

RSAC[®]Conference2020

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HUMAN
ELEMENT

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10 Cybersecurity Visibility Gaps Every CISO Must Fill!



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Why These Gaps?

- Raise Your hand if...
- Add a clear why here around – Visibility!
- I wished that someone had done this for me
- Do for one...
- Get Wisdom as Cheaply as you can
- Use this as YOUR Plan

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10 Gaps

10 Three step plans

Actionable Steps that You can take!

Ready?

Visibility Gap 1 – Your Compliance Requirements

- Your Compliance Requirements
- Everyone has to serve somebody
- Doing these things is usually easy
- Doing the most critical things, not so much

Visibility Gap 1 – Your Compliance Requirements



Visibility Gap 1 – Your Compliance Requirements

- Critical Questions
- Is Your company tall enough to ride this ride?
- Can You leverage compliance requirements to gain Assurance?

Visibility Gap 2 - Your Security Tools

- Your Security Tools
- When did You last check?
- Critical Control 1

Visibility Gap 2 - Your Security Tools



Visibility Gap 2 - Your Security Tools

- Critical Questions
- Are Your security agents providing their intended value?
 - Really!
- What would it look like to have an Agent Health Dashboard?
 - Like a Delta pilot
- Use Performance Objectives?

Visibility Gap 3 - Your Strategic Plan

- Your Strategic Plan
 - Do you do have a Strategic Plan?
- Are You on track today?
 - Prove it!

Visibility Gap 3 - Your Strategic Plan



Visibility Gap 3 - Your Strategic Plan

- Critical Questions
- When did You last check on Your strategic plan?
- Recurring calendar alerts?
- Good leaders ask Great questions
- Get better at removing roadblocks

Visibility Gap 4 - Your Team

- Your Team
- What can only You as a CISO do?
- Opportunity Costs
- Succession Planning

Visibility Gap 4 - Your Team



Visibility Gap 4 - Your Team

- Critical Questions
- How can You help them?
- How can You stay out of their way?
- What the answer to their “Alarm Clock” question?

Visibility Gap 5 - Your Culture

- Your Culture
- Organizational Culture
- Team Culture
- How do You know - Really?

Visibility Gap 5 - Your Culture



Visibility Gap 5 - Your Culture

- Critical Questions
- What is it like to walk the halls of Your organization?
- What level of Support does Your program enjoy?

Visibility Gap 6 - Your Brand

- Your Brand
- How do You show up?
- How do others experience Your brand?

Visibility Gap 6 - Your Brand



Visibility Gap 6 - Your Brand

- Critical Questions
- What is it like to be on the other side of You?
- When you leave the board room...
 - What do they say?
 - Series on this topic from Allen Paller and John Pescatore
- How do You know - Really?

Visibility Gap 7 - Your Peers

- Your Peers
- CISOs at nearby companies
- Friends You met at RSA Conference 2020

Visibility Gap 7 - Your Peers



Visibility Gap 7 - Your Peers

- Critical Questions
- How many CISOs are on Your speed dial?
- When is the last time You reached out for help
- When is the last time You offered your help?
- What are they learning?
- Who are the vendors they are using?
- Should You hire them?

Visibility Gap 8 - Your Budget

- Your Budget
- Financial stewardship
- Who is Your CFO?
- What does Your CFO expect?

Visibility Gap 8 - Your Budget



Visibility Gap 8 - Your Budget

- Critical Questions
- What data points that can ensure You are on track?
- What Trends over Time can help?
- Training and Travel and Trinkets
- Who can You trust?
- How do You know - Really?

Visibility Gap 9 - Your Time

- Your Time
- Who is doing your old job right now?
- How much time did you spend doing things only you can do?
 - On the way to work
 - On the way to home
 - How does that make you feel?

Visibility Gap 9 - Your Time



Visibility Gap 9 - Your Time

- Critical Questions
- What does Your calendar look like?
- What gets scheduled gets done!
- Are You doing what only You can do?
- Is this the most important thing for me to do?

Visibility Gap 10 - Your Growth

- Your Growth
- What is Your growth plan?
- How do You know - Really?
- Reading
- Podcasts
- Good leaders ask great questions

Visibility Gap 10 - Your Growth



Visibility Gap 10 - Your Growth

- Critical Questions
- How are You becoming the CISO Your company deserves?
- Truth - the leader you were last year is not the leader Your company needs next year. Go!
- How are you investing in yourself?
- Self care is a thing!
- What is the last thing you did to grow - intentionally?

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**Remind me of those
10 Cyber Security Visibility Gaps
Please!**

The 10 Visibility Gaps

Compliance Requirements
Security Tools
Strategic Plan
Team
Culture
Brand
Peers
Budget
Time
Growth



“Apply” Slide 1

- Next week You should:
- Take the Cafeteria Test – (when your team walks into the cafeteria, do their colleagues walk towards them or away from them?)
- Ask for genuine feedback and stop talking!
- Repeat every week!

“Apply” Slide 2

- Next month You should:
- Add a monthly calendar reminder to Close 1 gap
- Repeat every month!

“Apply” Slide 3

- Next year You should:
- Add a monthly calendar reminder to find 10 more gaps
- Repeat every year!

Q&A

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