



# HOW TO MAKE YOUR SECURITY AWARENESS PROGRAM – FAIL!

#### Winn Schwartau

Founder & Chief Visionary Officer

1.727.393.6600 X 8

### What is Security Awareness FAIL?



Oh... let me count the ways...but First... All About Me!



### Family of Entertainment-Geeks



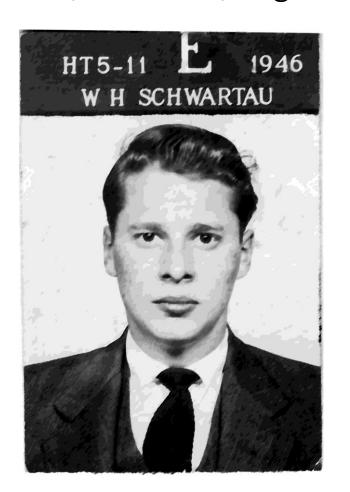
My Mom -1943. Actress/ NBC Mastering Engineer



### All About Dad!

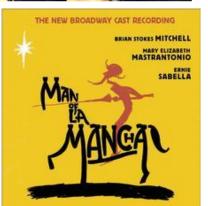


Dad: Dev. Radar WWII Actor/Producer/Engineer

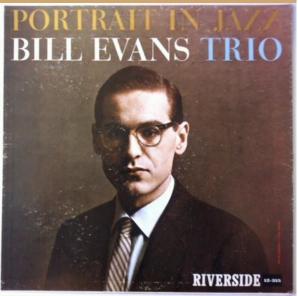












### Winn As TV Repairman: \$.50 per Repai





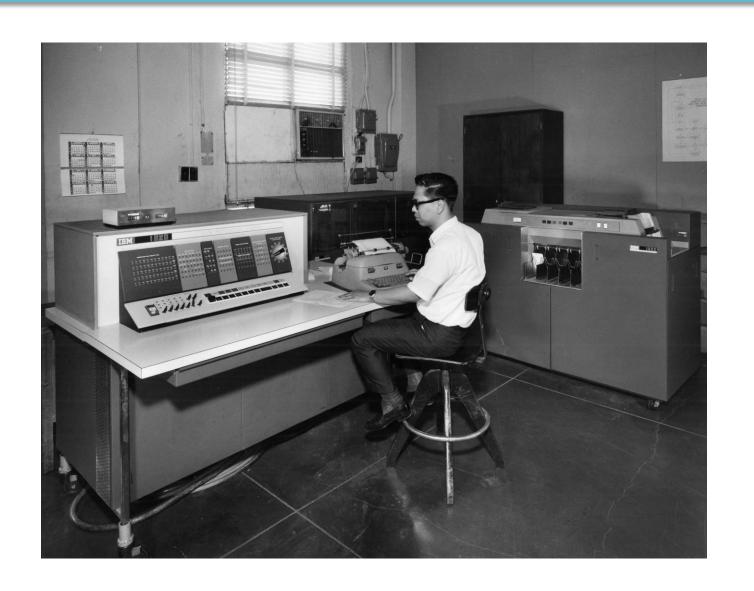
### My Electronics Store: Audio Engineering





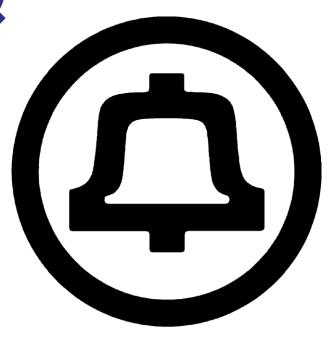
### **High School Computer**



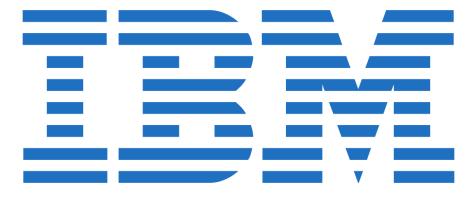


### High School Sucked and I Couldn't Get a Jo













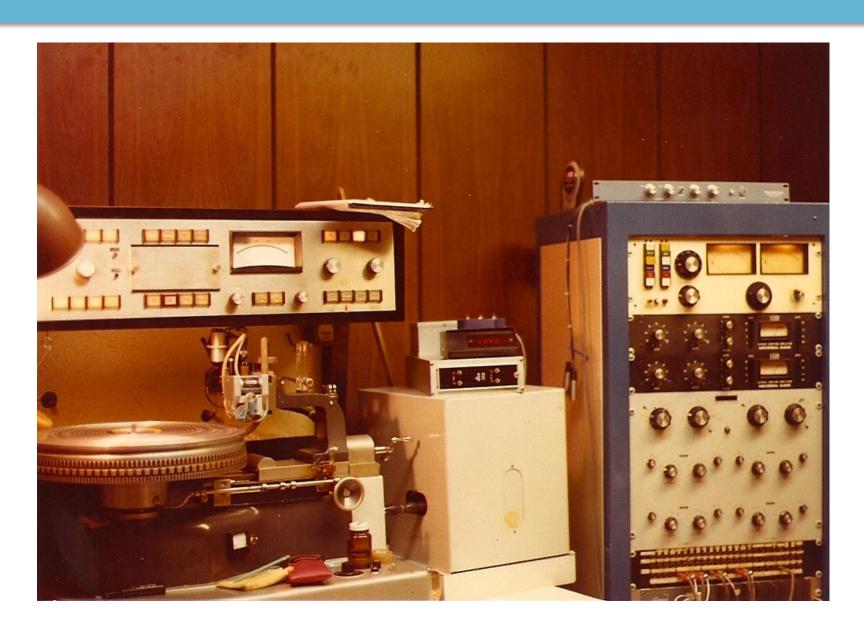
# The Family Business: My First Studio (16 yrs. Old)





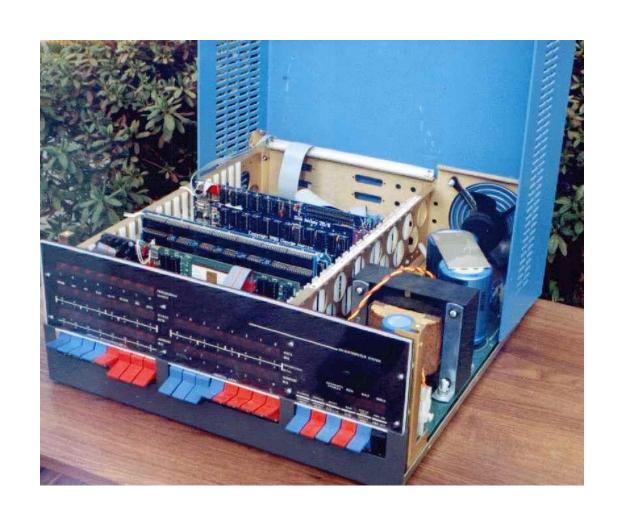
### My First Cutting Lathe





### My First Machine Language Compute





Hit Factory

### 1969-1981: Audio/Video/TV (Computers...soirt@ff...)

MediaSound







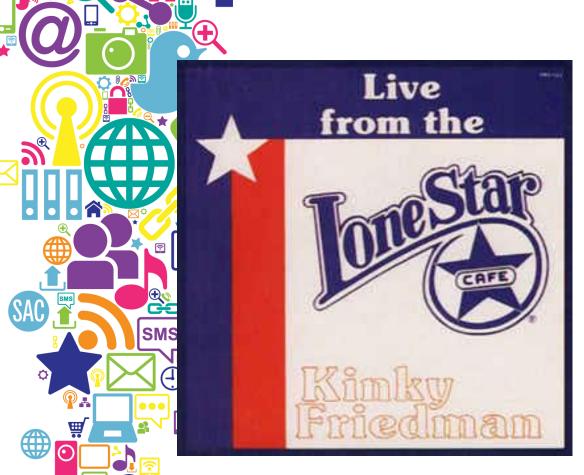


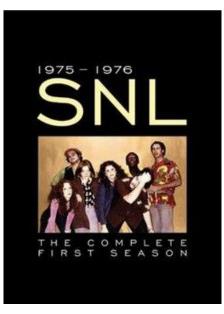


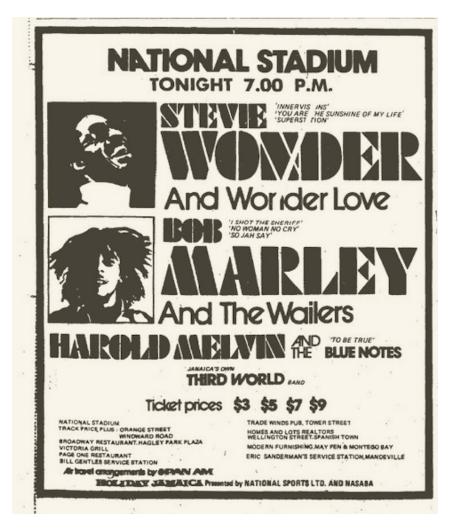




### I Loved Going Live: When the Show MUST Go On







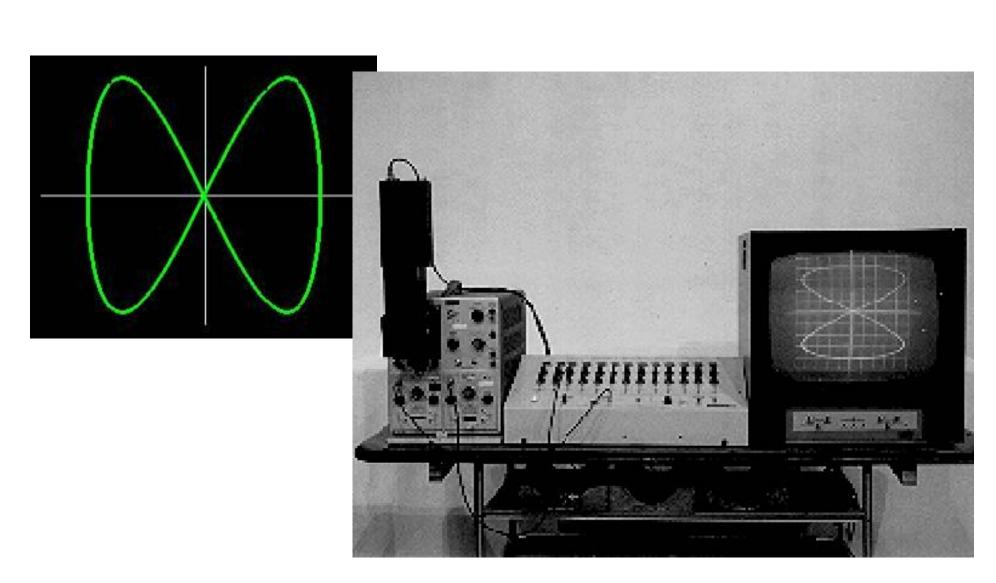
### TV:Movies - Auto Sync (Right!)





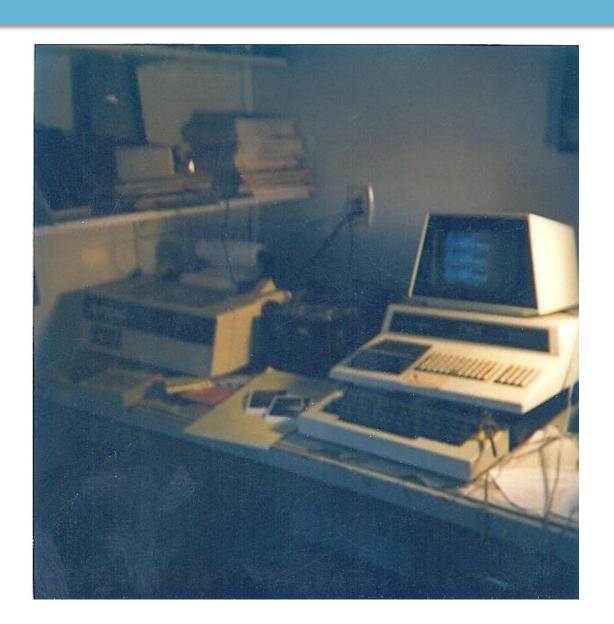
### And When It Fails - The Show Must Still Go





### 1979: Building Recording/TV/Movie/Remo





### My Studio: 1980





### Digital Audio/TV/Movie Automation: 19

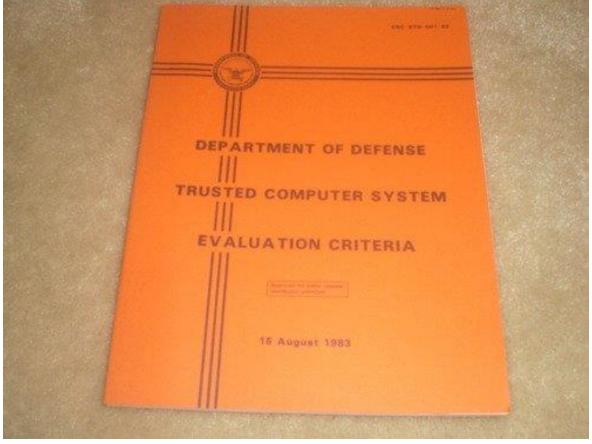




### 7 January 1983: Went Into Security







14. Sci 2:102/42

#### COMPUTER SECURITY

#### HEARING

BEFORE THE

SUBCOMMITTEE ON TECHNOLOGY AND COMPETITIVENESS

COMMITTEE ON SCIENCE, SPACE, AND TECHNOLOGY U.S. HOUSE OF REPRESENTATIVES

ONE HUNDRED SECOND CONGRESS

FIRST SESSION

[No. 42]

Printed for the use of the Committee on Science, Space, and Technology



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WASHINGTON: 1991

For sale by the U.S. Government Printing Office Superintendent of Documents, Congressional Sales Office, Washington, DC 20402

ISBN 0-16-035475-7

### **Congressional Testimony** June 27, 1991

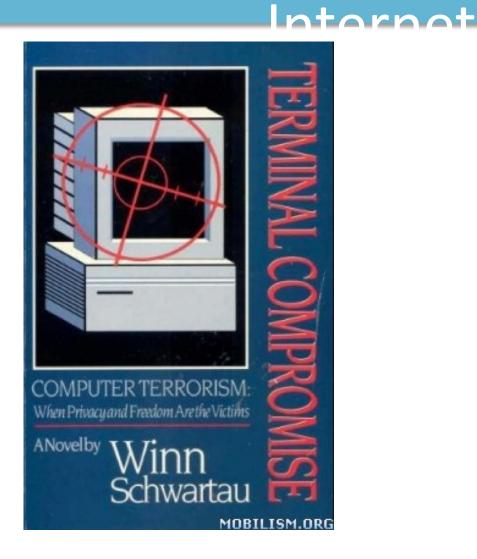
Our computer systems are so poorly protected, they are "An electronic Pearl Harbor waiting to happen."

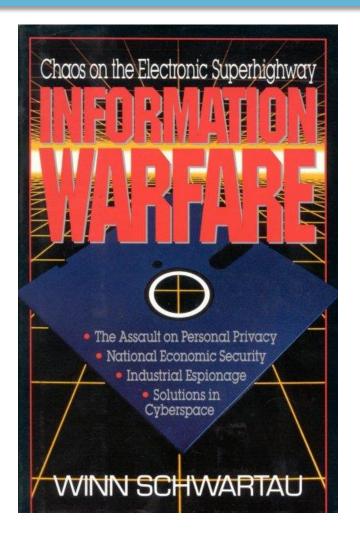
"The Civilian Architect of Information Warfare."

Admiral Tyrrell, UK MoD

### The Early Days: Weaponization of the







1990 1993

### Teaching Cyberwar/CyberTerrorism Awareness





Ministry of Defence



















Australian Government

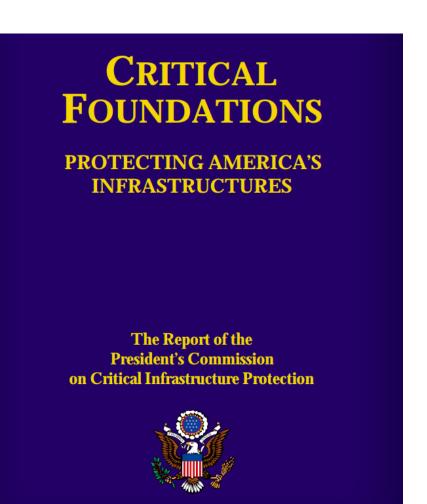
Department of Defence





## Clinton's Marsh Commission on Critical







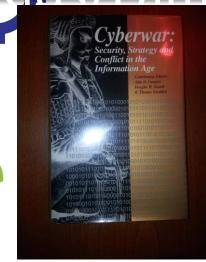


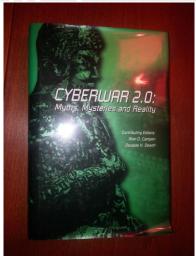


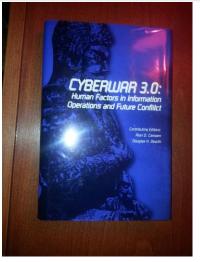
### Expanding Awareness: Dv/Mil Enterprise

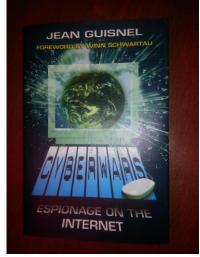


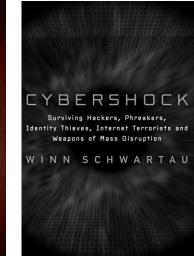


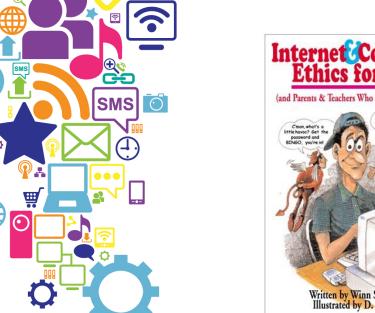


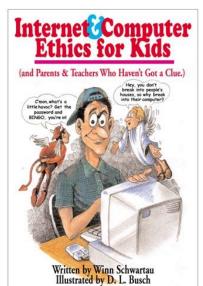


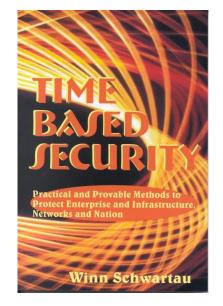


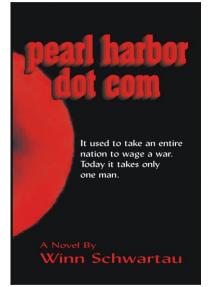








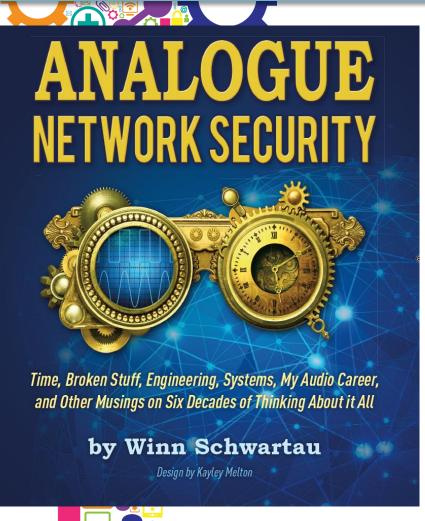


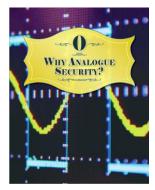


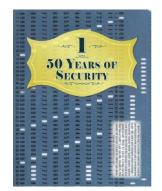


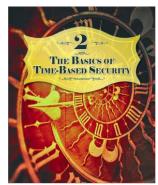


### Amazing Good Fortune: Audio, Video, Entertainme

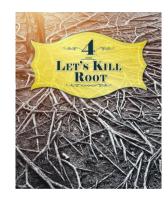
























### So, Back to How to Make Security Awareness FAIL!



Oh... let me count the ways...and but always remember



### Awareness Must Be Boring



- ✓ Mind numbingly so, if budget permits.
- ✓ Words, words, and more words.
- ✓ Extra dull earns extra points!

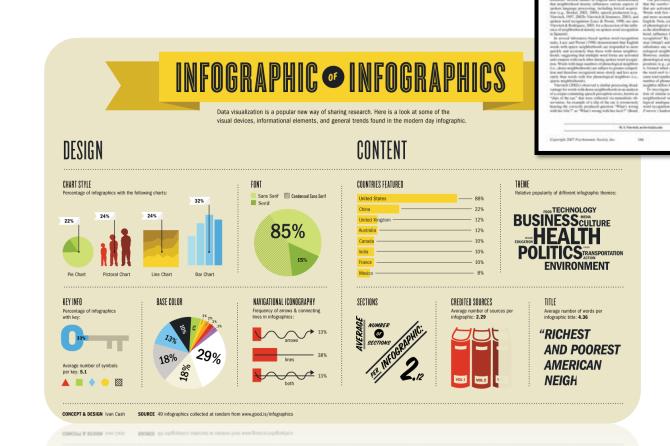


### Graphics Just Get in the Way



Why waste time organizing information in infographics? Eight pages of agonizingly small 7.5pt font is just as effective, right?

If you **DO** break down and use graphics, don't waste time hiring graphic designers: all graphics are created equal.



The spread of the phonological neighborhood

### Never Use Humor



In fact, smiling is discouraged. People should understand the serious nature of security.

Work and security require a business attitude. If people laugh, are they really paying attention?



### All You Need to Teach Is Policy & Compliance





Repeat the same dry, boring rules over and over again. People will get it.

Knowing policy means no security breaches.

# YOU CAN'T DO THAT YOU MUST DO THIS







### Tell - Don't Show (Hollywood Style, eh?)





Multi-media is cheesy, silly, and overrated. Videos are pointless.

Tell in lots of words.

Never 'show' or create

visual metaphors.

Videos do not reinforce information in a memorable way. Emailed instructions are just fine, thank you!

### Do Not Make Awareness Personal





Don't acknowledge a person's family or personal life.
Concern should only lie with whether or not the company is secure.
Everything else

is expendable.

Remember, when in doubt, just follow policy.

### Don't Go Mobile!



- Employees belong at their desks, working.
- We simply don't see any value in putting SA content, videos, updates, news, or alerts on a mobile device. What good would that do?
- And, why should we invest in an easy-to-use mobile security reporting tool that works from any platform, anywhere at any time? We don't see the value.



### Don't Set Vision, Goals or Objectives...



If you have no vision or goals, and are not supported by C-Level and Board... you WILL fail.

You cannot build a house without:

Land

Foundation

Designs & Plans





### Start Too Big



Do too much at the beginning.

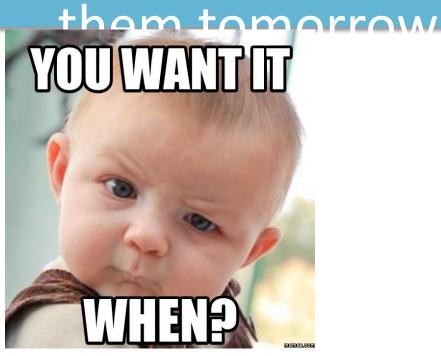
Turn on the firehose instead of reasonable starting plans...





Make small changes... one at a time... and demand









## Let Corp Comm Run All Awareness





Corp Comm can build you the 'box' from which creative escape is impossible.

Want to delay a program for months? CorpComm can help you with that.

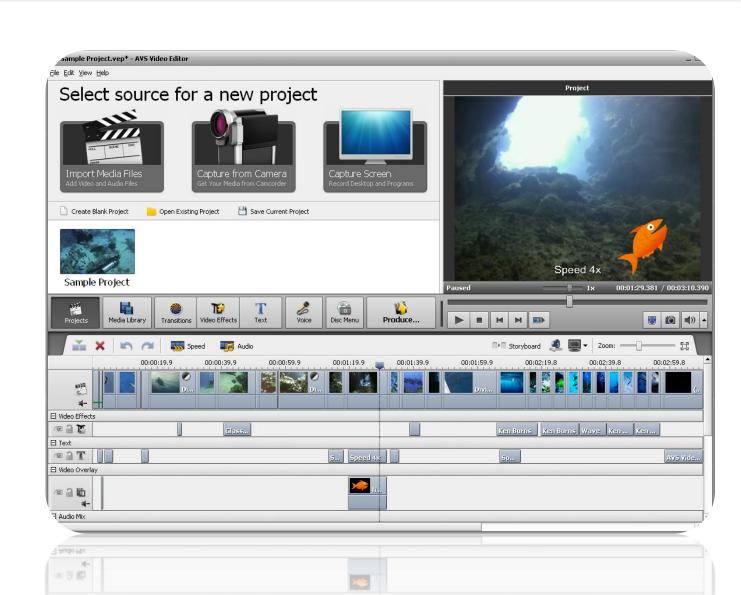
### Let the CISO into the Production Process



The CISO took a film class.

The VP-IT took a semester of creative writing.

Let them set the tone and have the final say in both graphics and editing!



## Design by Committee



Who needs leadership or technical knowledge? Add needless complexity & internal inconsistency?

Who needs to waste time with a strong, creative vision? The quality of a product doesn't matter. All that matters is a committee approval.

# Never Use Casual Written or Spoken Language

**SPEAK** 



**AWARENESS** Flim Flam **Scam Man DNS TCP/IP IPS DLP TLS SIEM AES** 

Oopsy! Blind Eye Slangish

INS AND OUTS OF SOCIAL ENGINEERING

Casual is unprofessional!

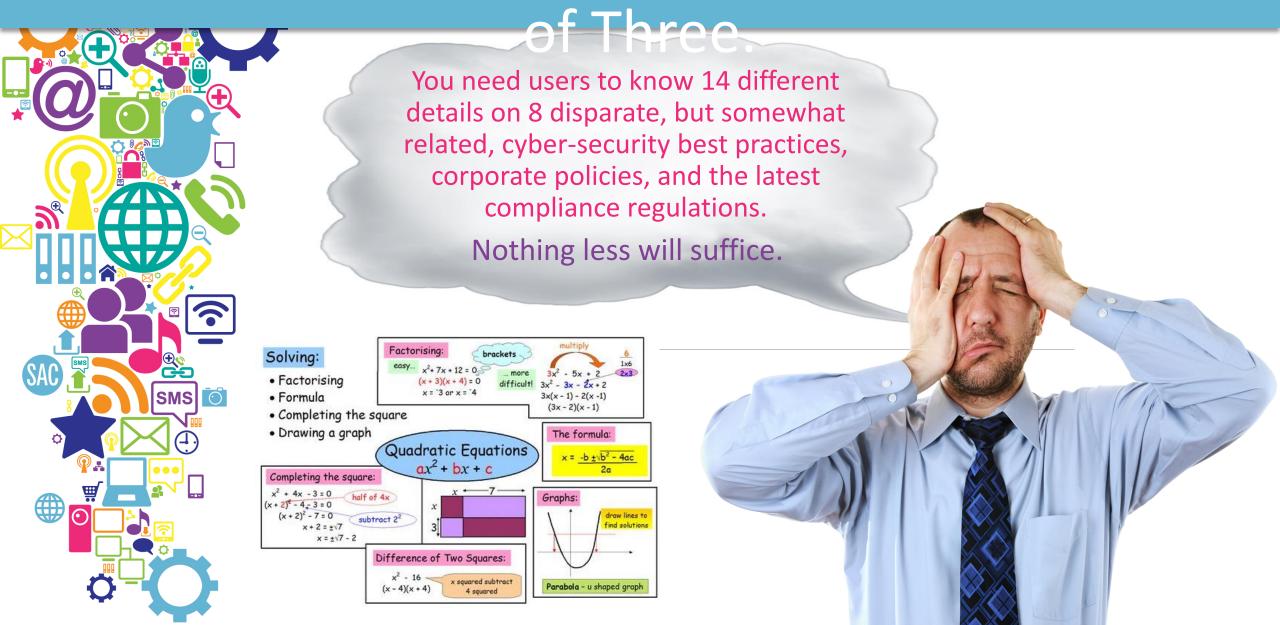
Use academic terms only!

People love words and acronyms they don't understand.

### Don't Follow The Gold Fish Rule



# Sex, Drugs, and Rock'n'Roll: Don't Use the Rule



## Don't Use Triads



# Ignore The Science of Learning



- "When I was a kid ..."
- "If it was good enough for me ..."
- "Can't teach an old dog ..."
- We 'understand' Learning
  - Apply Neuro-Science
  - Employ Addiction Techniques
  - Brain Best Averaging Machine, Ever!
  - Micro-Learning & Chunkification
  - Interactivity & Gamification stimulate stronger neural pathways, which = Modified Behavior.



### Games? We Won't Use Games!



Just because games are addicting, and we can get people's attention, and we can have SA messaging and content built-in, let employees compete for fun or prizes, and develop metrics ... so what?





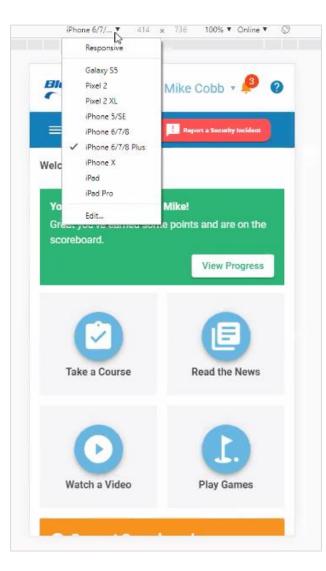
It's still a ... Game?!\$%!%?

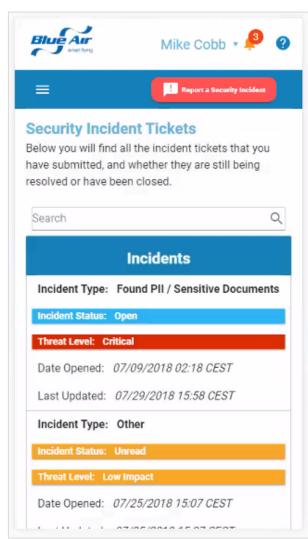


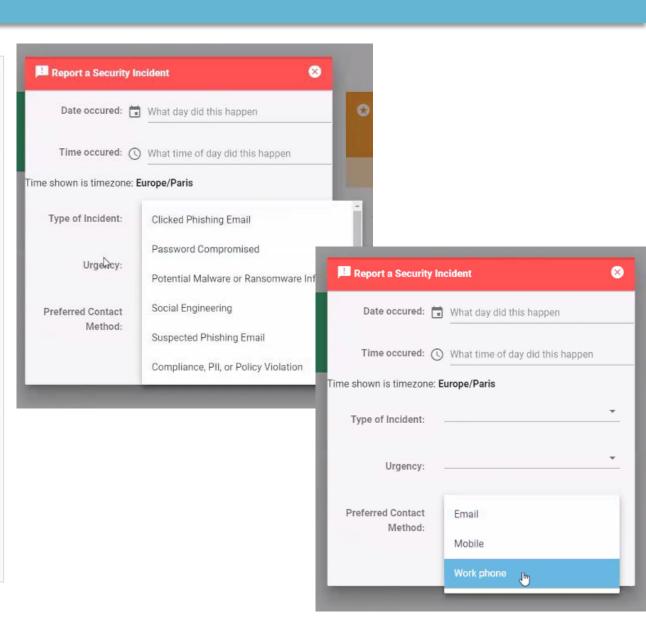




# Don't Use An Awareness & Incident Reporting Portal







# No Feedback, Please! Don't Listen To Your Customer



They don't know anything, anyway.

They'll just want it their way.

If they go away, we will know awareness doesn't work.

### Never Test Behavioral Reactions



We know that phishing tests are valuable, but they are so discriminatory. It can hurt people's feeling to know they clicked on stupid s\*\*\*.

We'd like, to, but HR and Legal are saying it's too hard to do fairly.



# Awareness Should Be Super Technical: More Security Experts is Better!





A helpdesk is just another mindless expense.

Saves \$ on Tech Support.

Who says your time is valuable?
Don't go to the experts for help.
Waste a couple of hours and
troubleshoot the problem yourself.

Make all of your employees super-geeky security experts.

# The Execs Don't Need Security Awareness



C-Suiters don't have time to waste on security awareness.

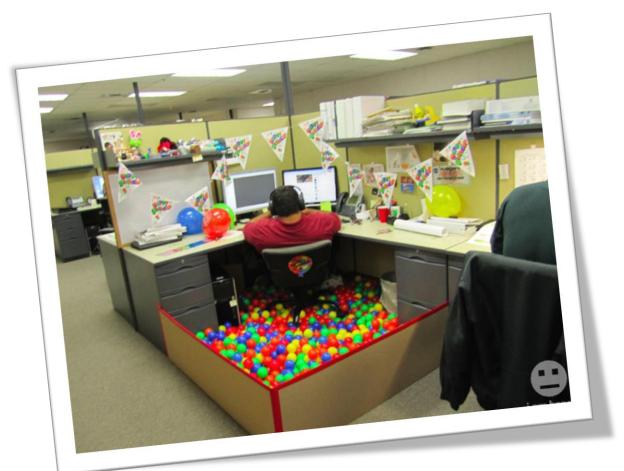
They approved their policies, they obviously know how to avoid security risks.

So save your funds and don't train them.



# Ignore IT & Technical Staff





Save money!

Don't train the geeks.

Geeks design the software and run the networks; why would they need training?

Geeks *only* have to stay up-to-date on how to manage firewalls and ensure your security. Save that extra \$100 and don't train them.

### Use Threats & Give Orders



Want to be a better leader? Use more fear.

Leadership through fear is exceedingly effective in controlling people's behavior.



# Everyone Knows, Awareness Is Just A Once A Year

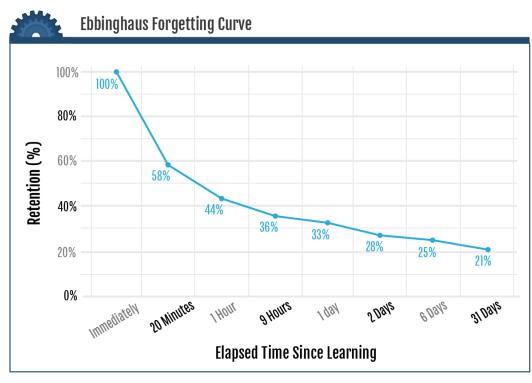
**Event** 



Reinforce policy through **one** yearly video or **one** short course.

Make it mandatory! Force every employee to check the "I will always follow policy" box under threat of termination.

Yes! Then congrats, you're done! No need to repeat it.
We're done. Right?



### The Awareness Answer? What Does Work?



# The Exact Opposite of Everything we Discussed!

# Security Awareness Program Resources: Free. Really. No Gimmicks.

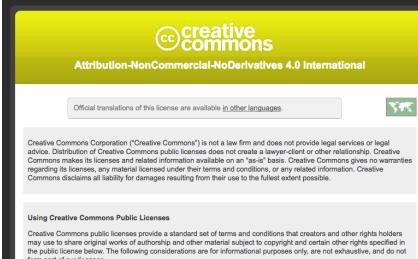




A huge repository of Free Security Awareness Program Materials.

https://free.thesecurityawarenesscompany.com/

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# Security Awareness Program Management

The Introductory Guide to

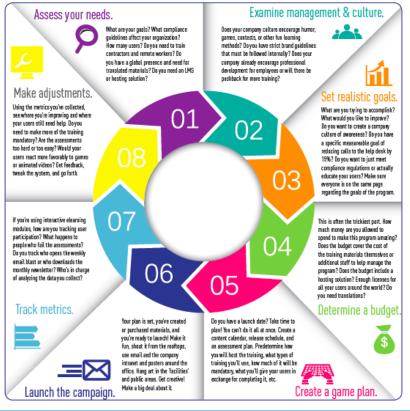
Creating and Managing a Successful Security Awareness Program



#### Where do I start?

Follow our Circle of Awareness to help you build and manage an awesome security awareness program.

These eight steps will help you get on the right track to shifting your users' mindsets and changing behavior. Pretty soon you'll have a whole team of human firewalls!





#### Rinse and repeat.

Treat your awareness campaign like a marketing and advertising campaign. Boes Coke run just a few commercials a year? Do movie companies only run one trailer for opcoming releases? Subway act, billboards and window displays change regularly to sen consumers the same messages in different ways. Dnce you've followed steps 1 - 8, stratt again. Awareness is a dynamic process, not a thing. Be-assess your needs, update your goals, and make improvements to your campaign.



# Security Awareness Case Studies



#### SECURITY AWARENESS PROGRAM CASE STUDY



dustry: Health Care

When did you implement your security awareness lanuary 2016.

Can you describe your launch process? What all a you do to bring attention to your efforts?

Our launch process, not to be confused with our progr. process, took only a few weeks. With an established relat our Corporate Communications Dept. and the executive announcement communication was drafted from the EV bring attention to our efforts and released on the intranfew days later by our first branded magazine.

#### What sorts of materials and content are y including in your program?

Our program includes a wide variety of SAC products a custom in-house material as well. Most of our released n consists of; LMS courses, Screen Saver, Focus Topic New. Magazines, Videos, Monthly Roundup and Incident response

#### What topics are the most important for ve program participants?

Our data suggests that material released about Social big hit topic for our program participants

#### Do you have a central learning portal of so

Our company has an Intranet and we use that as our m repository for all our digital material releases.

#### How much of your training is mandatory?

Only a small amount of our LMS courses are mandator into the realm of compliance courses. If I had to assign a I would say 90% of what we release to our participants is mandatory to interact with.

#### What have you done to encourage emplor participation?

Currently we are focused on making the announcemer material more enticing to grab reader's attention but we utilize different participation rewards from contests, gan for rewarding desired behavior like not interacting with a phishing campaign or reporting a REAL social engineering

#### How do you maintain momentum and keep people interested?

Interests are unique to each and every employee. By having a wide array of topics or delivery methods that appeal to different individuals you'll increasing your participation.

Any final pieces of advice you can give to other SAP admins or companies launching a new security awareness program?

1. The main piece of advice to those just starting or looking to start a SAP: Slow and steady wins the race!

#### SECURITY AWARENESS PROGRAM CASE STUDY



This is still a new program, we launched only a few months ago.

Can you describe your launch process? What did you do to bring attention to your efforts?

It was really important for us to get our president involved, to show that security was important to everyone within the company, from the top down. So the initial launch video was hugely helpful. It included not only an introduction to the key tenants of the program and the materials that users could expect to see in coming months, but also a personal message from the president. We found this to be really helpful in our global offices, especially in Asia where they need to see buy-in from the top down. This video was integral for gaining initial

#### What sorts of materials and content are you

We have a monthly newsletter, which includes a global security team update. We've received feedback from our European and North American offices that they find this useful. We haven't gotten much feedback from our Asian offices concerning the newsletter. Also a monthly elearning course. Posters. Videos.

While we have many elearning modules, we still have some instructor-led trainings, especially for workplace violence and active shooter scenarios. A good balance of the two is important to not burn out employees on any one kind of learning.

Do you have a central learning portal of some sort? Yes, we have a Sharepoint site where we put all of the resources and post relevant news and updates. We have linked all of our security policies in one place so employees can report incidents easily from the intranet to save them time and energy

Is any of your training mandatory?

No, the entire program is voluntary. Our employees already have plenty of other training they have to take throughout the year, so we didn't want to overwhelm them with more mandatory stuff. This is why wee didn't go with the internal L&D department for developing the awareness content. Last year, they had only a 46% participation rate in the training they produced. This year, with our non-mandatory program, we had an immediate 80% participation rate

#### What have you done to encourage employee

We've focused on security issues from a personal perspective. By doing this, instead of focusing on the corporate, it shows employees the benefits of following security practices.

We've offered prizes for the best security tip that our program taught them. So they email us something they've learned from one of our courses or videos, and we pick the best one, and that person gets a prize. The prize isn't something big, but something with company branding on it. A mug, a t-shirt. Something small and inexpensive.

If managers see people doing security aware things - removing papers from the copy room, not allowing tailgating, locking their workstations, keeping neat desks - they get called out, praised for it,

Posters are everywhere in offices around the world, and we ask employees to send photos of the best poster placement - just using their phones. Where's the most creative place a security poster is hung? Or the place that will be seen by the most people? It encourage to the posters.

We only push out one course a month, and as it's not mandatory we just say "this is something you might be interested in, take a look when you have some time." Since we use short, engaging courses, people are generally interested. They can find five or ten minutes a onth to spare to take a course. And if they don't do it this month, that's okay, they might do it next month.

The badge and leaderboard system is useful too. People seem to like that - having a way to see their progress, see where they rank compared to their colleagues, earning little marks of completion along

#### How do you maintain momentum and keep people

interest in security from the top down - that talks about security and the importance of being security aware at work.

We definitely believe in the carrot method. There's no stick here! We try to remain transparent and inclusive, letting everyone know what's going on, what we hope they will learn, how we want to help them and their families be more secure. We also encourage feedback from our users. This is a safe place for people to share their thoughts. And this helps us make sure we deliver content that they will find engaging and useful, which will continue to drive participation

#### SECURITY AWARENESS PROGRAM CASE STUDY



Industry: Insurance Company size: 5,000 - 10.000 Number of countries: 1

What have you done to encourage employee

The backbone of our program is promoting a fun and interactive program. In order to encourage participation, we routinely host

#### When did you implement your security aw

We have had security awareness training and activities of years. In late ate 2014 we brought all of those activities implementing a formal Security Awareness Program.

#### Can you describe your launch process? Wh you do to bring attention to your efforts?

When we first started our Security Awareness Program, outreach efforts consisted of just a few security related ar

In order to draw attention to our security awareness pro garnered the support of several executives to show the ne more involved program. After we received this top level su were able to obtain funding to allow us to purchase conte to help us build our security awareness program.

#### What sorts of materials and content are yo including in your program?

In 2016, our primary focus has been on educating our pe on email phishing related topics. Although phishing has b effort, we also are trying to utilize all of the SAC- provided that our audiences can learn about anything with a simple button on our internal sites

#### What topics are the most important for yo Currently are most important topic email phishing. Phisl

currently a hot topic and critical risk based on several high profile companies having data stolen by hackers through attacks. In order to proactively combat this risk, we have b focused on educating our users on how to spot and report

#### Do you have a central learning portal of so Yes we do. Currently we have an internal Learning Mana

System that hosts all of our training modules and games, internal SharePoint site that hosts additional content.

#### How much of your training is mandatory?

Currently we have two mandatory security-related train company. The first is our Annual Security Awareness traini required for all employees and contingent workers. The se secure code training, which is required for all developers.

#### SECURITY AWARENESS PROGRAM CASE STUDY

to the posters



Company size: 12.000+ Number of countries: 44

When did you implement your security awareness

This is still a new program, we launched only a few months ago.

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branding on it. A mug. a t-shirt. Something small and inexpensive If managers see people doing security aware things - removing naners from the conviroom, not allowing tailgating, locking their workstations, keeping neat desks - they get called out, praised for it

and are rewarded. Posters are everywhere, in offices around the world, and we ask employees to send photos of the best poster placement - just using their phones. Where's the most creative place a security poster is hung? Or the place that will be seen by the most people? It encourages a friendly sort of competition and gets people to pay more attention

We only push out one course a month, and as it's not mandatory we just say "this is something you might be interested in, take a look when you have some time." Since we use short, engaging courses, people are generally interested. They can find five or ten minutes a month to spare to take a course. And if they don't do it this month,

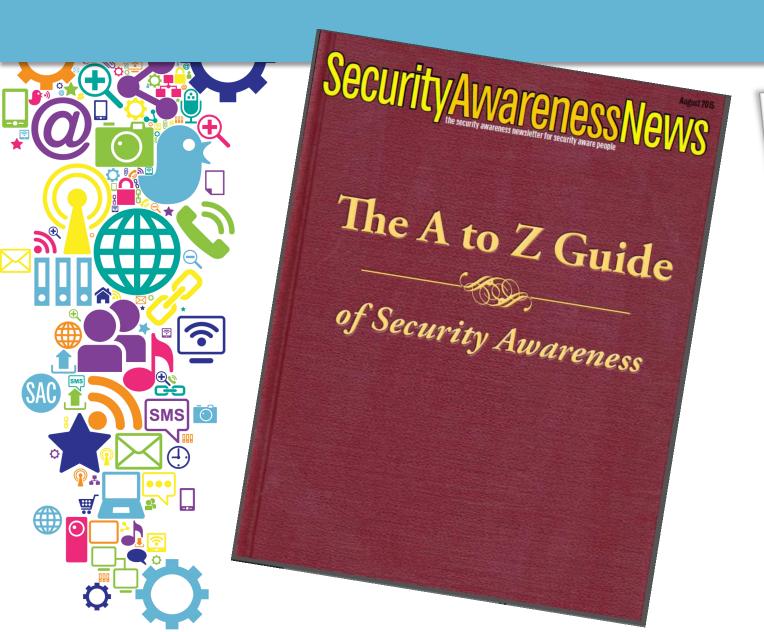
that's okay, they might do it next month. The badge and leaderboard system is useful too. People seem to like that - having a way to see their progress, see where they rank compared to their colleagues, earning little marks of completion along

#### How do you maintain momentum and keep people

We send out a weekly email from the president - again, showing interest in security from the top down - that talks about security and the importance of being security aware at work.

We definitely believe in the carrot method. There's no stick here! We try to remain transparent and inclusive, letting everyone know what's going on, what we hope they will learn, how we want to help them and their families be more secure. We also encourage feedback from our users. This is a safe place for people to share their thoughts. And this helps us make sure we deliver content that they will find engaging and useful, which will continue to drive participation.

# Security Awareness Newsletters





# Security Awareness Cheat Sheets



#### Small-Medium Company Security Risks on the Rise

The British Home Office and Cabinet Office are appropriately warning small- to medium-sized companies that they are now at an increased risk for attack and that it's time to build their cyber defenses!

#### What should we learn from this?

Smaller companies are often easier to successfully attack because of limited security awareness and technical resources.

Small companies are ideal "stepping stones" to launch larger attacks.

Penetrations of small companies' networks can go unnoticed for years.

A database of 100,000 names is just as desirable to cyber criminals as one with 100 million. It's all a numbers game.

CONSIDER: Cyber attacks from outside the business often occur as a result of information gleaned from Social Engineering. An example of this, social engineering can include phishing emails that attempt to trick users to open an attachment that includes some type of exploit or payload. Social engineering techniques include showing up dressed as delivery people, tech support, corporate attorney, salespeople, job applicants—you name it and it probably had been attempted and likely been used successfully somewhere.

The U.K. government's Cyber StreetWise program (https://www.cyberstreetwise.com/) released some disturbing revelations about the mindset of small business owners:

2 out of 3 don't consider their business to be vulnerable.

Only 16% say that improving their cyber security is a top priority for 2015.

78% of those surveyed believed at least one of these potentially disastrous myths:

- Only companies that take payments online are at risk of cyber crime.
- · Small companies aren't a target for hackers.

Last year one-third of small businesses suffered a cyber attack from someone outside their business.



#### They All Look Alike

Detroit Lions linebacker Kyle Van Noy retrieved the wrong laptop from security at the Salt Lake City International Airport last week. He had, in error, picked up an elementary school teacher's identical machine. A lot of computers look alike, so keep this from happening to you by making yours uniquel Add stickers, design a colorful sleeve, or try making your mobile devices "ugly" in the eyes of a thief. In the words of one security expert, "Your rechnology should not be about bling. It should be about performance and utility. My gorgeous Apple MacBook Air is sinfully ugly so no one would ever steal it, and I can spot it from 100 meters."

#### Outbreak!

Fake discount vouchers are only one of the latest attacks against mobile devices. It's called Smishing, or SMS Phishing. Users will receive a text that looks like it comes from a retailer with a significant discount or coupon code. Just click to redeem! This attack is often well-crafted, but if you click the link, your device will become infected with mobile malware. And different versions are constantly evolving; one version causes your device to become part of a larger network of malware distribution!

You have been randomly selected for a BestBuy gitt. Get your \$1000 gift cand at www.bestbuy.com.youre-a-winner.net/?

delichtcylci

Dear Walmart shopper,
Congratulations you haw claim
just won a \$1000 Walmart
Gift Card. Click here to
claim your gift.
www.WmartClick.com
(cance): reply \$TOP)

Congratulations, your number has made you apple's winner of the day! Go to http://www.apple.com.au.t.xtacrize.com.and.enter.code: 9750 on last page to

# Security Awareness Posters





Gone With the Wind Posters



What is a Man in the Middle
Attack? Poster



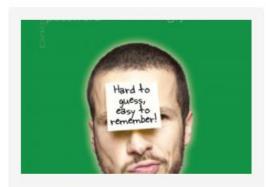
Are You A Reckless Surfer?
Poster



Safe Surfing Tips & Tricks
Poster

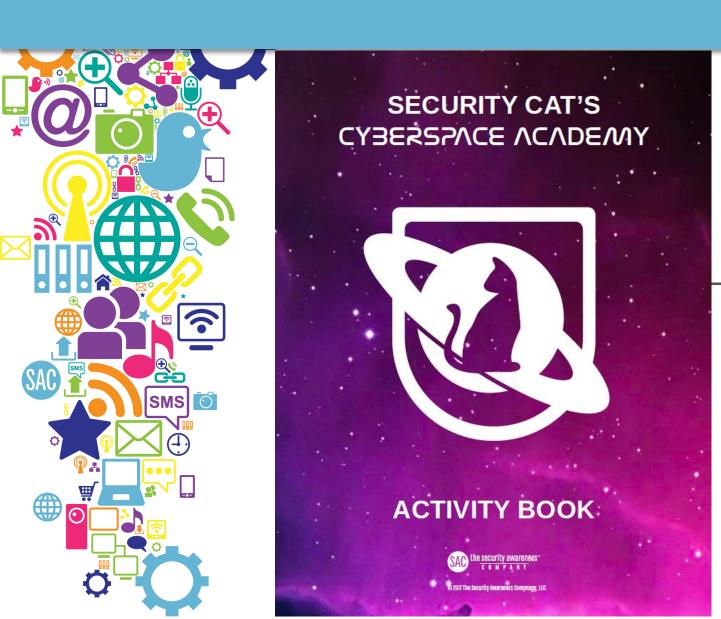


VPN Scene Poster Hard



Hard to Guess Password Poster

# Security Awareness Activity Book



#### CYBES CSYPTOGRAM

You just received your daily motivational message from High Command, but something went hay and the message is all mixed up. Decode the message below. Record each letter in the box as j figure out which letter it has replaced. (Solutions are in the back of the book.)

#### **ALIEN PHISH**

1	Α	В	С	D	Е	F	G	н	I	J	K	L	М	N	0	P	Q	R	S	Т	U	٧	W	Х
1																	S							

G V V U F C R Z T Q C K J Q K U J N C 1 7 7 7 7 6

#### 1 N C N T G 7 II E C V II T 1

#### MISSION LOGIC

Four space shins have found themselves the victims of data breaches. Each one was attacked in

rour space sings make found interested or commission take no reaches. Each role was attacked in a different method, while traveiling through different sectors, and losing an astonishing number of records. Can you match the space ships with the number of lost records, the type of attack and the star date of breach from the following clues? (Solutions are in the back of the book.)

- ⊙⊵
- The four data breaches were: the one that lost 10 million, the one that took place latest in the star date, the Ransomware attack, and the one that hit the S.S. Tabby.
- The USB attack happened before the S.S. Bobtail got breached, which was before the 101 million records were lost. The USB drop did not result in the loss of 85 million records.
- The last data breach did not lose 30 million
   records per barron to the S.S. Sphiny
- The social engineering attack took place before the S.S. Tabby was breached, and did not result in the loss of 85 million records.

			SPACE	SHIP			ATTAC	к түре			RECOR	OS LOS	г
		S.S. Tabby	S.S. Bobtail	S.S. Bengal	S.S. Sphinx	Ransomware	Social Engineering	Spear Phishing	USB Drop	10 Million	30 Million	85 Million	101 Million
	One												
STARDATE	Two												
AR	Three												
ST	Four												
JST	10 Million												
SLC	30 Million												
CORDS	85 Million												
	101 Million												
Ä	Ransomware												
TYPE	Social Engineering					Ī	SPA	CE	RECORE	IS	ATTACK		STAR

#### CYBER SYLLACROSTIC

Fill in the answers to the clues by using all of the syllables below. The number of syllables to be used in each answer is shown in parentheses. The number of letters in each answer is indicated by the dashes. Each syllable will be used once. (Solutions are in the back of the book.)

A AL BA BER CA CAL CI CIAL CON CRIME CRYP CY CY DGES DEN DENT DENT DIS EN EN ER FAC FI FI FI GI HI I I I I IN ING LOCK MAL MOUSE NEER NESS NI NON O PAA PO POL PORT RAN RE RE ROR SAL SCREEN SO SOM TECH TI TI TION TION TOP TWO TY VER WALL WARE WARE

Keeping secrets a secret	(7)	
2. Compliance mandate that regulates protected health	h information	(2)
3. Technique to see the real URL under a link	(3)	
4. A more secure form of authentication	(3)	
5. Human attack using non-technical methods (6)		
6. Not just viruses anymore	(2) _	
7. Crucial to know and follow this at all times	(3	)
8. This is one of the most common causes of data brea	aches	(2)
9. Passphrase or PIN	(2)	
10. Physical identification	(2)	
11. Prevents destructive/hostile data from crossing a c	yber barrier (3)	
12. See something? Say something!	(2	)
13. Shredding	(3)	
14. Simplest method for protecting information	(3)	

15. Malware that locks your computer and demands money to open it

20. A full-time job that is our collective responsibility

17. User login 18. Physical

# Security Awareness Games





Game: Password Shootout Challenge



Is it a Phish? Secret Mission



Game: Spooktacular Trivia for Kids



Game: Spooktacular Trivia



Game: Internet Security
Battleship



Game: Alpine Skiing – Human Firewall

# Security Awareness Videos



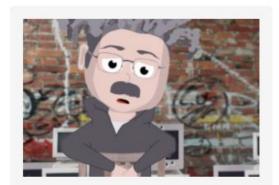




I'll Be Stalking You



Thinkin' 9 to 5



Hacker's Paradise

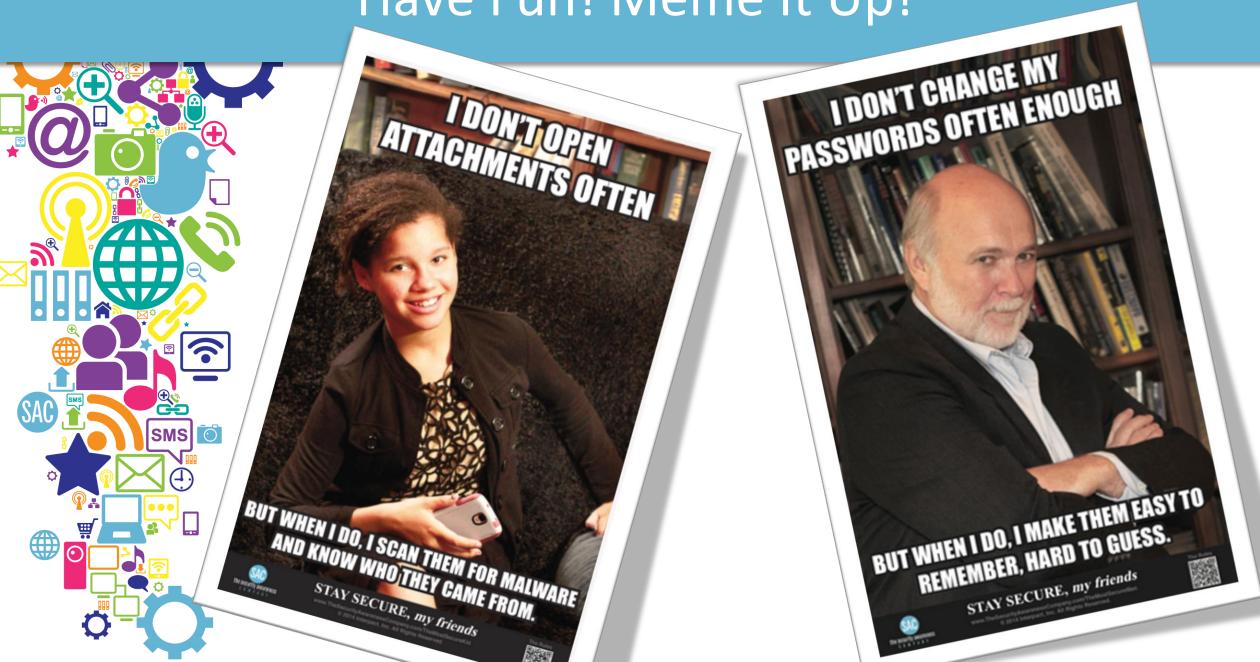


Security Cat's™ Guide to Social Media



Security Cat's™ Guide to Fighting Cybercrime

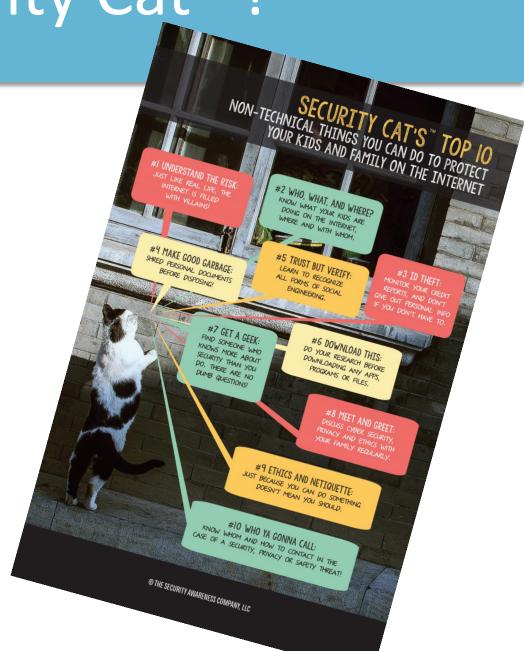
Have Fun! Meme It Up!



Say YES! To Security Cat<sup>TM</sup>!







# Comments? Questions? Responses?

















#### Winn Schwartau

Founder & Chief Visionary Officer



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# DO NOT USE FROM HERE ON



# Comments? Questions? Responses?



### Find my slides on LinkedIn

https://www.sidesharereet/winnschwarta u/how-to-make-your-security-awarenessprogram-fail

#### Winn Schwartau

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Look out for an email from us with a recording of this webinar inside!

### The Security Awareness Company

- www.thesecurityawarenesscompany.com
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- **™** two they.com/@SecAwareCo
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Founder & CEO

kayley@thesecurityawarenesscompany.com

Reach out to us via email

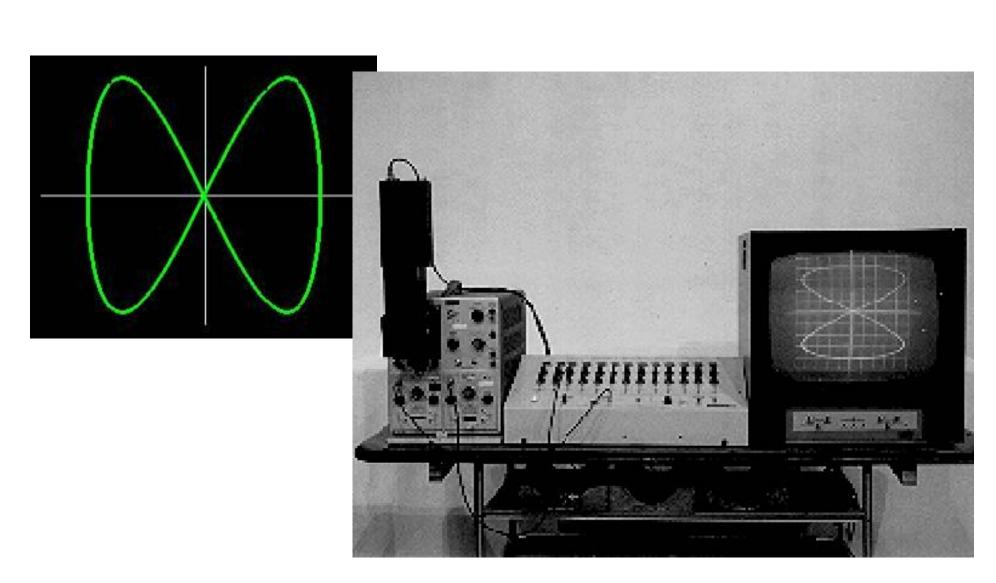
# TV:Movies - Auto Sync (Right!)





# And When It Fails - The Show Must Still Go





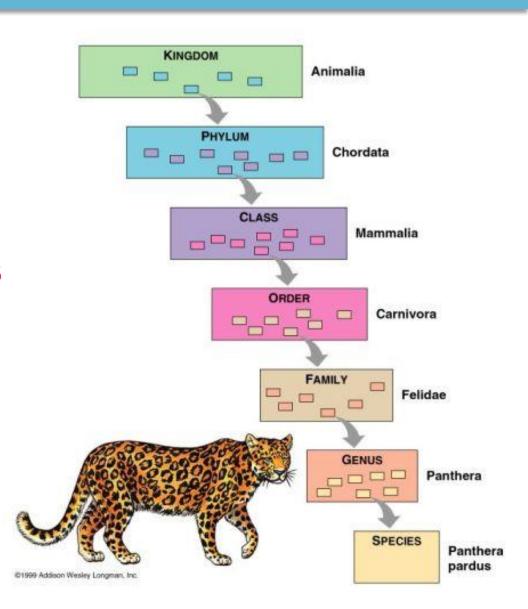
# Taxonomy? Huh?



Periodic Table

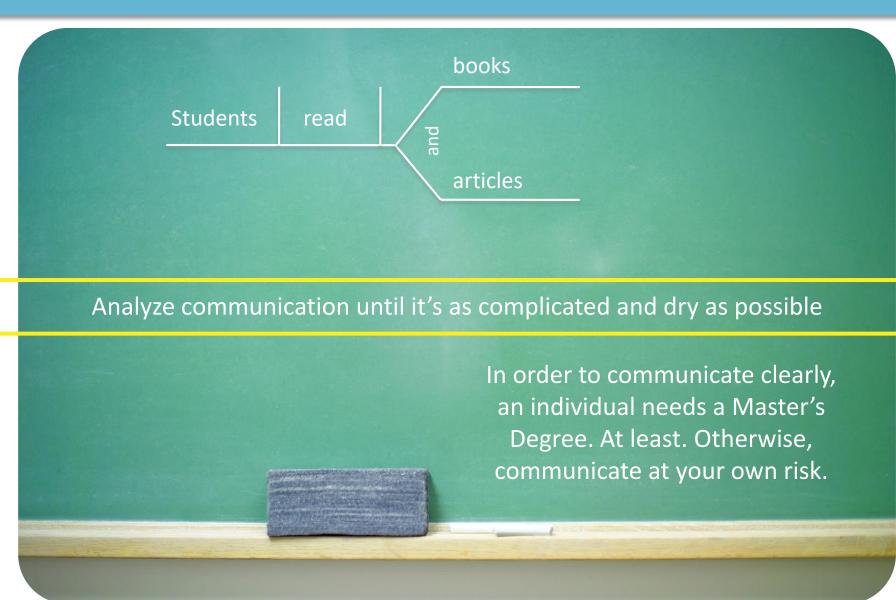
Learning/Knowledge Maps

**Dewey Decimal System** 



# Hire An English Major & Parse

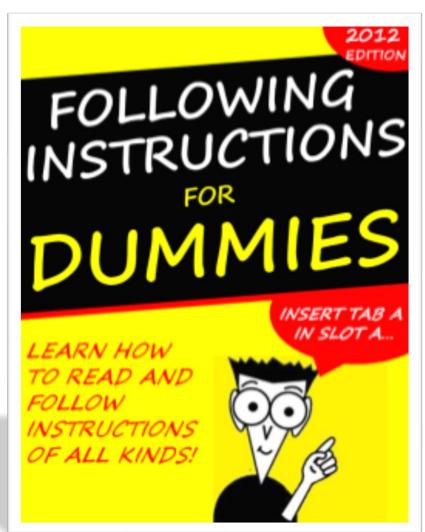




### Do Not Violate The Formal or Structured

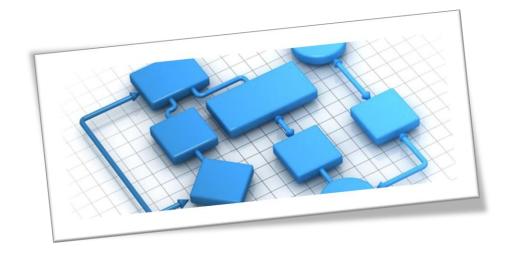
Instructional Process





Complicated instructions ensure the most secure programs

Standards should be rigid and require an instructional consultant



# Testing Is Absolutely Reliable and Accurate



Everyone who passes the test knows how to behave when a security event occurs.

Make tests
super easy so
everyone gets
an 'A' and
the auditors
are happy.

# Security Awareness Program Planning Guide.

Any security issue or event fits into at least one of the open cells.

Some may fit into more than one.

*											
	70	a □	Confidentiality	Integrity	Availability	Physical	Cyber	People	Professional	Personal	Mobile
		Confidentiality									
	ı	Integrity									
		Availability									
9HANGS.		Physical									
		Cyber									
		People									
AND ESTIVORE		Professional									
The Person		Personal									
		Mobile									
	3										

# Confuse Awareness With Training



Coke obviously wastes \$3B/yr. on global brand awareness

Repetitive multi-media branding is useless. It doesn't change behavior.

Brilliant marketing is a myth. Don't buy into the hype.



