WINTER 2008
GOING GLOBAL

Jack Boyle (UC '78)
2008

UPCOMING ALUMNI EVENTS

JANUARY
- Dinner for North Shore Alumni

FEBRUARY
- Career Development Workshop
- Sarasota, Florida Luncheon
- Naples, Florida Luncheon
- Red Sox versus Northeastern
- Fort Myers, Florida

MARCH
- West Palm Beach, Florida Luncheon
- Northeastern Winter Golf Classic
- Boca Raton, Florida
- Sigma Speaker Series, followed by membership meeting
  March 12, 6:00–6:45 p.m.
- Sigma Student Outreach and Networking Evening
- Dinner for South Shore Alumni

APRIL
- Sigma Speaker Series, followed by membership meeting
  April 9, 6:00–6:45 p.m.
- First Aid/Wellness Program (Ashland)

MAY
- Sigma Initiation Reception and Ceremony
- Graduation and Alumni Event
- Cape Cod Luncheon
- Boston Luncheon
- Alumni Travel: Greece
  (See page 21 for more information.)
OFFERING A WORLD OF PRACTICAL EXPERIENCE

DEAN HOPEY ON
Facilitating Access to Global Market Opportunities

We live in an increasingly global economy and society. Time zones, geography, and language are no longer barriers to multinational business operations, cross-cultural collaborations, or international friendships. It is in this environment that Northeastern’s School of Professional and Continuing Studies (SPCS) fulfills its obligation to provide students with the skills and experiences that will enable them to compete and contribute to the world at large.

Inherent in the mission of the School of Professional and Continuing Studies is its commitment to making a quality education readily accessible to working professionals and adult learners. According to the School’s Vice President and Dean Christopher E. Hopey, Ph.D., international programs are a significant facet of this mission.

“It’s not just access in terms of convenient scheduling and tuition structure that we’re talking about,” explains Hopey. “It’s access to other cultures. The students we certify must be prepared for the world in which they are going to work and live.”

Through a broad range of international educational opportunities, the School promotes the development of global perspectives for all students, faculty, alumni, and friends.

“We have three core strategies connected with international,” explains Hopey. “First, we want to internationalize our college. Our goal is to bring people from around the world to SPCS to experience our programs, which we feel are the best. Second, we believe all students should have international experience due to the global economy in which they live and work. Lastly, part of our mission is to work with alumni and friends in lifelong learning. We accomplish this by offering meaningful opportunities to travel and study abroad.”

Among these opportunities are the School’s Short-term Education Abroad (SEA) programs, which are specially designed for working professionals. Ranging from one to two weeks, these innovative travel programs combine academics, in-country specialists, and sightseeing, and are an enhancement to certificate, degree, online, and other SPCS programs.

Hopey notes that one upcoming SEA program, “Peru and the Business Environment of Latin America,” is intended to familiarize students with the business and cultural practices of Latin America. Prior to the trip, students meet three times and read advance materials. After returning to Northeastern, they prepare a research paper.

World Language Center

Whether studying abroad or working in a multinational organization, language is essential. Being multilingual is therefore a distinct competitive advantage for any student looking to pursue a career in the global marketplace.

“The world is changing dramatically every day,” asserts Hopey. “In developing these programs, our philosophy is that what you learn today, you can use tomorrow.”

Under the School of Professional and Continuing Studies, the World Language Center is expanding. The center now has 24 full-time faculty, and enrollments are growing. With several new languages added this year, we now offer 34 languages that range from French and German to Japanese and Swahili.

Global Pathways

Among the international programs offered by the School of Professional and Continuing Studies is “Global Pathways.” This unique program offers international students the opportunity to experience life at a top American university while preparing for a U.S. bachelor’s or master’s degree.

SPCS has partnered with Kaplan, Inc., to recruit international students for this program, which currently includes approximately 350 participants from locations such as Buenos Aires, São Paulo, Kyoto, Shanghai, Bangalore, Mumbai, Tokyo, Cape Town, and Tunisia.

On the importance of recruiting internationally, Hopey offers, “It’s a fundamentally richer experience when you have students from other countries in the class. Many of our students will be working in international companies, so access to a broad range of cultures and ways of thinking results in a richer educational experience.”

The nine-month Global Pathways program offers specialized areas of academic study along with intensive English language training and university-study skills preparation. What is especially appealing about this program for international students is that it is not merely a preparatory program. Students actually start earning credits toward a degree. Those who successfully progress through the Global Pathways program are admitted to Northeastern to continue their education.

Within Global Pathways, SPCS offers an NU in Australia Program for students who are interested in attending Northeastern, but who may or may not have been accepted into the full-semiter freshman class. Designed with international partner Swinburne University of Technology located in Melbourne, Australia, the NU in Australia Program is essentially a semester abroad during which students earn credits that they can apply to winter entry at Northeastern or another college of their choosing.

The program kicks off in Massachusetts with a three-day orientation and training session that features team building, preparation for study abroad, and Northeastern orientation. Following those three days, the students board a plane to Australia along with a Northeastern representative and a graduate student who help to ensure that students have the best possible study-abroad experience. The first NU in Australia Program is now in progress, and SPCS is looking to expand the program to other locales in Europe and South America as well.

International Partnerships

In addition to bringing students to Boston, Hopey reports that the School of Professional and Continuing Studies is partnering with a number of colleges and universities across the globe to bring Northeastern’s practice-based learning model to students in other countries.

“We are seeing more countries that are interested in adopting a U.S. educational model—one that is more practice-based, vocational, and designed to facilitate access for a range of students,” explains Hopey.

One of the most successful partnerships thus far is with Swinburne University of Technology in Melbourne, Australia. Through this partnership, students earn a dual degree—a Master of Business Administration in International Business and Accounting from Swinburne and a Master of Science in Leadership from Northeastern. All classes take place in Australia, including those taught by Northeastern faculty.

“In developing these programs, our philosophy is that what you learn today, you can use tomorrow.”

The program currently has 100 students who hail primarily from India, China, Malaysia, and Australia. The international student population is a result of Swinburne’s far-reaching recruitment effort. In fact, the dual degree has become one of their most popular programs. Feedback from students and faculty has been tremendously favorable, leading to discussions on replicating the program in other countries such as England and Argentina. In addition, SPCS is looking to offer programs worldwide, and is now in talks with leading colleges in Greece and Russia.

Whether through creative programs like Global Pathways, resources like the World Language Center, or strategic partnerships with world-class schools like Swinburne, SPCS provides U.S. and international students with the skills and knowledge needed to compete successfully in the global marketplace.

“By facilitating and brokering connections internationally,” concludes Hopey, “we can offer practical exposure to the world.”
You need something for your head, and you need to keep going," as CEO, he grew the company from concept to a $6 million run rate in just two and a half years. He was appointed chairman of the board in 1998, and completed the successful sale of the company to ADT Telecommunications in 1999.

Prior to Saville Systems, Jack served on the senior management team at Telico, a provider of network and budgeting workforce management applications, and grew the company from 15 to 600 employees with $375 million in revenue.

Activity Monitors: Activity monitors aim to prevent virus infection by monitoring for malicious activity on a system, and blocking that activity whenever possible.

Asymmetric Warfare: Asymmetric warfare is the fact that a small investment, properly leveraged, can yield incredible results.

Backdoor: A backdoor is a tool that is installed after a compromise to give an attacker easier access to the compromised system around any security mechanisms that are in place.

Botnet Economics: The financial incentives that enable bot herders to monetize their botnet activities.

Cache Clamping: Cache clamping is the technique of tricking a browser to run cached Java code from the local disk, instead of the internet zone, so it runs with less restrictive permissions.

DDoS: Distributed denial of service.

Honeymonkey: An automated system that simulates a user browsing websites. The system is typically configured to detect websites that exploit vulnerabilities in the browser. Also known as “Honey Client.”

Log Clipping: Log clipping is the selective removal of log entries from a system to hide a compromise.

Malicious Code: Software (for example, a Trojan horse) that appears to perform a useful or desirable function, but actually gains unauthorized access to system resources or tricks a user into executing otherwise malicious logic.

Malware: A generic term for a number of different types of malicious code.

Phishing: The use of emails that appear to originate from a trusted source to trick a user into entering valid credentials at a fake website. Typically, the email and the website look as if they are part of a bank with which the user is doing business.

Ping of Death: An attack that sends an improperly large ICMP echo packet (“ping”) with the intent of overflowing the input buffers of the destination machine and causing it to crash.

Polymorphism: Polymorphism is the process by which malicious software changes its underlying code to avoid detection.

Scavenging: Searching through data residue in a system to gain unauthorized knowledge of sensitive data.

Session Hijacking: Taking over a session that someone else has established.

Trojan Horse: A computer program that appears to have a useful function, but also hides and potentially malicious function that works security mechanisms, sometimes by exploiting legitimate authorizations of a system entity that invokes the program.

Virus: A hidden, self-replicating section of computer software, usually malicious logic, that propagates by infecting or inserting a copy of itself into and becoming part of another program. A virus cannot run by itself; it requires that its host program run to make the virus active.

War Chalking: War chalking is marking areas, usually on sidewalks with chalk, which receive wireless signals that can be accessed.

War Dialing: War dialing is a simple means of trying to identify modems in a telephone exchange that may be susceptible to compromise in an attempt to circumvent perimeter security.

War Driving: War driving is the process of travelling around looking for wireless access point signals that can be used to get network access.

Worm: A computer program that can run independently, can propagate a complete working version of itself onto other hosts on a network, and may destructively consume computer resources.

According to Jack, “Expansion to Ireland gave us the benefits of a corporation with a significant tax advantage. Because we have a lot more people, we earned greater revenue. It was also a great entry into Europe. Eventually, we expanded to Asia and then Australia.

In talking about the challenges of running a multinational operation, Jack explains that the key to success is, “Getting the right people in place—get people in the geography. You need people who have local knowledge and local background. Because the way you do business in China is different from the way you do business in Japan.” He adds, “You also need to have confidence in these people running Europe and Asia for you.”

Jack took Saville Systems public in 1999 and completed a secondary offering in 1996, splitting two times. He was appointed chairman of the board in 1998, and completed the successful sale of the company to ADT Telecommunications in 1999.

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In today’s globally connected and computer-driven society, it is no surprise that cyber crime is on the rise. In fact, Shawn Henry, deputy assistant director of the Cyber Division at the Federal Bureau of Investigation (FBI) was recently quoted in an InfoWorld article (“Global co-op feeds FBI’s botnet fight” — June 14, 2007) as saying, “Cyber crime is our number three priority behind anti-terrorism and counter-intelligence, and we devote a lot of resources to it. Director Mueller sees it as a significant criminal problem and is very supportive of our efforts.”

While most computer users are aware of cyber crime, the majority of us have no real understanding of the scope of this daily threat. In fact, you could be unknowingly aiding and abetting cyber criminals right now as part of a botnet. “What’s a botnet?” you ask. Understanding what botnets are and keeping the Internet bad guys at bay is the work of data security companies like Arbor Networks. Jack Boyle (UC ’78) is CEO of Arbor, a company that researches next-generation cyber threats and develops solutions that prevent network attacks.

“Today, there are security challenges on a number of fronts—all businesses are at risk, there are problems of integrity, and there are service disruptions,” explains Jack.

Data security challenges are compounded by the global nature of the Internet. As networks are extended, criminals can easily victimize unsuspecting computer users in a different region of the world with little fear of being caught. Law enforcement is challenged in policing these crimes across jurisdictions, particularly when the technology enables the perpetrators to operate anonymously.

So what is a “botnet?”

A botnet is composed of many computers that are each remotely controlled by computer hackers without the owners’ knowledge. With enough PCs under its control, a botnet can have a substantial amount of firepower. Imagine that a criminal gang has control of 100,000 PCs and has programmed them to simultaneously send junk messages toward a single Internet address for a business. The criminals could effectively take that site offline. They would then extort that business by offering to end the attack. This is called a “distributed denial of service” attack, or a DDoS.

Arbor Networks coined the term “botconomics,” which Jack explains, “describes the financial incentives that are out there for the bad guys. Our role is to protect against that.” He advises companies trying to figure out the security question to “make sure there is a focus on it in the company. It can happen to anyone.”

As he explains, networks are changing. “It used to be that networks were all closed systems. Now, there are all these open networks. People are taking laptops home and accessing the network with a variety of wireless appliances, so the challenges on the security side are substantial.”

Arbor Networks is headquartered in Lexington, Massachusetts, with a research and development office in Ann Arbor, Michigan; EMEA headquarters in London; and Asia operations in Beijing.

“The people in our organization are very smart,” notes Jack. “We’ve been successful for several reasons, but one in particular—there is tremendous intellectual capital in our company. In fact, our R&D office in Ann Arbor was founded by a team of Ph.D.s from the University of Michigan.” This team developed the company’s patented technology through five years of pioneering network security research under a Defense Advanced Research Projects Agency (DARPA) grant.

In addition to the company’s deep expertise, Jack says Arbor has been successful because “we’ve been able to penetrate the Internet service provider market—we work with nearly 70 percent of the major service providers globally.”

While progress is being made in the global cyber crime arena, there is much work still to be done. Arbor Networks’ Chief Research Officer Danny McPherson was quoted in the June InfoWorld article as saying, “It’s good to see that there is more global information sharing going on, and that local governments are taking responsibility for cleaning up their own backyards. But, with millions of bot hosts and more than 90 percent of those outside the United States, I think they’re still only putting a tiny dent in the problem at this point.”

Jack Boyle, who grew up in the Mattapan section of Boston, earned an associate degree (UC ’76) and a Bachelor of Science in Business Administration (UC ’78) at Northeastern’s University College, while working full-time for New England Telephone Company. While in school, he was married with four children. During his last year at UC, he attended classes five nights a week. By the time he graduated, Jack had advanced within the telephone company from climbing telephone poles to the level of supervisor, and was ultimately promoted to district manager in Rhode Island. Eventually, he moved on from the telephone company to Telic, where his career in international sales took root. In the late 1990s, Jack delivered several speeches at Northeastern on the global aspects of business. He now resides in Dover, New Hampshire.

THE GIFT OF EDUCATION CAN OFFER A STUDENT A FUTURE FILLED WITH OPPORTUNITY.

Andre Laus, University College ’69 graduate, started the Spirit Scholarship Fund for that reason. The fund supports part-time and evening students.

“When I was in school, I was working full-time, supporting a family, and trying to secure a college degree. Much of the time, I was just one step ahead of the bursar in paying for my tuition. But, the degree opened doors that have made all the difference in my career. It is a privilege to give back and make sure there is a helping hand for the next generation of students who need a degree just as much as I did.”

At the School of Professional and Continuing Studies, the number one reason students do not finish is financial hardship—they can no longer afford to pay their tuition or their employers can no longer contribute. Students who have stopped their education due to financial issues have an extremely difficult time restarting their education. Please help us pass along the gift of education by supporting the Spirit Scholarship Fund. For more information or to make a donation, contact Carla Kindt, director of Development, at 617.373.2724 or c.kindt@neu.edu.
Tom Burke (UC '57) — A Remarkable Career in International Marine Transportation and Port Security

C. Thomas (Tom) Burke (UC '57) was appointed executive director of the Seaway Port Authority of Duluth, Minnesota, in 1969, becoming the youngest port director in the nation. For many, this would be the ultimate professional achievement. For Tom, it was but one step on the path to becoming a prominent international marine transportation and port security expert, with a legacy of public service that is likely to endure for centuries.

In Duluth, Tom honed his port management abilities and labor negotiation skills. He would draw upon these important attributes throughout his career, but never more so than when he served as commissioner of the Panama Canal Study Commission, the U.S. Department of State, a post to which he was appointed in 1990.

The commission was formed to create a roadmap for the transfer of control of the Panama Canal back to the Republic of Panama, and to provide recommendations on how to run the Canal and prepare it for the future. Tom was instrumental in delivering the $20 million Tripartite Study (Panama, Japan, and the United States) on time and under budget. The study included a recommendation for a third set of locks to support future shipping and transportation demands. Today, that study is the basis for the current canal expansion program.

At the time, despite many of the fears expressed by those who thought turning over control of the Panama Canal would be disastrous for the United States, Tom was confident of a mutually agreeable conclusion. He recalls, “The State Department gave me support, and I knew the Panamanian ambassadors. We were working in the same direction, so it was easy.”

In 1994, President Bill Clinton personally thanked Tom for his distinguished service: “Your dedication and expertise guided the study to a successful conclusion and produced an historic document that assures the commerce of the world continues safe and timely transit through the Panama Canal well into the 21st Century.”

In addition, Republic of Panama President Guillermo Endara commended Tom for “diplomacy in guiding the Panama Canal Study Commission to a thoughtful, commercial, and ecological conclusion.”

“The Panamanians running the Canal are doing an excellent job,” adds Tom. “We ran it as a government agency, but they run it as a business and are making money at it.”

After the completion of the study in 1995, Tom continued as an advisor to the United States on Panama Canal affairs until the official turnover of the Canal to the Republic of Panama at noon on December 31, 1999.

The Politics of His Success

At an early age, Tom acquired an understanding of politics and an interest in transportation from his father, who worked for the Delaware & Hudson Railroad and who was active in the local political community in Albany, New York, where Tom grew up.

In pursuit of a career in transportation, Tom quickly discovered Northeastern University, which at the time was the only major university offering a transportation degree. Tom recalls, “When I would tell people I attended Northeastern, they would try to correct me, saying, ‘You mean Northwestern, don’t you?’ That doesn’t happen any more.”

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Tom with former Massachusetts Governor and 2008 republican U.S. presidential candidate Mitt Romney.
BELGIUM
Mike Noens is a Belgian national who returned to Belgium after completing his studies at Northeastern. He joined the family business, an import/export company working with Africa and the Middle East. In 1998, Mike received a major, three-year contract to service and program robots. Today, the company specializes in the integration of industrial robots in production/assembly lines. (Mike sent a photo of a project he delivered last year to a major Belgian brewery, Palm Breweries, where his company installed two robots for handling empty and full kegs with a vision system.)

LEBANON
Antoine J. Mazraany graduated from University College (UC) in 1984 with a degree in business administration. He then took a job with Middle East Airlines in Beirut, Lebanon. However, due to the unstable political situation, Antoine moved to Dubai to work as a management consultant. He then returned to Beirut to earn a Master of Science in Economic Policy and a Ph.D. from the State. Currently, Antoine is a financial analyst. When reflecting on Northeastern, he notes, “My favorite professors and advisors were: Gretchen Thompson Ayoub, Walter Kearney, and Joseph Suzenski.” He also mentions that a good friend of his is Sandra Dunphy, a Northeastern staff member. “I would love to get in touch with my old colleague, as I would like to make new friends who are currently studying at Northeastern. The University is my home away from home.”

GREECE
Nikolaos Paterakis lived in the United States for 10 years, but always wanted to return to Greece. He is the CEO at Paterakis Group, which operates three hotels and currently has two more under construction.

KENYA
Cathryn Mbugua returned to Kenya, her birthplace, after studying at Northeastern University. A banker for Equity Bank in Africa, Cathryn says of her studies at Northeastern, “The education I received has been fundamental to my growth and understanding, and has opened doors in the financial industry.”

CYPRUS
Andreas Paraskeva returned to Cyprus, his home country, after studying at Northeastern. He is now working with Nielsen Research as a field manager for Customized Research, handling projects in Eastern Europe, the Middle East, and Africa. Andreas is married and has two children.

When you think of Northeastern University’s School of Professional and Continuing Studies, you may envision Massachusetts or the United States. However, our alumni represent intriguing places around the world or work for companies that offer international opportunities. Here is a sampling of stories from alumni across the globe.

At the School of Professional and Continuing Studies, we welcome, value, and support international students. That is why we are committed to providing international students with English language training, acculturation, and academic support—thereby giving them the best possible opportunity to achieve their goals.

I want to hear from international students who are interested in coming to Northeastern and from international alumni around the world. In addition to exchanging information on the School’s international ventures, I would love to explore new opportunities. Please contact me at p.plunkett@neu.edu.

Patrick Plunkett, Senior Associate Dean for International Engagement.
**Graduation Brunch**

On August 26, the School of Professional and Continuing Studies held a luncheon for all fall graduates at The Boston Marriott Copley. Paul Harrington, Associate Professor, School of Education, gave the keynote address. The event also included an awards presentation to recognize graduating students who earned the highest quality point average in their respective programs.

**Alumni Reception**

North Shore alumni attended “An Evening with Dean Hopey” on October 10 at Ristorante Molise in Wakefield.

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**Awards’ Recipients**

The School of Professional and Continuing Studies held a reception on September 6 to honor 2007–2008 scholarship recipients.
Helping Part-Time Students Become College Grads

How Scholarships Can Make the Difference

Ask anyone who has earned a degree part-time about his or her educational experience and you are likely to gain a new appreciation of that achievement. Completing a degree part-time is challenging. A number of factors, including family and work obligations or limited financial resources, can deter part-time students from attaining their educational goals. Northeastern University’s School of Professional and Continuing Studies (SPCS) understands these challenges, and is committed to making a quality college education accessible to all who wish to earn a degree.

Many part-time students believe that they will not qualify for financial assistance if they are not enrolled full-time. Therefore, they are often surprised, excited, and relieved to learn that SPCS and the Lowell Institute School offer numerous financial aid options to part-time students. These include scholarships that are awarded each year to students based on their achievement. Completing a degree part-time is about his or her educational experience and quality college education accessible to all who wish to pursue a degree. In fact, Javier is almost there. “After my bachelor’s degree, I want to pursue an MBA,” he adds. “If I can do this, I can definitely earn an MBA.”

Today, Javier is an equipment application specialist responsible for employees on-site courses in business administration taught by Northeastern professors. When Varian decided to open up the course to his company, Javier took his first Northeastern program. Thus began his quest for a bachelor’s degree. Born in Peru, Javier immigrated to the United States as a child and grew up in New Jersey. The manufacturing company that transferred him to Massachusetts was located next to Varian Semiconductors on the North Shore of Massachusetts. At that time, Varian was offering its employees on-site courses in business administration taught by Northeastern professors. When Varian decided to open up the course to his company, Javier took his first Northeastern program. Thus began his quest for a bachelor’s degree.

With just 11 courses to complete, Javier will soon be ready to pursue an MBA.

JAVIER NOGUChI PURSUING A BACHELOR OF SCIENCE – MANAGEMENT, RECIPIENT OF THE H. PATRICIA TAYLOR SCHOLARSHIP

Javier Noguchi is currently 11 classes away from earning a bachelor’s degree in management—a goal he has been working toward part-time for the past 15 years. During this time, Javier has experienced quite a few life changes. He started out in New Jersey working in manufacturing. After relocating to Massachusetts, Javier married and started a family—his two children are now nine and six. Then he went through a divorce, and now is responsible for the care of his mother. “It’s difficult to take classes part-time because life takes priority over professional development,” explains Javier. “When I’m with my kids, they are my priority.” However, he has not given up on his goal of earning a bachelor’s degree. In fact, Javier is almost there. “After my bachelor’s degree, I want to pursue an MBA,” he adds. “If I can do this, I can definitely earn an MBA.”

Helen Wu PURSUING A BACHELOR OF SCIENCE – FINANCE AND ACCOUNTING, RECIPIENT OF A UNIVERSITY COLLEGE ALUMNI SCHOLARSHIP

With just 10 courses left to complete, finance and accounting major Helen Wu is on track to earn a bachelor’s degree in the summer of 2008. As with many SPCS students, Helen has always maintained the goal of completing her education, despite balancing a hectic schedule of work and home obligations.

Currently, she works full-time as an accountant, while raising two sons, ages seven and four. Helen readily admits, “It’s very difficult and stressful to balance both work and home life with study. Properly utilizing your time management and organizational skills is always challenging.”

In 1999, Helen and her husband married and immigrated to the United States. Before coming to Boston, she had acquired a year of experience as an elementary school teacher. Upon arriving here, however, she did not know which career field to pursue. “I have a strong desire to learn and grow,” Helen explains, “so I decided to go back to college. In 2000, I landed my first job in a financial institute, where they offered me tuition reimbursement for all work-related courses. I found that the finance field was an ideal match for me.”

Discovering her strength in finance, Helen decided to pursue a degree in finance and accounting. Her schedule is a bit of a juggling act. After work, she usually takes evening classes one or two days per week, and reserves weekends for research and assignments. Her workload and class format—both on-site and online—are dependent upon her work and family schedule.

“I chose Northeastern because my brother-in-law, sister, and cousin all graduated from the University and highly recommended it to me,” explains Helen. “Since I work in downtown Boston, it’s quite convenient for me to commute from work-school-home and saves me a lot of time! And, with my busy schedule, time is a big concern.” In the fall of 2002, Helen started taking courses. Due to financial and personal issues, she took a lengthy break from her studies following the winter of 2003. She returned to classes four years later, in early 2007. What made it possible for her to resume her education was the University College Alumni Scholarship that she received in 2007. Explains Helen, “The scholarship has enabled me to accomplish all these activities while enjoying the Northeastern experience.”

Two months ago, she was named to the dean’s list for excellent academic achievement with a 3.75 QPA. “I was so proud to show that letter to my sons,” she remembers. “I want to be a good example for them.”

Helen also recognizes that the support of her family is very important. “I would like to thank my husband and mother-in-law who have supported me all these years. Without their help and understanding, I don’t think my school achievement would have happened.” To students who may be reluctant to pursue their educational goals due to financial and time constraints, Helen advises, “Set your goal and go for it. Don’t let one or two road blocks stop you. It’s always better tomorrow. Everyone has the ability to make anything possible!”

2007-2008 Scholarship Recipients.

CHERYL LEON PURSUING A BACHELOR OF SCIENCE – LEADERSHIP, RECIPIENT OF A UNIVERSITY COLLEGE ALUMNI SCHOLARSHIP

Cheryl Leon grew up in Peabody, Massachusetts, and moved to Revere upon marrying. After being a stay-at-home mom and homemaker for 20 years, she went through a divorce and entered the workforce with no college degree. “I understood the importance of a college education, even at the ripe old age of 38,” she recalls.

So that end, Cheryl enrolled at Northeastern University in the School of Professional and Continuing Studies’ 18-month Mid-Career Degree Completion Program, where she is now pursuing a Bachelor of Science in Leadership. The program is presented in a cohort format, in which all coursework is completed with the same group of students.

The Cohort program is so flexible that I attend class one weeknight on campus and every other Saturday on campus and the rest of the class time is online,” explains Cheryl. “It will allow me to graduate with a bachelor’s degree in 18 months and still work full-time. I am pursuing my Bachelor of Science in Leadership with a long-term goal of attending law school.”

Regarding the scholarship that enabled her to pursue her education without sacrificing her primary focus—her family—Cheryl confides, “I was extremely overjoyed and very grateful. I have dedicated my life to raising foster children and my own children. In order to commit full-time to these children, I never worked outside the home.”

“Currently, I landed a great job as a paralegal at Revere City Hall,” she adds. “I work full-time, attend college full-time, and still have the daily responsibilities of a mother with three children. My oldest son is 14, my daughter is 12, and my youngest child is 9 years old.”

Cheryl’s approach to managing the demands of a full-work-life-school schedule is all in the planning. “It’s about balance, creating my schedule, and prioritizing your time,” she notes. “I want to be a good role model to show my children the importance of a college education. I have always held the belief that nothing is impossible. You just need a plan to execute.”

On what motivates her, Cheryl explains, “I had gone through a divorce and still found a way to keep my head above water. My children needed me to be strong and set a good example, and the scholarship helped make this possible.”

www.spcs.neu.edu
And so, in November 2004, he founded Monte Christo Ministries (MCM). The focus of MCM is to help move the poor and underprivileged in South Africa’s Paarl Valley and surrounding areas from a life of hopelessness and survival to stability, success, and significance. The Christian-based organization ministers to the poor “in order to remove the barriers that hinder spiritual transformation, health, education, and economic progress.”

It is important to understand the immense needs of the region that MCM serves—from crime, poverty, unhealthy living conditions, and human abuses to the increasing devastation from the HIV/AIDS pandemic. At the end of last year, nearly 23.5 million South African adults and children were living with HIV/AIDS. Moreover, an estimated 2.2 million deaths in the region last year were attributed to AIDS. These are the challenges that MCM courageously addresses.

MCM is oriented to raise up a leadership team of South Africans so that they can change their own future. In this battleground of poverty and illness, it is Tom’s belief that success will occur “by empowering people, not by loading planes with food and money.”

To achieve its long-range objectives of sustainability and spiritual transformation, MCM focuses on four key ministries: Leadership/Discipleship, Camping/Retreat, Sports, and Basic Needs. “We are certainly biblically based and use ministry tools,” explains Tom. “But until you provide food and offer a change in basic needs, you can’t get a change of heart.”

An Entrepreneurial Spirit

One of the most unique and fascinating aspects of Monte Christo Ministries is its sustainability strategy. To support this strategy, MCM has created a variety of businesses that both employ and supply resources to the people of the Paarl Valley. Among these is a European-style coffee shop that is staffed by South Africans from the area’s communities and townships. It is structured like a restaurant learning center, with employees learning skills like table service, management, kitchen, and menu development. According to Tom, “The money goes back into the ministry, like micro-enterprising within an organization.”

In South Africa, one of the immediate rewards for Tom and Patti in South Africa and began to apply his entrepreneurial skills once more with Monte Christo Ministries (www.montechristoministries.com), a groundbreaking charitable organization founded in 2004 by entrepreneur Tom Gay (UC ’67).

After starting up and selling two successful technology companies during the 1980s and 1990s, Tom was contemplating his next step, which he said was “in response to the deep breath you take when you let go of your baby and put him or her into the hands of someone new.” While Tom considered where to focus his energies, his wife Patti made her opinion quite clear, stating: “Over my dead body will you start another company.” The couple had supported a variety of charities through the years, and so decided to go to South Africa to spend some time volunteering.

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Tom Gay (UC ’67) and Monte Christo Ministries Focus on Self-Sufficiency and Sustainability for Long-Term Impact in South Africa

Tom Gay grew up in Stoughton, Massachusetts, where his family history dates back to 1630. His original family farm still stands there. He earned a Bachelor of Science in Business from Northeastern’s University College in 1967. At the time, he was married with two children and worked full-time as a store manager for Sherwin Williams in Canton, Massachusetts.

In the late 1970s, he recalls, “I decided the corporate ladder at Sherwin Williams was not meeting my needs.” So, in 1979 he formed National Decision Systems (NDS), a research company based in San Diego, California, which grew to prominence throughout the United States.

The technology at NDS was the basis for the target marketing industry, and the company soon became the largest provider of technology to help marketers know who their consumers would be. For instance, the technology helped determine dealer locations for auto manufacturers such as Lexus and Acura. In addition, NDS worked with many New England-based retailers and specialty chains, including CVS Pharmacies, Friendly’s Restaurants, Marshalls, John Hancock, and Dunkin’ Donuts, as well as all the region’s banks. What started as a research company evolved into a technology company, growing to 350 employees.

Today’s online advertising, where ads are targeted to match buyers and sellers based on what they know about the consumer (through data), evolved from what NDS started. After selling the business to consumer credit company Equifax in 1988, Tom remained with the company for two years.

By 1990, Tom again felt the entrepreneurial itch, so he formed Vista Environmental Information. This company gathered information on sources of environmentally sensitive data, such as superfund sites and underground tanks. The information was compiled into a national database that enabled anyone buying, financing, or insuring a piece of property to determine whether there were any existing environmentally sensitive issues associated with it. The business grew to 1,000 employees and was listed on Nasdaq; then the company name changed to Vista Information Services, and more data was incorporated into the database, such as exposure to earthquakes, flood, and wildfires. Eventually, the data was married to the Multiple Listing Service (MLS) used in the real estate business. In 2000, at $100 million in revenue, Vista was merged with five other companies that also managed property information, under the name Fidelity National Financial. It was at this point that Tom turned his attention to South Africa and began to apply his entrepreneurial skills once more with Monte Christo Ministries. Tom and his wife, Patti, moved to South Africa in 2002. They have two sons, Tom and Doug, and a 24-year-old daughter, Sarah, who attends graduate school in California.

“But until you provide food and offer a change in basic needs, you can’t get a change of heart.”

Teach a man to fish, and he will be fed for a lifetime.” That is the underlying principle of the sustainability strategy behind Monte Christo Ministries (www.montechristoministries.com), a groundbreaking charitable organization founded in 2004 by entrepreneur Tom Gay (UC ’67).

After starting up and selling two successful technology companies during the 1980s and 1990s, Tom was contemplating his next step, which he said was “in response to the deep breath you take when you let go of your baby and put him or her into the hands of someone new.” While Tom considered where to focus his energies, his wife Patti made her opinion quite clear, stating: “Over my dead body will you start another company.” The couple had supported a variety of charities through the years, and so decided to go to South Africa to spend some time volunteering.
The ministry also manages a local farm that produces a wide range of typical South African products, such as beef cattle, table grapes, and firewood, which is the principal source of fuel for cooking. As Tom explains, “When trees are cut and delivered, it employs people and brings back profits.”

In addition, a food manufacturing facility makes vegetable stew and baked breads. At full production, the bakery will supply the community with 1,500 daily loaves at below-market value. The company’s baked goods are supplied to “rack” shops, which are small community shops converted from recycled shipping containers.

“Bread is their most consistent source of food,” notes Tom. “With the support of local businesses and the generosity of the South Africans in supporting their own needy, we can feed a child for just five cents a day. For $1.00, we can feed that child for a month.”

The twofold goal of the food center is to produce enough food to eventually feed 5,000 people daily and to employ a staff of 25 previously disadvantaged local people.

For more information on Monte Christo Ministries, visit www.montechristoministries.com.

THE MUSIC MISSION

Through the generous gifts of many around the world, Monte Christo Ministries has collected donations of more than 100 musical instruments. According to MCM founder Tom Gay, the goal is “to reach a child at age six, seven, or eight, who lives in a home with a leaky roof and whose home is only fueled by wood fire. Give this child a violin and an instructor, and you give him or her a gateway to accomplishment, skill, and pride—a future.”

In order to be part of the musical group, participants must agree to adhere to several conditions—care for the instrument, attend music lessons, stay in school, and avoid relationships with a boyfriend or a girlfriend.

According to Tom, “Our experience is that if we invest in the mind and heart, the rest will fall into place. Change the way children look at themselves—it’s amazing what that does for a child who previously had no place to develop.”

Planned for 2008 is a water-bottling production facility. This operation will produce several thousand cases of bottled water from wells off the mountain where MCM is located. The business will employ labelers, packagers, and delivery people. MCM is also considering the creation of an embroidery and silk-screening business that will produce logo-wear for a variety of organizations in South Africa.

Planning and organization are imperative to MCM’s success. “Structure is required,” says Tom, “as supporters from around the world send volunteers and supplies.” Those who offer time and resources want to be assured that what they give will reach those who need it most. Ninety-five percent of the charitable donations that MCM receives goes into the field, with five percent going toward administrative costs. “We were formed for the purpose of having an impact here,” adds Tom.

MCM employs 25 full-time staff and three interns. None of the U.S. staff take a salary—only South African staff members are salaried. The staff is supplemented by visiting teams of volunteers from churches, colleges, and other organizations across the United States.

“To comfort a child—to feed and move each child in a direction where there is a future,” says Tom, “we see this as the most important work of our entire lives.”

For more information on Monte Christo Ministries, visit www.montechristoministries.com.

Greece
An Exclusive Educational and Travel Experience
Alumni Travel Program

We are delighted to inform you that Northeastern University is launching an exciting new travel program open to all Northeastern alumni and their friends and families. This exclusive program combines the convenience and value of traveling in a group with the flexibility and spontaneity of independent exploration. Not only will you enjoy specially designed excursions to many of Greece’s top attractions, but you also will have plenty of free time to pursue your own interests.

For more information on the upcoming tour or to make reservations, please call 800-323-7373. Space is limited, so reserve your trip to Greece today!
It is often said that music is the universal language. This implies that other basic forms of communication differ along cultural, geographic, age, and gender lines. For example, the news you receive about the world differs depending on where you live—consider how ABC News, Al Jazeera, and the BBC might cover the same story. In addition, your age likely dictates what news format you prefer—the average reader is a woman over 35, while those under 35 prefer more instantaneous sources of information, such as TV or the Internet.

As a student in Ann Galligan’s Global Basics class, you should expect to be challenged on what you know about the world. “How do we know what we know?” questions Galligan.

Senior lecturer in the School of Professional and Continuing Studies for adult learners and an associate professor in the College of Arts and Sciences for undergraduates, Galligan must be able to communicate with all types of students.

“Education is no longer thinking and learning sequentially,” she explains. “You have to investigate a topic from all angles.”

In the Global Basics class, students do just that: each selects a country and then researches its culture and customs, its politics and society, and its arts and technology. Then all students discuss what they have learned in class. A typical discussion could include the status quo in a society or the upheaval in the world. Students examine the commonalities and differences among countries, investigate the national and regional identities, and discuss how outside intervention and technology can change a society.

The world is made up of an array of perspectives that is reflected in the student mix in Galligan’s class. Students from the business world are learning alongside students who just finished City Year, a member of AmeriCorps focused on building stronger communities. Students from the Boston area and from cities across the globe share diverse worldviews in a lively and interactive class that tackles the basic theories of culture, identity, and communication.

In addition to Global Basics, Galligan will soon begin teaching courses offered as part of the new Graduate Certificate in Cultural Arts Administration through the School of Professional and Continuing Studies. This certificate is a specialization within the Master of Science in Nonprofit Management.

The first course uses Boston as its classroom. Students will visit different art venues around the city and examine the role of artists and art organizations, with a focus on social and economic development. The second course will take students to London and Paris, where they will explore art management from an international perspective.

Galligan is quite familiar with both the international and local arts communities, as she has supervised students on trips abroad to learn more about the arts, culture, and society, including recent tours to Cuba, Egypt, and England. She is also the lead editor of the International Journal of Arts Management, Law, and Society, which underscores her extensive knowledge of international arts management. Here in Boston, Galligan is an associate professor and co-op coordinator for the Art and Design Department in the College of Arts and Sciences, placing students with various art organizations for their co-op work experience.

Ann Galligan on the Importance of “Investing in Human Capital”

Several years ago, Northeastern University Arts and Sciences Associate Professor Ann Galligan authored a paper for a project titled, “Arts, Culture, and the National Agenda,” which was initiated by the Center For Arts and Culture, a not-for-profit organization dedicated to examining critical issues in cultural policy. In the paper titled, “Creativity, Culture, Education, and the Workforce,” Galligan offers compelling arguments on the importance of arts and humanities education for maintaining a competitive position in a global economy. Below are key passages from the Executive Summary:

Education in the arts and humanities always has been important to both America’s arts and culture and its competitiveness in a global economy. Indeed, one might well argue that a complete education in the arts and humanities is even more critical today. Central to the development of America’s creative and cultural capital is the investment in human capital: in young people, in citizens, and in the workforce. These investments range from programs in schools and communities that support the education of children and youth to programs providing lifelong learning opportunities for adults. Of equal importance are the investments in policies and programs that stimulate the growth and competitiveness of America’s creative and cultural workforce and economy.

Providing all students with a complete education in the arts and humanities can help them cope with, and master, fast-paced technological advances, forces of globalization, and major demographic and societal shifts that characterize today’s world. “The abilities to think creatively, to communicate effectively, and to work collaboratively are increasingly identified as necessary skills, along with the fundamental abilities to read, write, and use numbers.”

Arts education can also help meet the challenge of sustaining a competitive workforce in an increasingly knowledge-based economy.” The definition of literacy in the 21st century includes the ability to understand and communicate in both verbal and nonverbal symbols. An education in the arts and humanities fosters cultural literacy, which includes, among other things, the abilities to read and understand music or a text, to create or analyze a poem or painting, to craft a letter or essay, to design a website, and to understand the “hidden persuaders” in a political or commercial advertisement. Cultural literacy also includes the ability to understand oneself and others in a broad cultural context. In the knowledge-based economy, it is an important component in the complete education of every person, no matter what his or her ambition.
Anthony Capobianco
UC 1974, 1978
Anthony served in the U.S. Army in 1948 and 1949 followed by four years in the Army Reserve as an active reservist. For 35 years, he worked with the treasury group and the controller’s group at Raytheon. In 1994, he took early retirement and maintained a tax preparation service. Tony and his wife, Marie, have four children. Inspired by Tony’s academic and working achievements, all four children have earned bachelor’s degrees and two have gone on to earn master’s degrees.

Maritza Diaz
SPCS 2006
Maritza currently lives in Southern New Jersey and works for an insurance company in Philadelphia. She is still “a huge Red Sox and Patriots fan.”

Steven Duke
SPCS 2005
Steven works at Geo-Centers, Inc., in Newton, Massachusetts, as well as on the U.S. Army base in Natick.

Jeff Eckman
UC 2003, BS 1969
Jeff Eckman of Belmont, Massachusetts, and his wife Erica, celebrated the birth of their first child, Jacob Dylan, on April 6, 2007. After graduating summa cum laude from UC in 2003, Jeff went on to the MIT Sloan School of Management, where he completed his MBA in 2006. At MIT, Jeff published his master’s thesis, “Does HR Add Value? Diverse Perspectives on Human Capital Management,” and met colleague Scott Brinker, CTO of iom interactive, with whom Jeff has been working as a business development consultant. Previously, Jeff was Director, Organizational Effectiveness for Molecular Insight Pharmaceuticals. While pursuing business endeavors, he continues to perform with Pressure Cooker, a 10-years-and-running, Boston-based original reggae act with 5 critically acclaimed albums distributed on iTunes.

Al Flynn
UC 1977
Al recently completed a career as a business education and social studies teacher in three towns on the South Shore of Massachusetts. He retired with 35 years’ combined service in the military and the field of education. The GI Bill paid for both his undergraduate and graduate degrees, and continued to supplement tuition over the past 30 years.

Sharon M. Franco
UC 1994
Sharon started college in 1964 and graduated from Northeastern 30 years later. She enjoyed all her classes, especially those in the area of finance. For more than 20 years, she has been a business and commercial broker, and has owned her own company for as many years as well. “My education gave me the knowledge to do all the financial tasks, listen to others, and evaluate professional reports for the sellers of the businesses I sold,” Sharon explains. “I am grateful to Northeastern for my education and for giving me the chance to complete my degree.”

Heidi J. Gregory-Mina
SPCS 2002
Heidi has earned an MBA from UMass Boston and an MS in computer information systems from the University of Phoenix. She is currently pursuing a Doctorate of Management in Organizational Leadership. Heidi works full-time as a grants and research manager for the Department of Psychiatry at Boston Medical Center. In addition, Heidi is an adjunct lecturer at UMass Boston. Her first paper has been accepted for presentation at The Society for Advancement of Management’s International Business Conference in Arlington, Virginia; another paper is pending publication in the Academy of Leadership Journal.

Thomas MacHenry
UC 1983
Thomas MacHenry of Wakefield, Massachusetts, writes that he and his father are graduates of University College and his son graduated from Northeastern University’s College of Computer Science.

Kevin J. Mearn
UC 1981
Kevin Mearn was selected town administrator for the Towns of Milton. The board of selectmen appointed him to oversee day-to-day operations of the town government.

James Novak
UC 1976
James has written a novel, Taking Out North Korea’s Super Missile (The Axis of Evil @ West Coast 11/26). The premise is: “a rogue Chinese missile field commander dupes member Axis of Evil nations into a single-missile attack on California’s San Andreas Fault, hoping the U.S. will react with an all-out missile launch that will start WWII. The CIA learns of the impending attack and responds with the only viable, quick-reaction plan available.”

Harry Saunders
UC 1977
Harry graduated from Lincoln College in the BET Mechanical degree program. He lives in Norfolk, New York. Harry retired from Alcoa in Massena, New York, in 2001 and still works part-time doing architectural design and drafting of new homes.

We want to hear from you!
Send the latest news on the people and events in your life to spcsalumni@neu.edu. We’ll include your update in the next issue of Encore.

Finding opportunities around the world.

From Boston to Belfast and around the globe, Northeastern University’s School of Professional and Continuing Studies offers you a global perspective through worldwide partnerships, study abroad, online, and domestic programs. Northeastern offers you the opportunity to gain international experience and prepares you to take advantage of a world of possibilities. Our Master of Science in Global Studies and International Affairs gives you the knowledge and skills needed to work, think, and succeed in the arena of cross-cultural business.

ARE YOU A RED SOX FAN IN EXILE?
We want to hear from you!
The spring issue of Encore will highlight Red Sox fans living outside of the Boston area. Send your information and photos to spcsalumni@neu.edu.

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Online and four Boston-area locations.