find recent salary surveys, and techniques for handling the emotional aspects of a job search.

**Bio:** Mr. Schirmer is the managing director of Acentech's mid-Atlantic office located in Treose, Pennsylvania. Acentech is a 60-year-old firm with headquarters in Cambridge, Massachusetts providing consulting services in architectural acoustics, mechanical systems noise and vibration control, audiovisual systems design and

information technology infrastructure. Previously he was Vice President for Technology Consulting with Syska & Hennessy Co. in New York City, director of I.T. Infrastructure Design with CUH2A in Princeton, New Jersey and a senior associate with Shen Milsom & Wilke in New York City. Mr. Schirmer has earned degrees in electrical engineering technology, business administration, economics and an holds an MBA in marketing and information systems from Binghamton University.

Friday – 3:30 PM – Room 210

## Application Development for Social Networks

Michael Redlich  
ExxonMobil



Abstract: Social Network websites such as Twitter, Facebook, and LinkedIn have emerged over the past few years and have gained popularity as a means of keeping in touch with current friends and reconnecting with old friends, classmates, and colleagues.

Developers have also been jumping on the social network bandwagon. There are APIs for Facebook and Twitter, for example, such that developers can create their own custom applications and for users to access their favorite social network(s) on their mobile devices. How many of you have a BlackBerry, iPhone, or Droid with a Twitter, Facebook, and/or LinkedIn application installed on it?

This seminar will discuss social network integration along with a source code review of a small sample application using the Twitter API

and/or the Facebook API to demonstrate what you, the developer, can create.

Bio: Michael Redlich is a currently a Senior Research Technician at a petrochemical research organization in Clinton, New Jersey with extensive experience in developing custom web and scientific laboratory applications. Mike also has experience as a Technical Support Engineer for Ai-Logix, Inc. where he provided technical support and developed telephony applications for customers. He has been a member of the Amateur Computer Group of New Jersey (ACGNJ) since 1996, and currently serves on the ACGNJ Board of Directors as Past-President. Mike has also been facilitating the monthly ACGNJ Java Users Group since 2001. His technical experience includes object-oriented design and analysis, relational database design and development, computer security, C/C++, Java, and other programming/scripting languages. Mike has co-authored a number of articles with Barry Burd for Java Boutique. He has also conducted seminars at Emerging Technologies for the Enterprise since 2008, Trenton Computer Festival (TCF) since 1998, TCF Professional Conference since 2006, and other venues including Princeton Java Users Group, Capital District Java Developers Network, and New York Software Industry Association (NYSIA) Java Users Group. Mike serves as a Coordinator of the company's Science Ambassador program where he has conducted numerous science demonstrations and served as a science fair judge for various elementary schools in central New Jersey. Mike holds a Bachelor of Science in Computer Science from Rutgers University.

Friday – 3:30 PM – Room 211



## Engaging the Enemy

Gary Clayton



**Abstract:** There is resistance - and then there is obstruction. Every project and department manager can expect to encounter resistance: resistance to change and resistance to his or her

authority. After all, change can be tough and we depend on a certain amount of stability to make sense of our lives and navigate comfortably through our daily activities. But what signs tell us that passive resistance is turning into willful obstruction that can kill our projects? And what can we do to combat this? Gary will draw upon his 30+ years of project and departmental managerial experience to paint employee and client scenarios and discuss options. Audience participation is welcome.

**Bio:** Gary coaches project leaders and executives to achieve their goals in difficult project and organization environments. He has been an electronics engineer, management consultant, VP of IT, Director of Consulting Services for the Americas for a NASDAQ-listed software company and coach to managers and CEOs. Gary has many years experience in developing and leading globally dispersed organizations and project teams. He has been “dropped” into the leadership of several runaway projects and out of control organizations.

Gary and his teams have worked with over 70 corporations and agencies, ranging from the FAA, AMP and Unisys to Fannie Mae, Black & Decker and Kellogg. His projects have included nationwide reassignment of VHF/UHF flight-control frequencies in the US, modeling electronic threat systems performance for military war gaming, developing software life-

cycle methodology training courses for Andersen Consulting (now Accenture) and leading multiple global software implementations.

Gary has a BSEE and a Masters in Organizational Management and Development. He leads Empowerment Partners LLC, which provides leadership and life skills consulting and coaching to executives and their teams.

Friday – 3:30 PM – Room 201

## Essentials of Effective Communications in Workplace - Beyond Basics

Bala Prasanna



**Abstract:** Talking up - Have you noticed the difference in effectiveness when you ask your colleague or a direct report-"Can you do this by Friday?" vs

"Please get this done by Fri", or "I will try to do this" vs "I will do this". If you are a mentor, are you likely to be more effective when you say, "Have you considered this for a solution", rather than, "You should do it this way" approach. These and many other examples will be discussed to get ourselves more effective and productive.

**Bio:** Bala Prasanna works as program manager in IBM. Prior to that, he held various technical and management positions in AT&T/Bell Labs for over 22 years. He is also an IEEE senior member and an active IEEE volunteer as a national speaker and region 1 treasurer. His mantra to his audience has always been, go after excellence in what you do, and success will be a bye-product.