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Technology Times November 2018 Issue

"As a business owner, I know you don't have time to waste on technical and operational issues. That's where we *shine*! Call us and put an end to your IT problems finally and forever!"

What's Inside:

All links in this Newsletter are safe and tested for viruses

An Army of Lions

By Mark Sanborn

Lions are respected for their courage and skill. Likewise, leaders are known for similar attributes. But can you have too many lions in one jungle? Identifying Potential Leaders for Your Organization

HR professionals often hire with an eye towards those candidates who have potential to move into management. And, although "future management" is an important consideration, I don't think the goal aims high enough.

I strongly recommend you hire individuals who are "future leaders."

Not everyone who can and will someday lead necessarily wants to be a manager. The title and responsibilities of management may or may not be important to her or him. Leaders with or without a title are interested in exerting a positive influence within their organizations—regardless of whether or not they manage others. Making a difference is more important to them than simply having a title.

In my book, You Don't Need a Title to be a Leader: How Anyone, Anywhere Can Make a Positive Difference, I quote Philip of Macedonia (father of Alexander the Great) who said, "An army of deer lead by a lion is more to be feared than an army of lions lead by a deer." His insight is valuable, however, I think he misses the bigger point: an army of lions lead by a lion is to be feared most of all.

So, why not recruit and hire an army of lions? Think of the competitive advantage of having not just good formal leadership at the top of your organization, but also having leaders at every level of your organization. An army of lions is an organization where everyone knows two things:

1. When is it appropriate for me to lead in my role?
2. How do I do it?

Those two questions are simple, but the process requires effort. And, you're thinking, "before I can help my lions answer those two questions, I need to find the lions!" Your point is well taken. And, believe it or not, it's not that difficult to find the lions.

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Business Briefing

What Everyone Ought To Know About the Benefits Of Paying With Credit Cards

When you head to the cash register for a purchase under $10, do you reach for plastic to pay? According to a recent survey, nearly half of Americans prefer to pay with cash for low dollar transactions. While Greenbacks are a popular way to pay for many people, paying cash is rarely the best option. Let's dive in and look at how people are paying today and if they can do better with alternative payment methods.

How Most People Pay

The new study from CreditCards.com found that for purchases under $10, 45% of Americans prefer cash. Debit came in second with 30% and credit cards coming in third at 23%. The survey found that around the $25 price point users switch to credit cards to earn valuable cash back and travel rewards.

Respondents said that they find cash to be the easiest and quickest way to pay for small purchases and may be wary of adding credit card debt or piling on to existing balances. Younger millennials are the most likely to use credit for small purchases, so we may be on an upswing for cards on purchases under $10.

Avoiding credit card debt is a very good reason to skip credit cards. But beyond that, credit cards are by far the best way to pay for any transaction, no matter how small.

Why Credit Cards are the Best Payment Method for Any Purchase

When you pay cash and something goes wrong, the only recourse you have is getting a refund from the vendor. And that is if they are willing. You get a few more protections from your bank with debit cards, but there are some big risks with using a card tied to your checking account for any purchase. Credit cards give lots of benefits with few drawbacks.

As long as you pay them off in full every month, you'll never pay any interest on a credit card. Cards also offer the best protection against fraud of any payment method. If a business doesn't come through with its promises or any unauthorized activity shows up on your account, you have big protections and zero liability, respectively.

If your debit card number leaks and bad guys get ahold of your information, they can drain your bank account and it may take months to get your funds back if you can get them back at all. The protections from cash and debit are subpar compared to what you get from credit cards. *Get more at* SmallBusinessTrend.com

'Do Not Track,' the Privacy Tool Used by Millions of People, Doesn't Do Anything

DTS shared Stories

By Kashmir Hill, GIZMODO

When you go into the privacy settings on your browser, there's a little option there to turn on the "Do Not Track" function, which will send an invisible request on your behalf to all the websites you visit telling them not to track you. A reasonable person might think that enabling it will stop a porn site from keeping track of what she watches, or keep Facebook from collecting the addresses of all the places she visits on the internet, or prevent third-party trackers she's never heard of from following her from site to site. According to a recent survey by Forrester Research, a quarter of American adults use "Do Not Track" to protect their privacy. (Our own stats at Gizmodo Media Group show that 9% of visitors have it turned on.) We've got bad news for those millions of privacy-minded people, though: "Do Not Track" is like spray-on sunscreen, a product that makes you feel safe while doing little to actually protect you.

"Do Not Track," as it was first imagined a decade ago by consumer advocates, was going to be a "Do Not Call" list for the internet, helping to free people from annoying targeted ads and creepy data collection. But only a handful of sites respect the request, the most prominent of which are Pinterest and Medium. (Pinterest won't use offsite data to target ads to a visitor who's elected not to be tracked, while Medium won't send their data to third parties.) The vast majority of sites, including this one, ignore it.

Yahoo and Twitter initially said they would respect it, only to later abandon it. The most popular sites on the internet, from Google and Facebook to Pornhub and xHamster, never honored it in the first place. Facebook says that while it doesn't respect DNT, it does "provide multiple ways for people to control how we use their data for advertising." (That is of course only true so far as it goes, as there's some data about themselves users can't access.) From the department of irony, Google's Chrome browser offers users the ability to turn off tracking, but Google itself doesn't honor the request, a fact Google added to its support page some time in the last year. A Google spokesperson says Chome lets users "control their cookies" and that they can also "opt out of personalized ads via Ad Settings and the AdChoices industry program" which results in a user not having "ads targeted based on inferred interests, and their user identifier will be redacted from the real-time bid request."

There are other options for people bothered by invasive ads, such as an obscure opt-out offered by an alliance of online advertising companies, but that only stops advertising companies from targeting you based on what they know about you, not from collecting information about you as you browse the web, and if a person who opts out clears their cookies—a good periodic privacy practice—it clears the opt-outs too, which is why technologists suggested the DNT signal as an easier, clearer way of stopping tracking online.

"It is, in many respects, a failed experiment," said Jonathan Mayer, an assistant computer science professor at Princeton University. "There's a question of whether it's time to declare failure, move on, and withdraw the feature from web browsers."

That's a big deal coming from Mayer: He spent four years of his life helping to bring Do Not Track into existence in the first place.

Please click here to complete reading this article

#PROTECT THE CLICK

Social engineering is not a new concept. Whether soliciting to fill a need, attempting to sway with legitimate advertising or working to get a user to click on a link they should otherwise avoid, mankind has used temptation as a motivator throughout our history. Think gardens, apples, snakes. Research has shown that almost 90% of data breaches are caused by users. We can further break down into three categories: intentional, malicious; intentional, not malicious; unintentional or inadvertent.

While it's important to protect a network by proper maintenance and security procedures, if almost 90% of breaches are caused by users, then how do we protect them? In home and business environments, we believe in thwarting malicious or inadvertent events at the first click of the mouse. If we can keep that user from never seeing that link to begin with (quality email filtering for spam and virus), then we've heightened security.

Another way to help prevent against malicious links is through User Knowledge Training: teaching users what to look for so that they can avoid a potentially disastrous click of the mouse. This too is effective.

Yet what if something gets through the filtering and a user, in a moment of haste, clicks on a link that can lead to an exploit, how do we protect against that? By knowing that where the embedded link or object points to is bad. We do this through our premium, protected DNS service—and it's quite effective.

Is this a replacement for commercial grade firewalls, strong passwords, anti-virus, or image-based data backups? Not even maybe, yet what we do know at DanTech Services is that over the 7 years of providing this premium DNS services we've seen a drastic drop in malware on networks. We believe in this so strongly that it's a default service to our clientele.

If you're not an DanTech Services managed services customer and you'd like to know more about this service, give us a call!

We are Computers Under Control because we #ProtectTheClick!
Dan

INSIDE SAFARI EXTENSIONS | MALWARE'S GOLDEN KEY TO USER DATA

A 2-part series looking at the technology behind macOS browser extensions and how malicious add-ons can steal passwords, bank ing details and other sensitive user data

SentinelOne

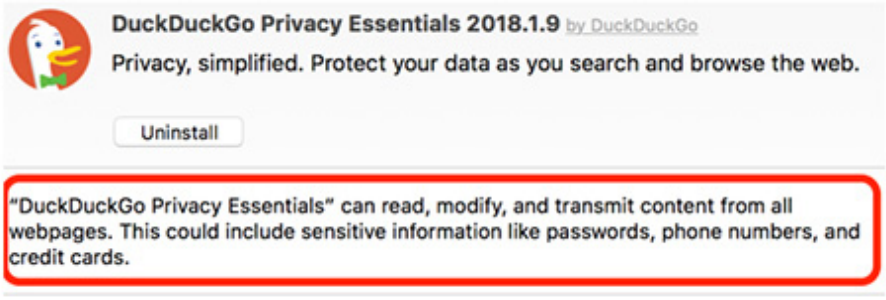
Browser extensions are one of the easiest 3rd party modifications a user can make to a secure system, yet potentially one of the most dangerous. Many users view extensions as trivial little "applets" that offer some simple but useful extra functionality while surfing the web – blocking advertising content, allowing markup, filling form fields and so on – without realising just what immense power these extensions are granted.

In the first of two posts,, we'll take a look at the security implications of Safari browser extensions up to and including macOS 10.13 and examine a case of a particular browser extension used in an adware campaign. In part two, we'll cover how the security of Safari extensions has changed in macOS 10.14 Mojave to address some of these concerns.

Security Vulnerabilities

While the emphasis here will naturally be on raising awareness of how bad actors can exploit users through browser extensions, let's start by pointing out the security implications involved even when using extensions from reputable and well-intentioned developers.

A good jumping-off point here would be the initiative taken earlier this year by DuckDuckGo to provide users with a browser extension to block ads and other tracking content. It's a great idea from a trusted developer, but the extension had one fatal problem: users installing it were granting the extension privileges far beyond what it needed and which were themselves a security issue. The extension's claim to protect user data while they "search and browse the web" seems somewhat undermined by the fact that sensitive data like passwords could be exposed to the extension itself.



Unfortunately, it is not uncommon to see such privileges granted to extensions that don't need them. As Apple's Developer documentation invitingly states, extensions can do things like inject product ratings and reviews into websites, inject advertisements into webpages, download and inject scripts and modify web content. They can send notifications without explicit permission from the user, and they can run invisibly in the background.

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Shiny New Gadget Of The Month:

AMIR CLIP-ON SMARTPHONE CAMERA LENSES – $14

If you love to take pictures with your phone but find the camera's capabilities a little bit limiting, then this gadget is for you. The Amir clip-on camera lenses feature sturdy aluminum -and-glass construction.

The bundle contains a 180-degree fisheye lens, a 0.4x super wide-angle lens, and a 10x macro zoom lens for detailed close-up shots. The metal housing is also water- and dust-resistant.

The universal clip-on design works with most popular brands of Android phones, as well as the latest Apple iPhones.

DTS DanTech Services
Computers under control

User Knowledge Training with DTS EVA is now available.

Current DanTech Services managed sevices clients are eligible to sign up their staff at no additional charge. Take advantage of this offering now!

- Employee Vulnerability Assessments
- Dark Web Search for your business domain
- Reduce your business threat footprint

Contact Dan for more information at 907-885-0500 or click here

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The Principles

Here are some important guidelines to use when looking for potential leaders:

1. Look for people who are just as interested in making a difference, as they are in making money. Unless you're interviewing someone for a volunteer position, they expect to be paid. While pay should be fair, it is an incomplete motivator for a job candidate with leadership potential. Potential leaders want to do work that matters. It isn't unusual to find people pursuing success; but leaders also pursue significance. Look for the latter.

2. Find candidates who have proven that they have influence with people and they'll be able to get results even if they never have "power" over people. The ability to positively influence others is essential for a leader. If someone can't motivate, inspire, or move others without a title, then the only way they'll get results with people once they have a title is through absolute compliance. True leaders have the ability to create commitment in others with or without authority over them.

3. Identify candidates that are interested as much in what they learn as they are in what they earn. If you read my work, you've seen me write this before. The redundancy is for emphasis: the only two ways to grow any organization are to grow yourself and grow your people. Employees who are growth resistant won't develop into leaders, nor will they be able to encourage and assist others in growing.

4. Potential leaders are looking for more than perks and benefits; they're looking for opportunities. The benefits a potential leader desires should be more than economic. Getting to learn new things, develop new skills, be challenged, participate in a variety of experiences and explore true potential are usually the type of benefits that rev-up potential leaders. Look for people who light up when you mention these types of opportunities.

5. Beware of the candidate who hides behind taking action. Leaders take responsibility. Taking action doesn't always solve problems, however taking responsibility does. It is easy to hide behind the right actions rather than to extend oneself and take ownership for outcomes—and even shortcomings.

6**. Spend time inquiring into the candidate's desired legacy, and not just their stated resume.** Any hire has long term consequences for both employer and employee regardless how long the employee's tenure. Understanding a candidate's values can be complex, but your most valuable insights will come from finding out what his or her end-game is. Younger employees might not be thinking about their legacies—even though they should. Leaders have the ability to combine short- and long-term thinking. Their sense of purpose, productivity and position ultimately relates to the legacy they want leave.

The Questions

Here are some specific questions to help you in your search. Integrate these into your interviewing to see if you've landed yourself a lion.

1. When you leave a company, what do you want to be remembered for?

A legacy isn't just about how we're remembered after we pass from this life. A legacy can be organizational as well. It is about what contribution of significance an individual has made at their place of employment. These mini or short-term legacies cumulatively determine our career legacies—and could ultimately determine our legacy on earth for certain people.

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