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Eat Your Vegetables: Using Parenting Skills to Run a Security Program



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Why Parenting?

The Similarities are Frightening







IDEAL Response

- Immediate
- Direct
- Efficient
- Action-Based
- Leveled at Behavior







How you view parenting BEFORE becoming a parent

How you view parenting AFTER becoming a parent

Values

Why do we do what we do?!



Sticks and Carrots



Sticks = Boundaries

- Compliance Stuff
- Process Changes
 - Make it harder to be insecure
- Charge back operational security costs

Carrots = Empowering within the sticks

- Recognition for jobs well done
- Process Changes
 - Make it easier/\$ to be secure
- Make Identification/Prevention security free

Leveraging Value Terms



Parenting Value Terms

- Gentle and Kind
- Use your words
- Be Home by Midnight

Security Value Terms

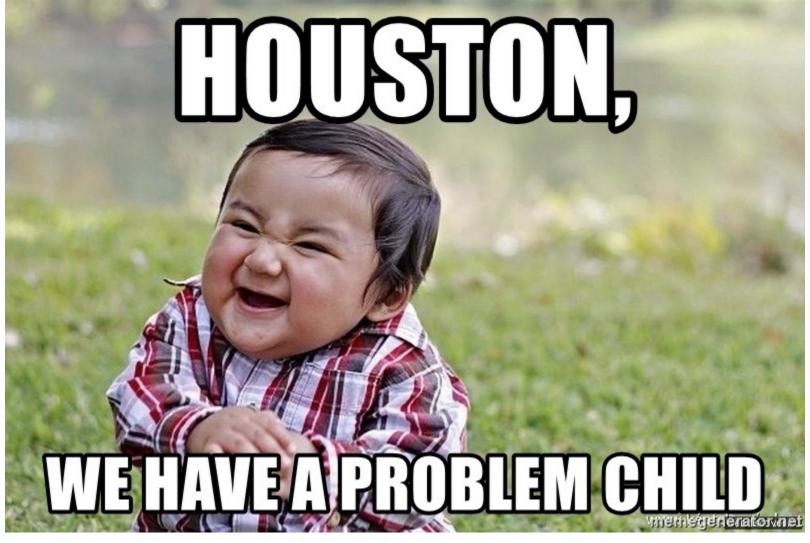
- Transparency
- Accountability
- Security = Safety



Everyone Can Use A Lesson Here











Security Leaders Must:



- Assume positive intent
- Help identify blockers
- Work with teams to clear or work around blocks, even if it's not part of their immediate responsibilities



Responsive Strategies with Situational Awareness

- What are the drivers?
- How do I meet the need?
- How to give voice?
- How to engage?

Felt Safety



Guiding to the Answer

- I bet vs I wonder
- Passive or Aggressive?



Choices

Create the Illusion of Power





Parents

Hide Vegetables In Other Foods

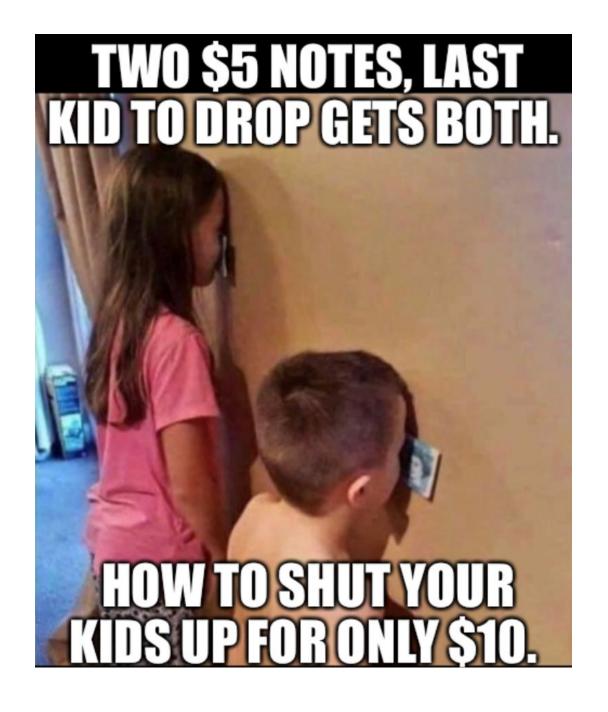
Serve Fresh Food – It Tastes Better

Add Cheese to Everything

Convince them healthy food is desirable

Security People

- Attach Security Spending Needs to Other Strategic Projects
- Promotes Tech Refresh to Improve Security Profiles
- Finds security solutions that ALSO have a Business Benefit
- Find Security Tools they can use for Personal Gain





Compromises

No One Wins, But Everyone Can Move On





Compromise

A situation where all parties are equally unhappy with the outcome





What Are Your Up Front Costs?



Parenting

- Date Night
- Doctor Visits
- Birth Costs
- Baby Stuff

Security

- Consultant/Vendor Engagement
- Tech-specific Training, perhaps

What Are Your Ongoing Costs?



Parenting

- Food/Clothing
- Housing/Utilities
- School, School, School
- Extracurricular Activities

Security

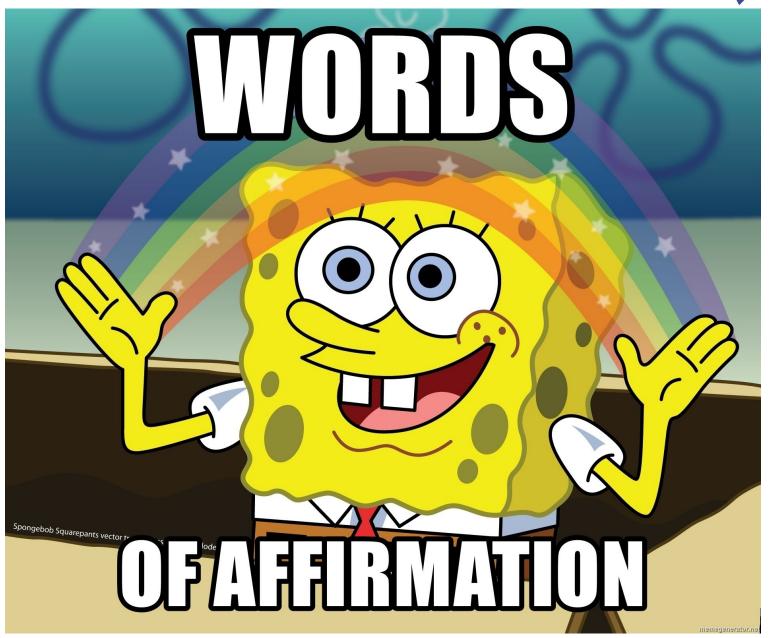
- Security Hygiene Activities
- Personnel Costs
- Insurance
- Software/Hardware
- Training/Development

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Words of Affirmation/Positive Reinforcement

Carrots and Sticks

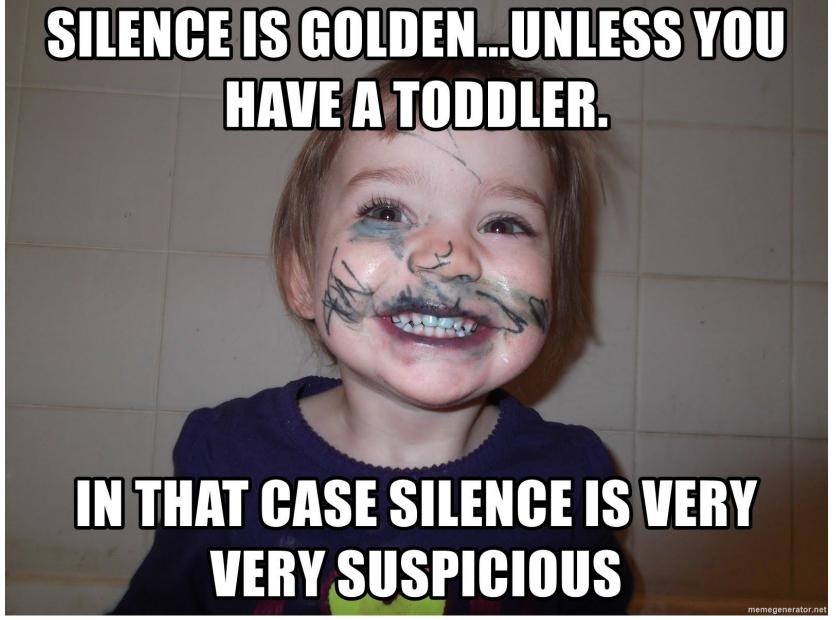






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Discipline (noun): punishment inflicted by way of correction and training

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What happens when you are "under fire"

De-Escalation Techniques







Structured

- Table Top
- Business Cases

Cyclical Stacked Boxes (Parenting)

Protective

- Benchmarking
- Crisis Management

OODA (Business)



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Acceptance

They Did What They Did Now STFU





Explaining

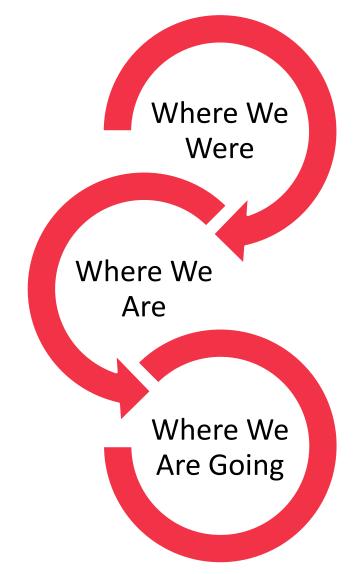
Telling Family Stories







Explain the Journey





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Growing Up

Be An Empty Nester





Build A Program

- Compliance
- Business Needs
- Good Practices
- Emerging Threats
- Innovation
- Organizational Structure









Takeaways





Relational Intervention Principles

- Empowerment
- Connecting
- Correcting



What To Do Next!



- Next week you should:
 - Consider the maturity of your organization, and what parenting skill needs to be applied now
- In the first three months following this presentation you should:
 - Talk to partners and stakeholders about your ideas, get their perspective
- Within six months you should:
 - Incorporate your takeaways into your security program
 - Projects
 - Training
 - Messaging

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Thank You!

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