



# OSEEC: The Open-source Social Engineering Education Course



# Unit C - Hadnagy

Week 12 - Day 2

Chapter 7



# Framing & Elicitation

*"Art and science have their meeting point in method."*  
—Earl Edward George Bulwer-Lytton



# Chapter 7

## Building Your Artwork

### The Dynamic Rules of Framing

- Rule 1: Everything You Say Evokes the Frame
- Rule 2: Words That Are Defined with the Frame Evoke the Frame
- Rule 3: Negating the Frame
- Rule 4: Causing the Target to Think About the Frame Reinforces the Frame



# Chapter 7

## Building Your Artwork

### Elicitation

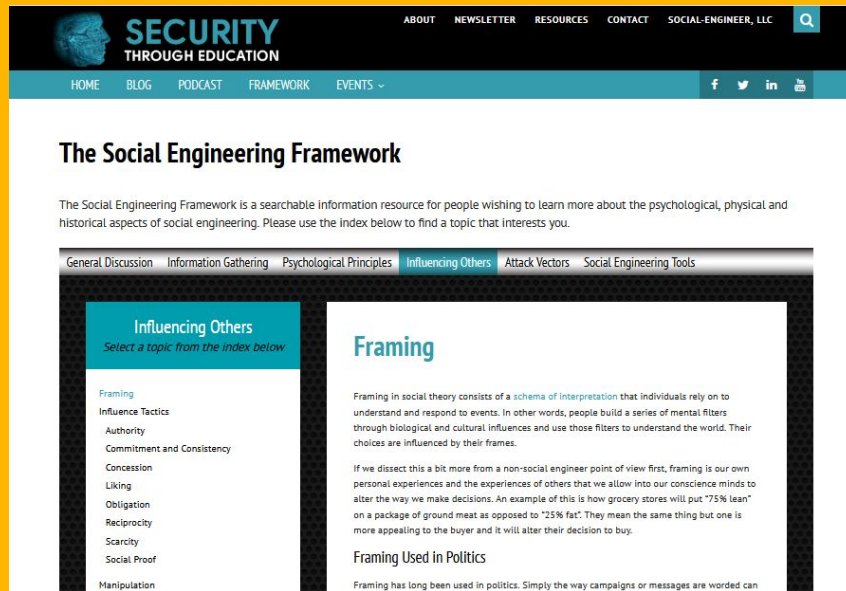
- Ego Appeals
- Mutual Interest
- Deliberate False Statement
- Having Knowledge

### The Use of Questions

- Open-Ended Questions
- Closed-Ended Questions
- Leading Questions
- Assumptive Questions



## Reflection:



<https://www.social-engineer.org/framework/influencing-others/framing/>

## The Open-source Social Engineering Education Course

## Exercise:

### FALSE STATEMENTS PLUS QUID PRO QUO

I tried my student's method in one elicitation engagement, and it worked like magic. Then I followed up with, "Ah, August 12th. That's funny, my sister was born in August, too."

Giving some quid pro quo helps the target feel at ease with what they just gave up in the elicitation. I added, "My grandma used to say that August babies were more artistic and creative. Do you have any musical talent?"

With a chuckle the woman said, "No, I am more of a math geek. That's why I'm an accountant. I guess grandmas aren't always right, are they?"

I said, "Ha, I guess not. But don't tell her. My Italian grandma will grab your ear and yell at you!"

The woman replied, "Oh, I know how that is. My family came over from Ireland. They didn't pinch as much as punch!"

"Ouch! Sounds like . . . um . . . fun. So, do you have a really Irish-sounding last name?" I thought this might be a great segue to getting more personal info.

"You can't get more Irish than my name: Mary O'Donnell," she said, putting an Irish lilt on it.

I replied, "Oh, you have a very cool little accent. Sadly, I've lost all my Italian except for the curse words."

"Well, that may come in handy still."

Notice that with one deliberate false statement and some quid pro quo, I was able to obtain this woman's full name, date of birth, job function, and other details about her life and family.



## The Innocent Lives Foundation



[www.innocentlivesfoundation.org](http://www.innocentlivesfoundation.org)





# Thank You!

[oseec.github.io](https://oseec.github.io)