

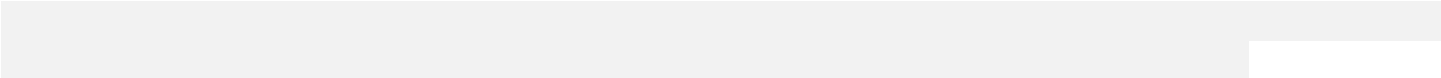
Reflection #2

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CYSE 368: Cybersecurity Clinic

March 15, 2026



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CYSE 368

Spring 2026

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Reflection #2

These past weeks have forced me out of my comfort zone, though to great benefit. I remember meeting with Luke Scrivanich at the Assembly and how complex/spacious of an area it was. It's a naive thought, but I started getting used to being "independent" and adapting to our ever-flexible schedule. I'm a commuter to ODU still living with my parents, and most of my life has been structured. I'm uncomfortable with scenarios that I haven't navigated before. There are rarely hiccups to my schedule, but now I have to adapt to change.

The presentation by Genevieve Marquardt and the review of the NIST 2.0 and CPG have assisted me in a way I didn't foresee. I thoroughly reviewed those two resources and adapted the questions according to the needs of the owner's company (VBTikiTours), which my team (Marquais and Tyler) is assisting. Aside from Greg Tomchik's presentations, Kristin Stephens' presentations on professionalism have taught me how to approach clients/people, which prepared me for the dreaded seventh week. At the beginning of the semester, I was curious and also intimidated by the week 7 assignment since it was about essentially acting as salespeople. It did not help that my team members, though after many rejections, completed assessments for their two businesses while I have not secured even one. I was outstanding in my public speaking class during my sophomore year, but I could hardly start conversations with strangers, let alone try to

get a cybersecurity assessment of a business. I'm familiar with scripts, not people, but if I sat out this assignment, I believed nothing of fortune would come from complacency. So, I went out the next day alone and did two assessments, one for a burger joint and another for a mom-and-pop bookstore. Needless to say, I was more than prepared when speaking to our VBTikiTours client, Tory Hegrenes.

Conclusion

So far, these weeks have taught me how to approach and be empathetic with people. The exposure to the "out-on-the-streets" assignment has made me feel more confident, assertive, and outgoing compared to weeks before. I may appear tough and cold on the outside, but I'm rather nervous on the inside. As of late, I've been pushed out of my comfort zone. I have to stay proactive; complacency will not get me anywhere. My soft skills (e.g., professionalism, active listening) have greatly improved, and I have no doubt that I will change in the weeks to come.