

Online influence campaigns, which have

email, and other online-centric mediums,

have become part of what has come to be

Influence campaigns themselves are not the exclusive domain of cyberwarfare, however. Individuals and organizations

conduct influence campaigns to turn public opinion in directions of their

Influence Campaigns

traditionally focused on social media,

called hybrid warfare.

choosing.

Social engineering is the practice of manipulating people through a variety of strategies to accomplish desired actions.

> Relies on the fact that most people will obey someone who appears to be in charge or knowledgeable, regardless of whether or not they actually are.

Example: Claiming to be a manager, a government official, or some other person

Intimidation Relies on scaring or bullying an individual into taking a desired action.

Consensus-based (Social Proof) Uses the fact that people tend to want to

Example: Pointing out that everyone else in a department had already clicked on a link, or might provide fake testimonials

Scarcity Make something look more desirable

the organization the individual is claiming to represent.

Rely on you liking the individual or even

Relies on a connection with the individual they are targeting.

Urgency Relies on creating a feeling that the action must be taken quickly due to some reason or reasons.

Usually more than 1 principle are combined

Adding an expression or phrase, such as adding "SAFE" to a set of email headers to attempt to fool a user into thinking it has passed an antispam tool

attack to manipulate the outcome

related information the social engineer is

Pretexting is the process of using a made-up

Introduction

Authority

who would have authority

do what others are doing to persuade them to take an action.

about a product making it look safe.

because it may be the last one available. Familiarity-based

Trust

to make an attack effective

**Key Principles** 

Adding information as part of another

Suggesting topics via a social engineering conversation to lead a target toward looking for

scenario to justify why you are approaching an individual.

Prepending (outside of the exam, you're

more likely to

run into pretexting than prepending as a

technical term)

Social engineering techniques

focus on the human side of

information security.

**Techniques** 

**Social Engineering**