

BEYOND YOUR STUDIES

YOU STUDIED X AT Y. NOW WHAT?

ANGE ALBERTINI

JULY 2018, HACKPRA, BOCHUM

ABSTRACT

A STUDENT'S LIFE AGO, THE AUTHOR SOMEHOW MANAGED TO GRADUATE.

ON THE WAY, HE MADE A LOT OF MISTAKES -- AND HE STILL DOES.

A FEW PEOPLE SINCE CALLED HIM 'SUCCESSFUL', BUT LOL, IF ONLY THEY KNEW....

AND NOW, THE AUTHOR WILL DO ANOTHER (**BIG!**) MISTAKE:

INSTEAD OF HIDING IN SHAME AS HE PROBABLY SHOULD,

HE'LL SHARE HIS MISTAKES WITH ANYONE BORED ENOUGH TO ATTEND,

IN THE HOPE THAT HE'S THE LAST PERSON TO EVER LOOK THAT DUMB TO COMMIT SUCH MISTAKES.

IF YOU'RE A GENIUS AND YOU KNOW WHAT TO DO IN LIFE, PLEASE SKIP THIS. SERIOUSLY.

IF, LIKE THE AUTHOR AT THE TIME, YOU WONDER **WTF** IS GOING ON WITH GRADUATION, PROFESSIONAL WORK AND LIFE,

THEN HOPEFULLY YOU LEARN A FEW THINGS. MAYBE.

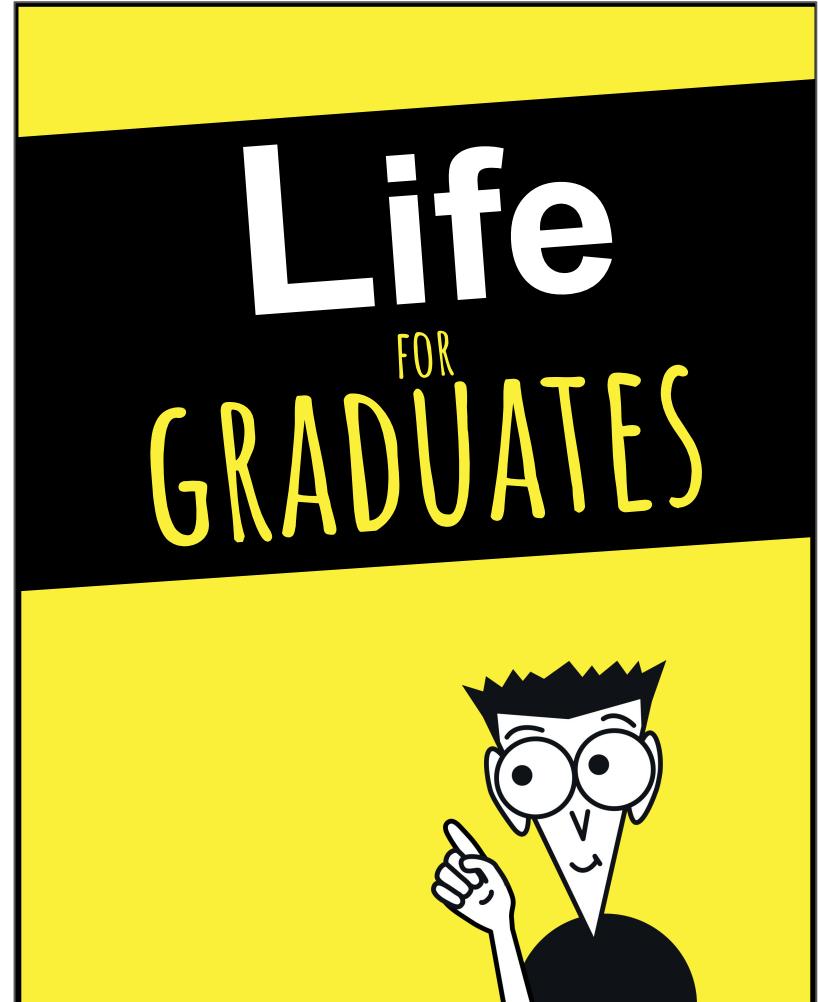
BTW THE AUTHOR IS 42 (**WTF - OLD!**).

MAYBE THAT WILL HELP TO PROVIDE A FEW ANSWERS.

DISCLAIMER:
THIS TALK IS
TOTALLY EXPERIMENTAL!

ALTERNATE TITLE
OF THIS TALK =>

OR - TO BE EXACT -
"AN ATTEMPT AT MAKING GRADUATES' LIFE LESS MISERABLE
AND SHARING THE COUNTLESS MISTAKES THE AUTHOR DID"
(BUT THAT DIDN'T FIT ON THE BOOK COVER)



YOUR LIFE SO FAR...



...A LONG TUNNEL...

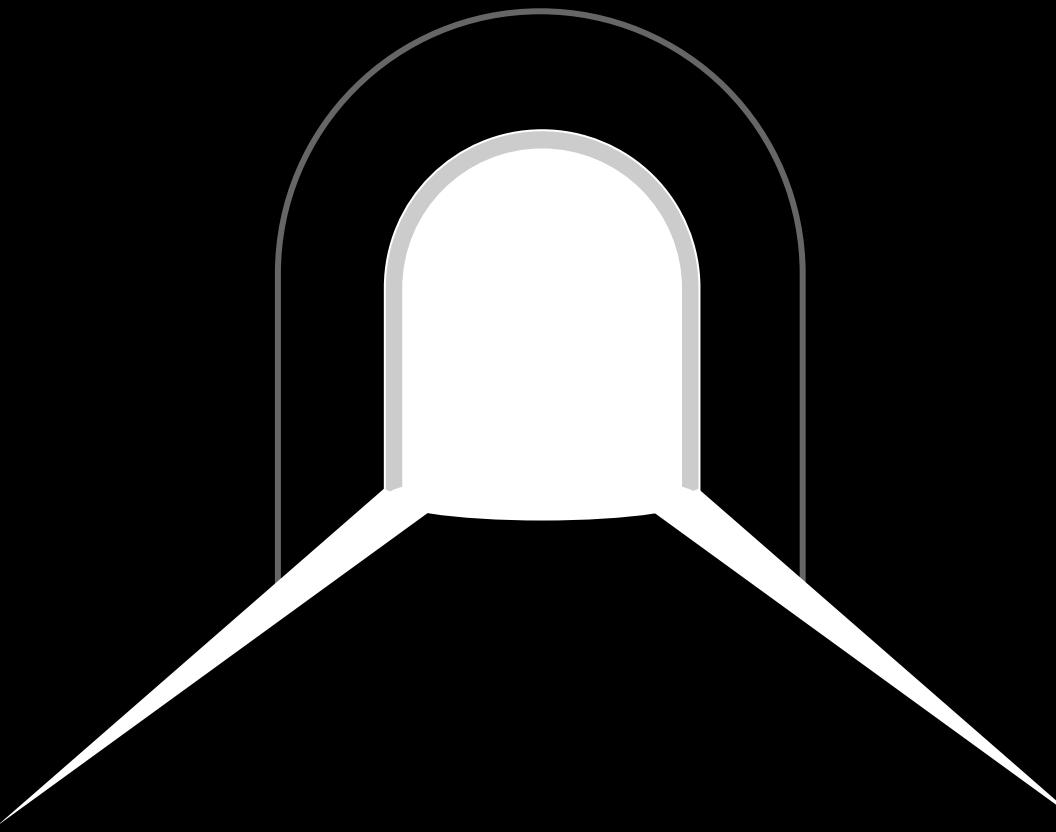
...A LONG SUCCESSION
OF TESTS & GRADES...

GOALS

1- GET A DIPLOMA

2- ...?

AFTER YEARS OF EFFORT, THE END OF THE TUNNEL IS NEAR!





NOW WHAT?

PLAN

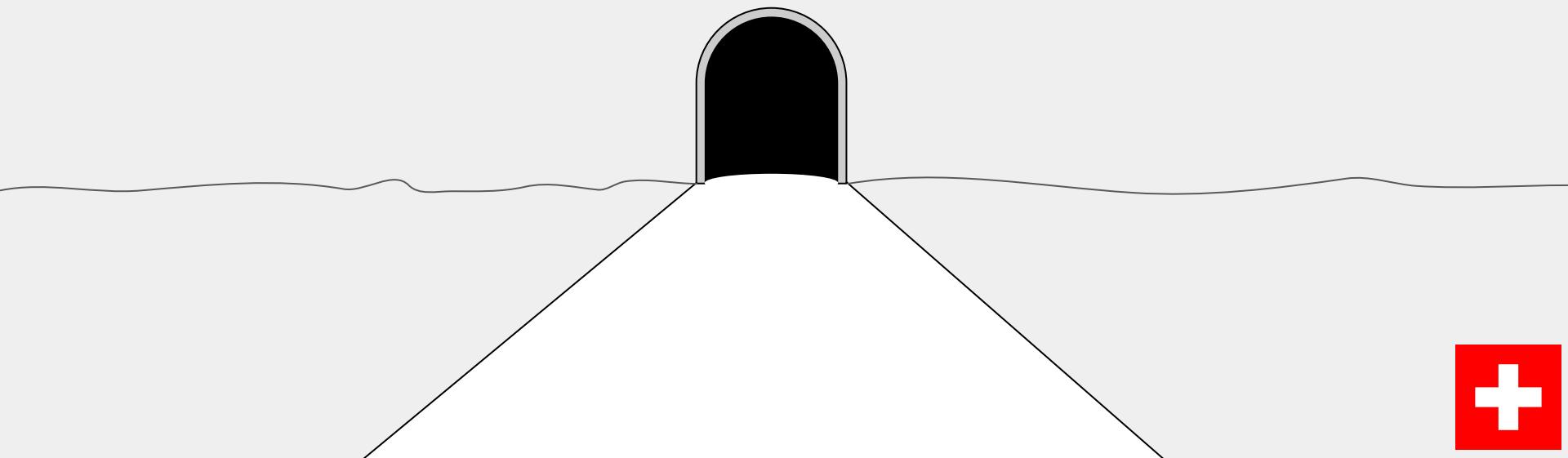
1. FIND A (PERFECT) JOB
2. WORK (FOLLOW YOUR DEAR LEADER)
3. RETIRE (RICH, FAMOUS AND HAPPY)

(DO YOU BELIEVE IN SANTA TOO?)

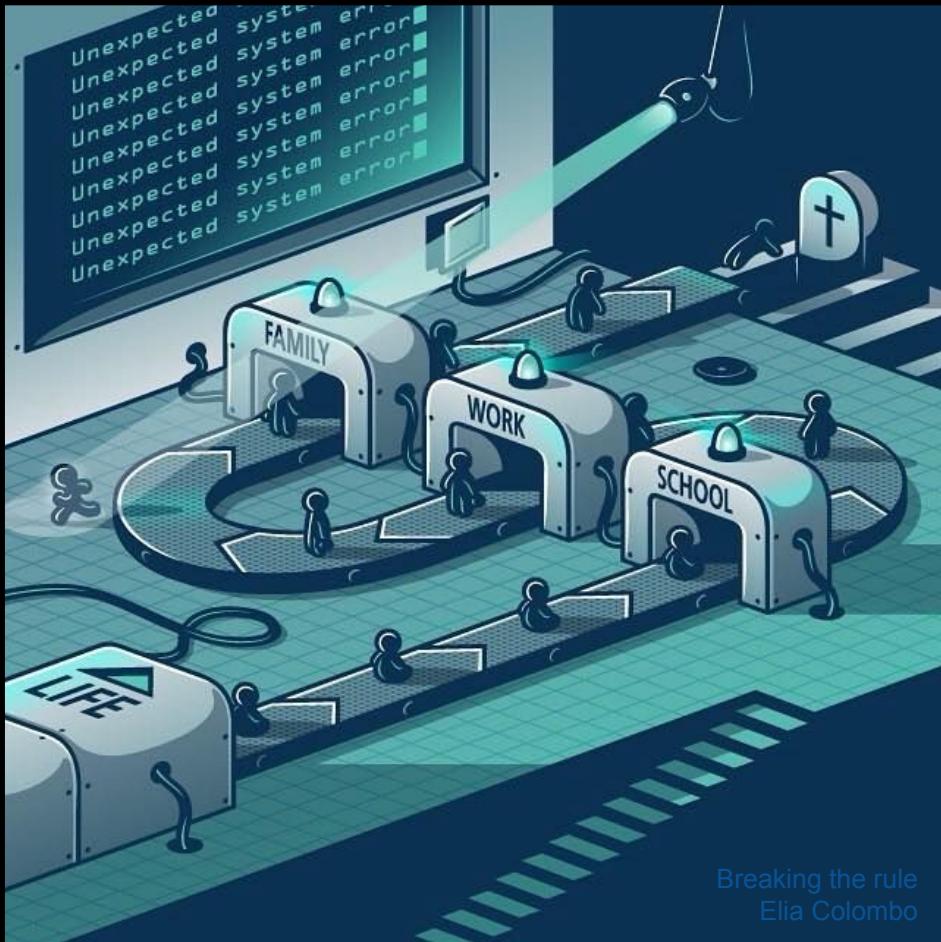


WAIT! ISN'T THAT....

...ANOTHER SUCCESSION OF TUNNELS?



YOU MIGHT WANT TO ESCAPE!





IT'S MORE LIKE...

...YOU'RE ON YOUR OWN!



GOALS

- 1- SURVIVE (FIND A JOB)
- 2- ...BE HAPPY? (OPTIONAL)

ABOUT THE SPEAKER (1/2)

REVERSE ENGINEER AT GOOGLE

PWNIE AWARD 2017 OF CRYPTO

Pwnie for Best Cryptographic Attack

Awarded to the researchers who discovered the most impactful cryptographic attack against real-world systems, protocols, or algorithms. This isn't some academic conference where we care about theoretical minutiae in obscure algorithms, this category requires actual pwnage.

The first collision for full SHA-1

Credit: Marc Stevens, Elie Bursztein, Pierre Karpman, Ange Albertini, Yarik Markov
The SHAttered attack team generated the first known collision for full SHA-1. The team produced two PDF documents that were different that produced the same SHA-1 hash. The techniques used to do this led to an a 100k speed increase over the brute force attack that relies on the birthday paradox, making this attack practical by a reasonably (Valasek-rich?) well funded adversary. A practical collision like this, moves folks still relying on a deprecated protocol to action.

Story time

<https://pwnies.com/winners/>



DISCLAIMER:
THESE ARE MY OWN VIEWS.
NOT FROM ANY OF MY EMPLOYERS.

ABOUT THE SPEAKER (2/2)

STUDIED AT UNIVERSITY. MADE LOTS OF MISTAKES IN MY CAREER.
HERE TO SHARE THEM. HOPEFULLY IT CAN HELP SOMEONE ELSE.

2X OLDER THAN A STUDENT. AT HALF CAREER. WITH A SON AS $\frac{1}{2}$ STUDENT.
A MULTICULTURAL CAREER AND FAMILY. (TO GIVE YOU DIFFERENT PERSPECTIVES)

NOTE I'M NOT HERE TO HURT OR MAKE FUN OF ANYONE, BUT I DON'T WANT TO GIVE STUPID ILLUSIONS, POPULAR OPINIONS OR SPREAD HYPE.
I'LL ALSO USE MY EXPERIENCE AS EXAMPLES: I'M BIASED - DEAL WITH IT.

NOTE THAT
THESE SLIDES ARE NEUTRAL,
BUT THE TALK WILL MENTION
MANY EXTRA PERSONAL EXAMPLES.
→ "Story time"

THIS TALK IS NOT FOR "WINNERS"!

TBH I FEEL LIKE AN IDIOT.
ALSO, I CAN BARELY CODE.
SERIOUSLY.

I HAVE TROUBLES WITH CODE SCOPE, VARIABLE NAMING...

I WISH I WAS SMART ENOUGH TO HAVE DONE FEWER MISTAKES.

BUT I'M NOT "SMART" IN THAT REGARD:

I NEED A LOT OF ATTEMPTS TO DO ANYTHING.



Chris Rohlf
@chrisrohlf

Too bad theres no 'This tweet is a made up story designed for excessive adulation from peers because of the authors dependence on social media induced dopamine hits to cure a crippling self confidence problem' option when reporting a tweet.

2:06 PM · Apr 20, 2018

DURING STUDIES, THE BIG QUESTION WAS ALWAYS...

WHY ?

WHY DO WE NEED TO STUDY X?

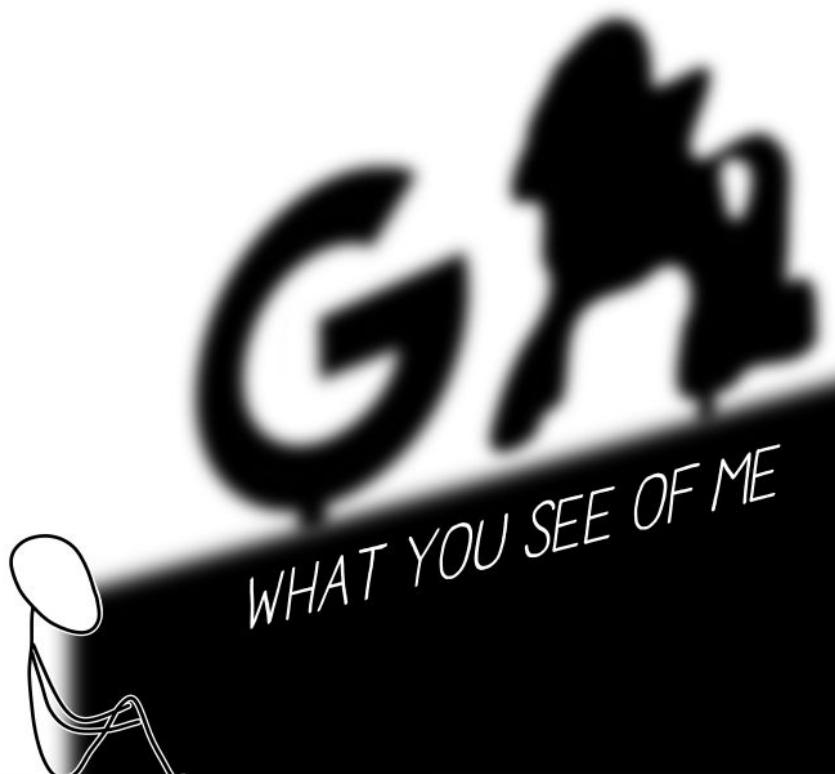
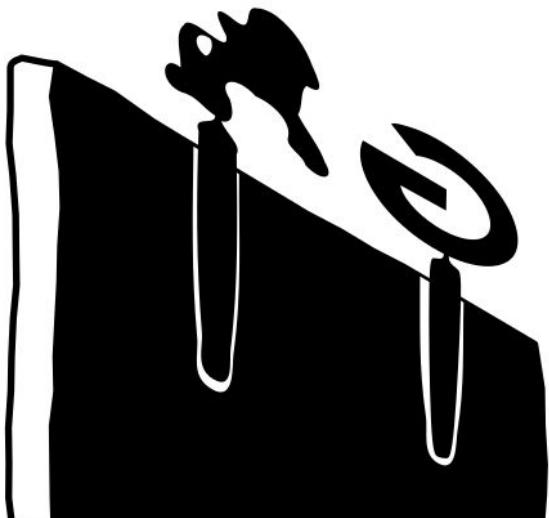
WHAT IS IT USEFUL FOR?

IS THERE A REASON FOR THESE THINGS TO BE STUDIED?

WHAT'S ACTUALLY IMPORTANT...

SOME FACTS
(OF ARGUABLE VALUE)

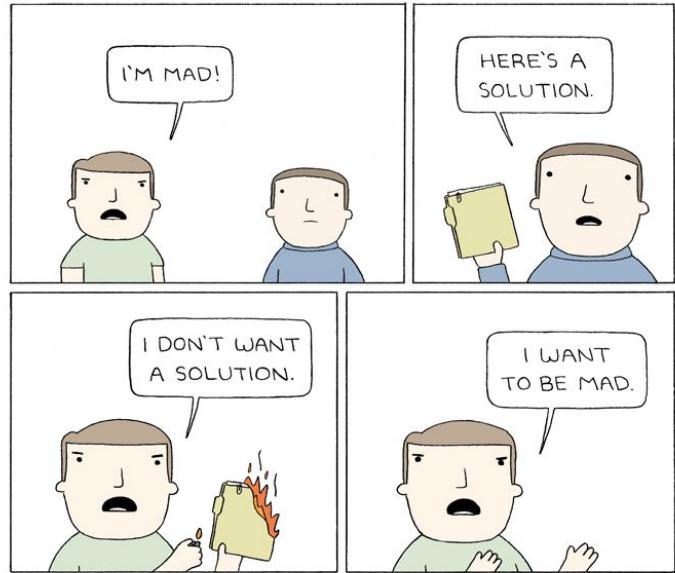
MY LITTLE FLAME



WHAT YOU SEE OF ME

DON'T GET IT WRONG,
THIS TALK IS NOT ABOUT
HATING OR REJECTING.

IT'S ABOUT UNDERSTANDING YOUR ENVIRONMENT,
ASSUMING YOUR MISTAKES,
AND FINDING YOUR OWN FRICTION-LESS PATH.



FORGIVE

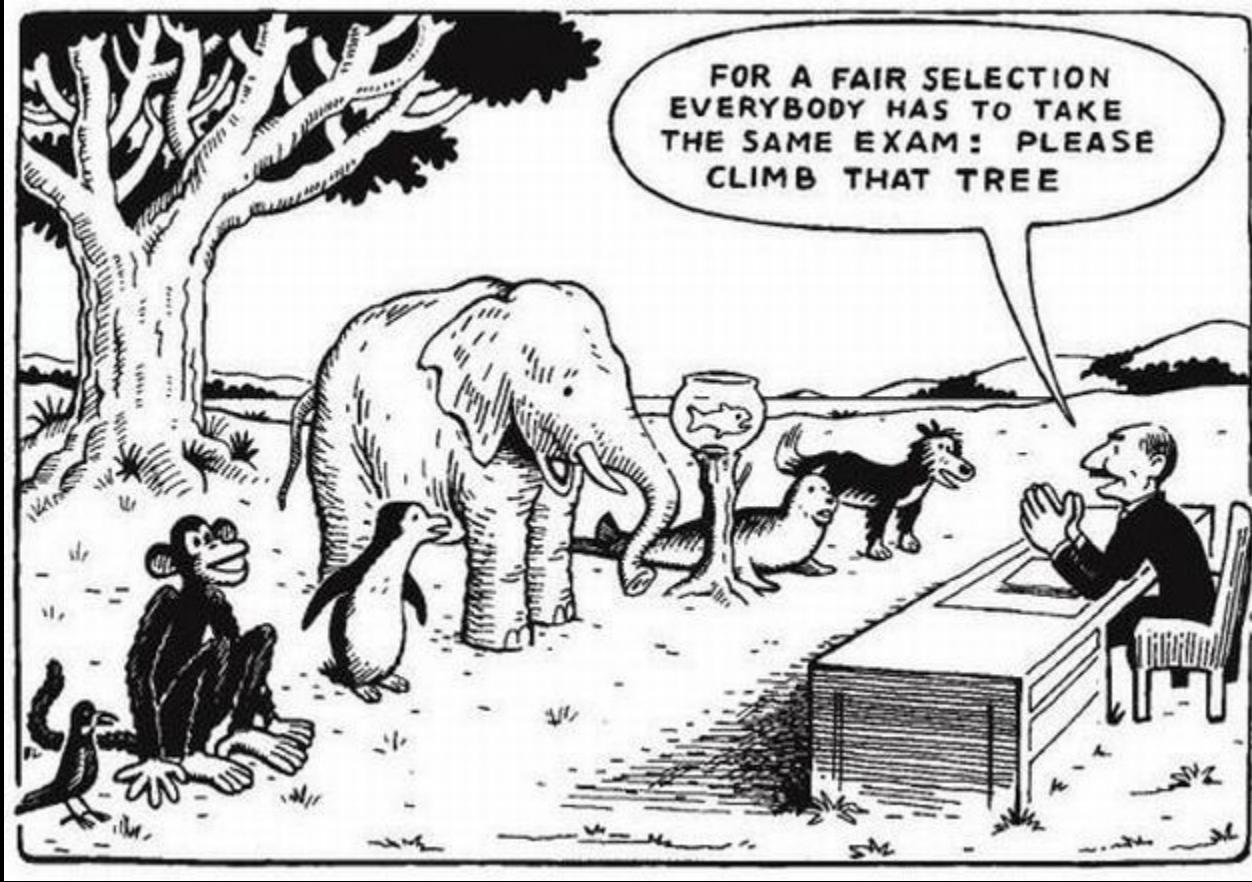
YOU'LL SPARE SOME ENERGY FOR YOURSELF.

TRY WALKING IN THEIR SHOES BEFORE BLAMING.

DO NOT FORGET

THAT'S NITRO FOR YOUR WILLPOWER.

ON EDUCATION



Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid.

- Albert Einstein

**Fake
Quote**

WE ARE ALL
FORMED BY MOLDS

ENVIRONMENT, FAMILY, SCHOOL.
YOU HAD TO FOLLOW RULES AND GUIDELINES.

AND NOW, YOU'RE "FREE"
(BUT YOU DIDN'T FEEL IN JAIL - YOU WERE JUST GUIDED)
BUT IT CAN BE HARD TO NOTICE IT.



NOT SO MANY POSSIBILITIES!



FAILURE WAS NOT AN OPTION.

TODDLERS LEARN BY TRYING AND FAILING.

SCHOOL HAS NO TIME FOR THAT.

YOU MUST GET IT RIGHT BEFORE THE NEXT TEST.

TRENDS & MYTHS

- WORSHIP THE TOP
- PRAISE THE UPPER MIDDLE
- SHAME THE BOTTOM
- EASY SUCCESS, SINGLE-HANDED VICTORIES, INSTANT WINS
- DOING GOOD -> FAME -> MONEY == APPEARANCE



WE ALL HAVE BLINDERS

EXPERIENCE -> PERSPECTIVE -> ~~WHOLE PICTURE~~

ALL ADVICE IS BIASED.
DON'T BLAME OTHERS FOR NOT SHARING YOUR PERSPECTIVE.

LISTEN, BE INSPIRED, BUT DON'T FOLLOW OR WORSHIP.
(BECAUSE THEIR PERSPECTIVES MIGHT NOT BE A GOOD FIT FOR YOU)

Story time



HOW OLD ARE YOU?

IT'S HARD TO SHARE PERSPECTIVE WHEN
SO MANY IMPORTANT THINGS ARE RECENT.

THE FOUNDATIONS OF YOUR VALUES
MIGHT BE OBSOLETE SOON !

	Firm	Language
1991		Python
1994	Amazon	
1995		Java[Script] Ruby PHP
1997	Netflix	
1998	Google	
1999	Salesforce	
2000		C#
2003	Tesla	Scala
2004	Facebook	
2006	Twitter	
2008	Airbnb	
2009	Uber	Go
2010		Rust
2011		Kotlin
2012		Julia

PRIDE CREATES UNNEEDED FRICTION

IT'S OK TO BE PROUD OF OUR VALUES, BUT SOME OF THEM COULD VANISH INSTANTLY,
THEN WE REALIZE HOW USELESS THEY WERE ALL ALONG.

YOU'VE BEEN GUIDED MOST OF YOUR LIFE.

IT'S HARD TO ACKNOWLEDGE HOW MANY OF OUR VALUES ARE ACTUALLY PERSONAL.
(AND NOT TAUGHT).

BUT AT THE SAME TIME...

MOTIVATION

IS VITAL

THERE ARE THINGS WE LOVE. THERE ARE THINGS WE HATE.
INVEST TIME IN THE ONES YOU REALLY LIKE.

SOUNDS OBVIOUS? WELL...

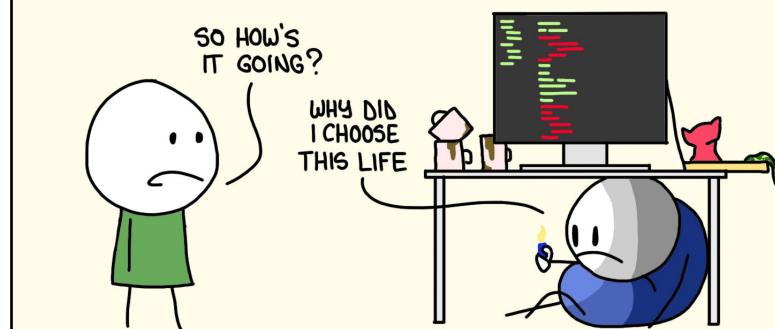
WHAT ABOUT THE LITTLE THINGS THAT YOU LIKED,
BEFORE UNIVERSITY STARTED TAKING MOST OF YOUR TIME?

#EVERYTIME

STARTING A NEW PROJECT



ONE MONTH LATER...



MONKEYUSER.COM

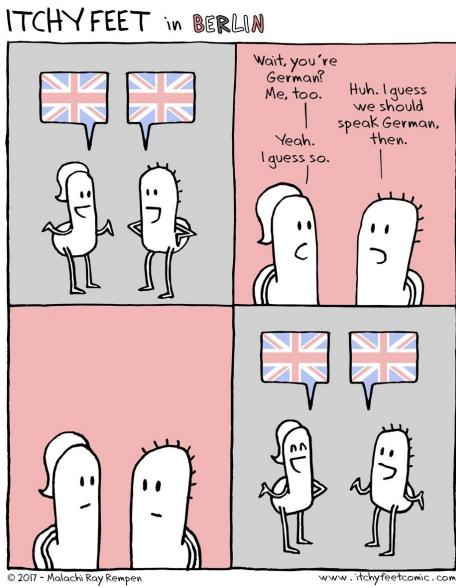
Story time

A FEW NON-OBVIOUS THINGS
TO PAY ATTENTION TO...

FIRSTLY,

MOST IMPORTANTEST...

A CORRECT LEVEL OF ENGLISH!

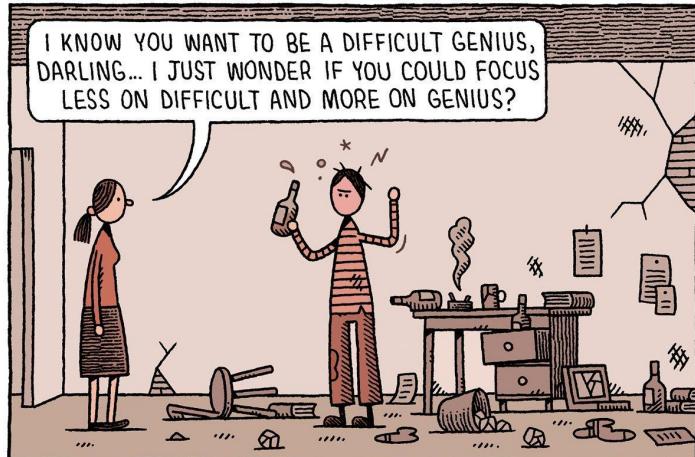


BEING COMFORTABLE IN AN INTERNATIONAL ENGLISH CONVERSATION REALLY HELPS.
IT'S SAD TO SEE EXPERIENCED PEOPLE BEING STUCK BY THIS.

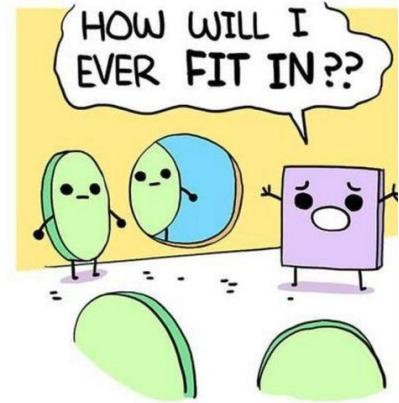
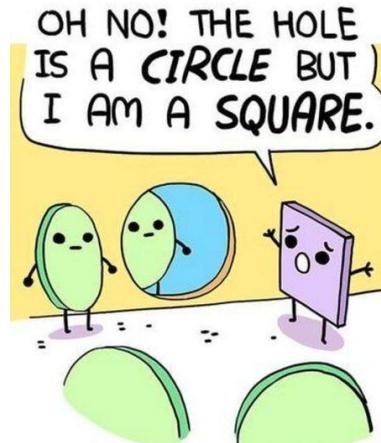
IT'S NOT ABOUT LOSING YOUR ROOTS,
SPEAKING INTERNATIONAL ENGLISH WILL NOT MAKE YOU A ROYALIST ;)

ATTITUDE

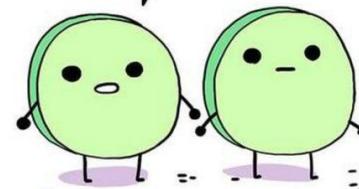
IF YOU PLAY WITH FIRE, YOU GET BURNED.
IT'S OK TO BE DIFFERENT,
BUT EVERYONE HAS THEIR LIMIT
(AND THEN BULLIES WILL PAY BACK).



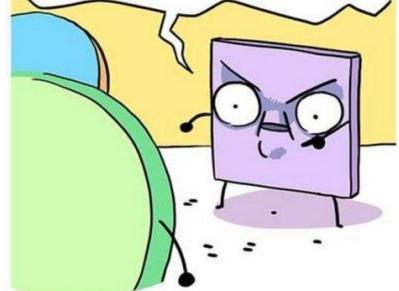
TOM GAULD



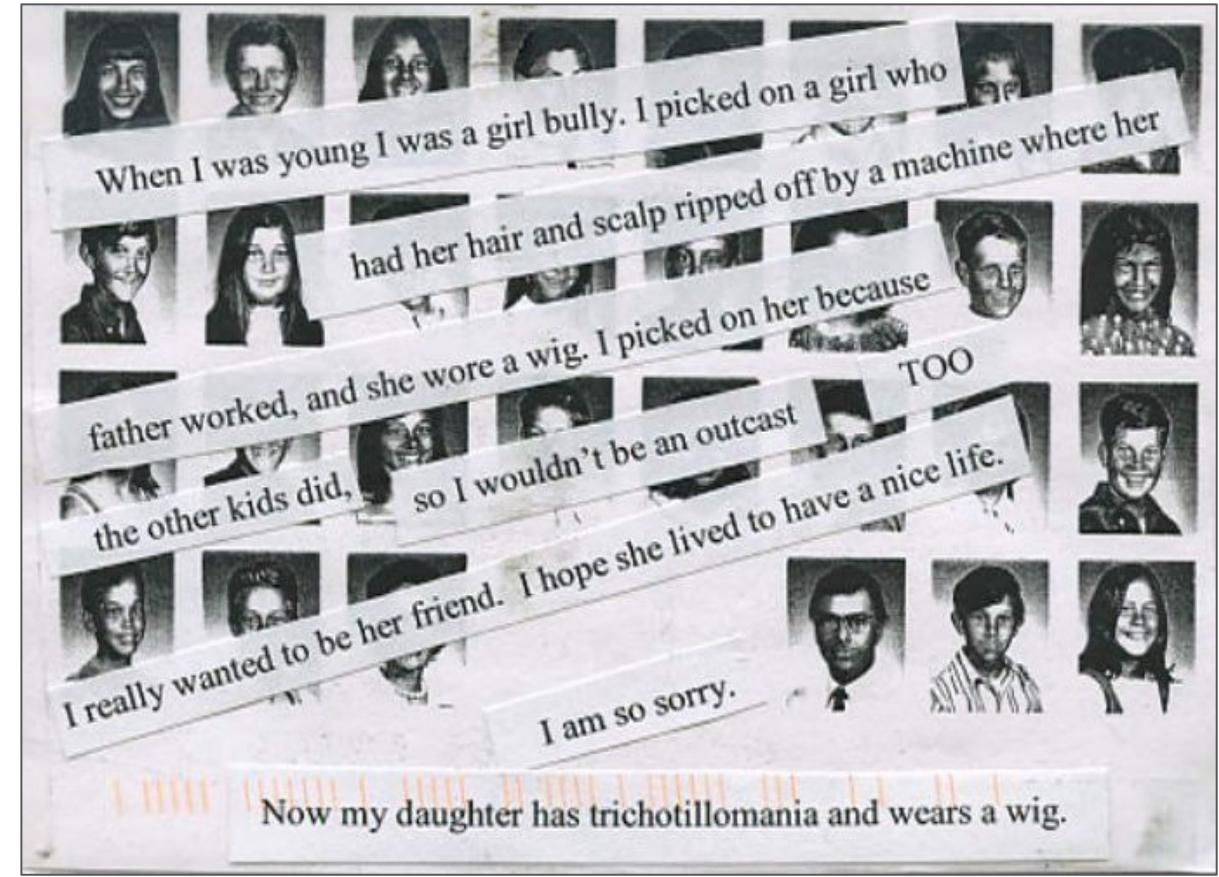
YOU COULD JUST GO IN SIDEWAYS.



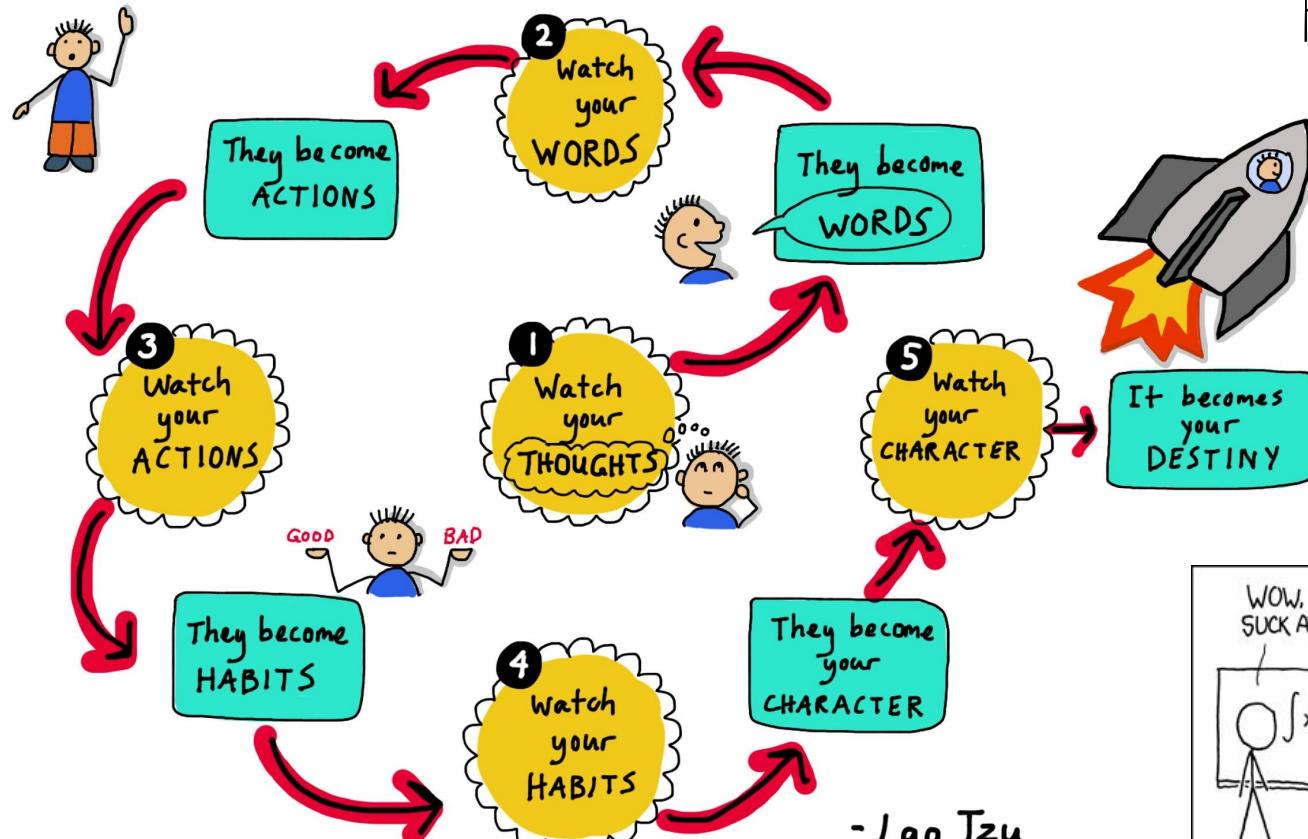
YOU COULD JUST SHUT UP AND LET ME BE SPECIAL.



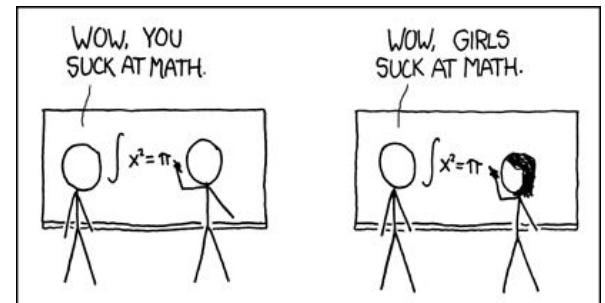
KARMA IS A B*TCH.
LIFE COMES AT YOU FAST !



"RESPECT" IS NOT "AUTHORITY".
TRY SWAPPING ROLES!



YOUR THOUGHTS AND WORDS HAVE MORE IMPACT THAN YOU THINK.



YOUR DIPLOMA/EXPERIENCE IS NO EXCUSE!

ARROGANCE ONLY SHOWS HOW NARROW-MINDED YOU ARE.

BEING INSECURE IS HUMAN. BEING A JERK IS NOT OK.

IT'S PRETTY SAD TO SEE EMPLOYEES BEHAVE LIKE THEY WERE THE FOUNDERS TBH.



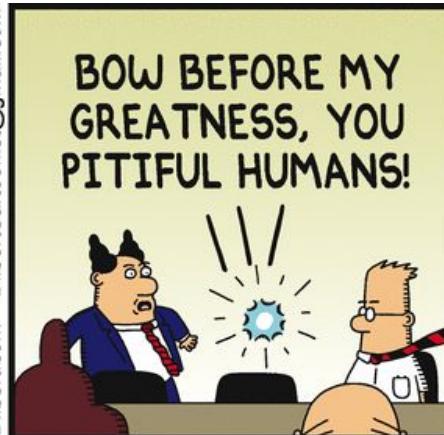
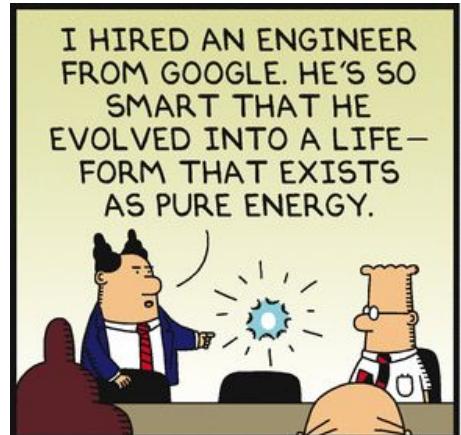
x3b
@q3k

Follow

Go to Google, they said. Just for the CV entry, they said. It'll open doors, they said.

"Has potential, however we've had very bad luck w/ ex GOOG types over the years"

1:30 AM - 20 Mar 2018



WHAT'S A "STAR" ?

THE MOST IMPRESSIVE PERSONS I WORKED WITH:

- HUMBLE, HONEST, PATIENT (WITH EVERYONE).
- NO WASTE OF TIME TRYING TO IMPRESS OR DIMINISH OTHERS.
- ATTRACTIVE BY NATURE, NOT BY TRYING TO BE SOMEONE ELSE.

LIKE YOUNG KIDS SHOWING YOU WHAT THEY BUILT: "I DID X" (AND I HAD A LOT OF FUN)

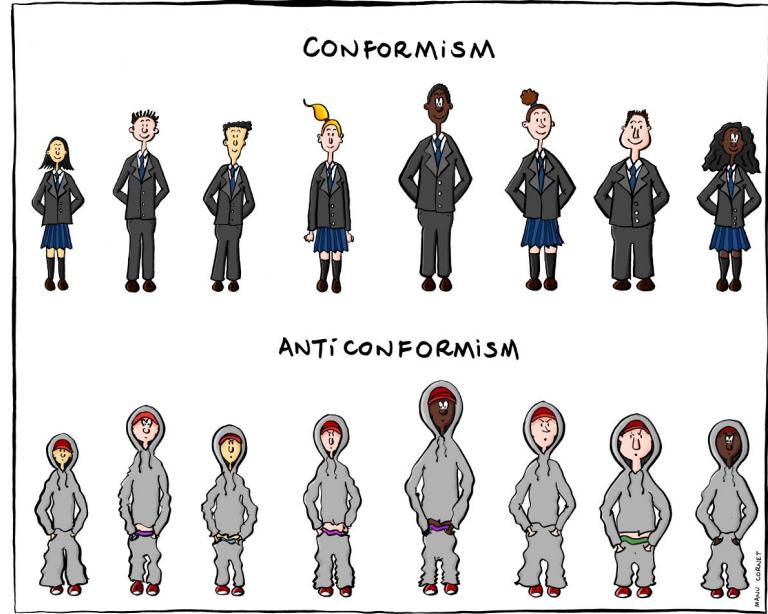
REMEMBER WHEN YOU WERE A KID, BEFORE ALL THESE MOLDS CAME IN YOUR LIFE.

IT'S NOT ABOUT ACTING OR FORCING YOURSELF. IT'S ABOUT FINDING YOUR PLAYGROUND.

"BE YOURSELF"

IT'S NOT ABOUT "REJECTING",
IT'S ABOUT BEING HONEST WITH YOURSELF:
IF YOU HATE X, THEN ADMIT THAT
YOU SHOULDN'T DO IT TOO LONG.

BUT YOU CAN'T HATE EVERYTHING,
OTHERWISE YOU'RE JUST A USELESS HATER ;)



HEALTH

YOU'RE NOT 'SMART' IF YOU'RE HEALTHY.
YOU'RE JUST LUCKY ENOUGH.

THERE'S NO HEALTH CREDIT.
TAKE CARE OF YOURSELF!
BUY THAT BETTER PILLOW, BRIGHTER LAMP,
GET RID OF THESE UNCOMFORTABLE SHOES !



Add to Basket

(IF IT'S FOR YOUR HEALTH)

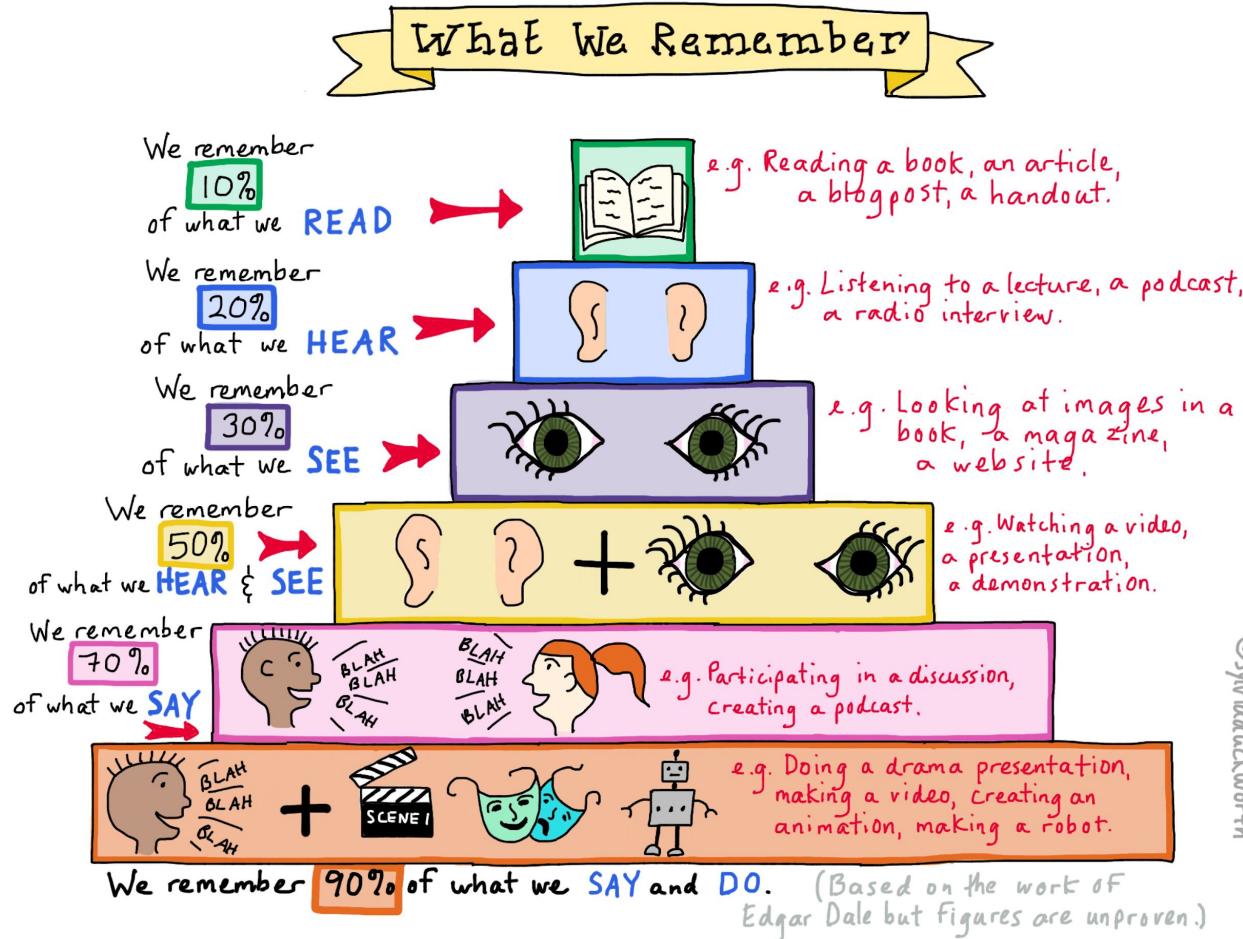
Story time



NOW LET'S SEE...

WHAT DID YOU STUDY FOR?

SCHOOL USUALLY PROVIDES A UNIQUE FORM OF LEARNING. FIND YOUR OWN!



DIPLOMA

(JOB ZERO)

A PRIVILEGE
AN ILLUSION
AN INTERNATIONAL STANDARD
PRIVATE SOCIAL NETWORK
MEANINGLESS SCHOOL & GRADES?

Story time

SCHOOL AND JOB MARKET DIFFERS VASTLY.

SCHOOL ONLY COVERS A SUBSET OF SKILLS.
YOU HAVE MORE USEFUL SKILLS THAN WHAT WAS ACKNOWLEDGED AT SCHOOL.
(EVEN IF IT'S NOT TAUGHT AT SCHOOL [YET])

YOU DON'T NEED MORE SKILLS.
YOU ALREADY HAVE MANY SKILLS.

YOU NEED TO UNDERSTAND YOUR SKILLS,
THEIR STRENGTHS AND WEAKNESSES.

YOU MAY LACK EXPERIENCE FOR NOW, BUT THAT'S ANOTHER PROBLEM.

YOU DON'T NEED TO BE THE BEST.

YOU JUST NEED SOME SKILLS.

IS YOUR LOCAL BAKERY THE BEST IN THE WORLD ?

CLASSES MAKE IT EASY TO RANK PEOPLE, AND FOCUS ONLY ON THE BEST.

YOU JUST NEED TO BE "BETTER" THAN THE OTHERS AVAILABLE.

AND YOU'RE NOT "TOO LATE" ON THE MARKET. YOU WON'T BE THE BEST ANYWAY.

(UNLESS YOU CREATE SOMETHING NEW)

MAKE AN INVENTORY OF YOUR SKILLS

TRY AND LIST WHAT YOU LIKE(D) THAT...

...ISN'T TAUGHT IN SCHOOL.

...WAS TAUGHT IN A DIFFERENT WAY.

...YOU HAD NO TIME TO TRY.

GO! TEAM PRODUCTIVE DAY!

CHECKLIST

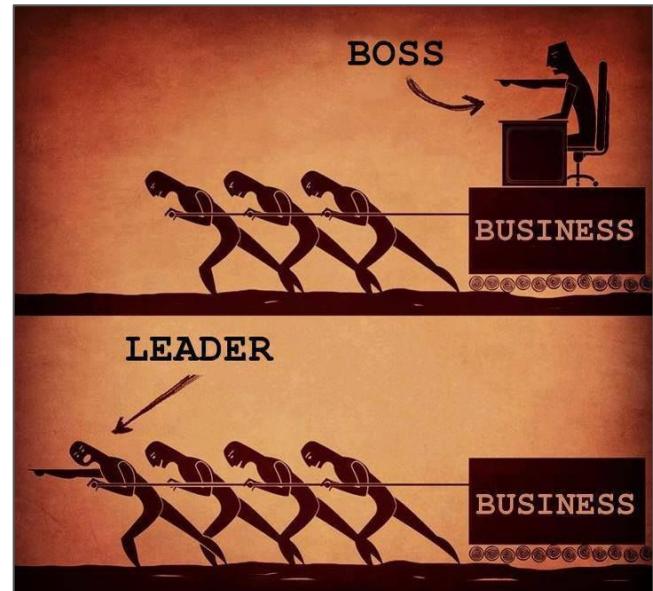
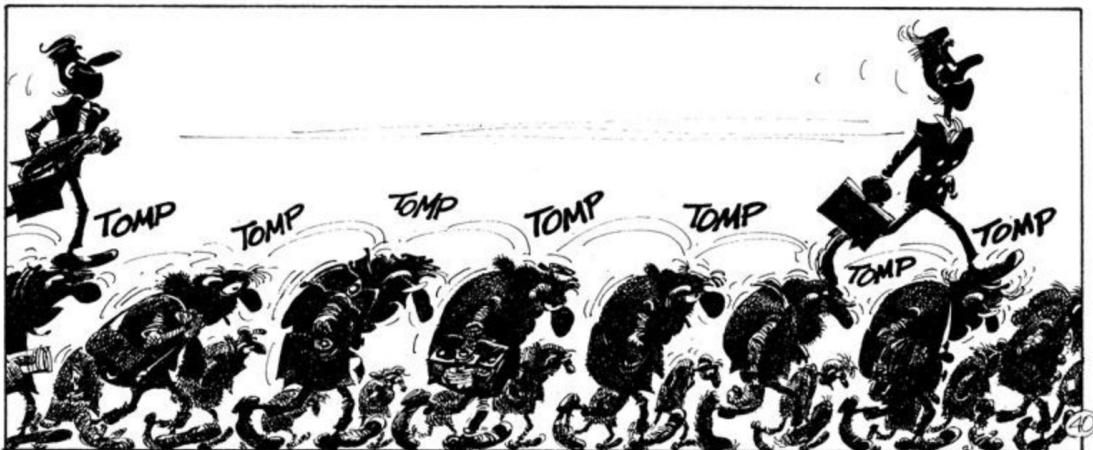
- A PROPER LEVEL OF ENGLISH
- A GOOD ATTITUDE - BE HONEST WITH YOURSELF, TRY TO SWAP ROLES.
- UNDERSTAND YOUR SKILLS, LIKES AND DISLIKES.
- SPENDING A LITTLE TIME MAKING YOUR LIFE MORE COMFORTABLE.

THAT'S ALL YOU NEED. YOU HAVE SKILLS. YOU CAN LEARN MORE ON THE JOB.



OWLTURD.COM

NOW, LET'S FIND A JOB!



INDEPENDENT
VERY INTENSE. VERY RISKY.
REQUIRES DEDICATION!

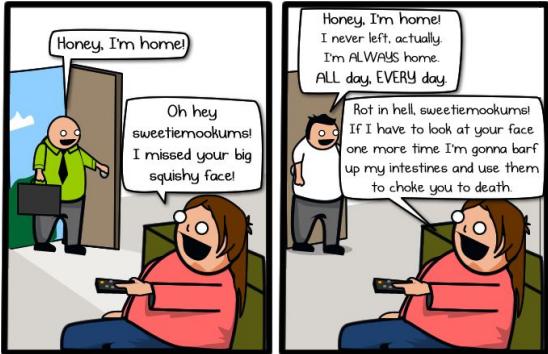
Loss of regimen



Story time

Stress on relationships

Before working at home After working at home



Distractions



Degradation of social skills

One month in

Six months in

One year in

Lack of employee banter



START-UP

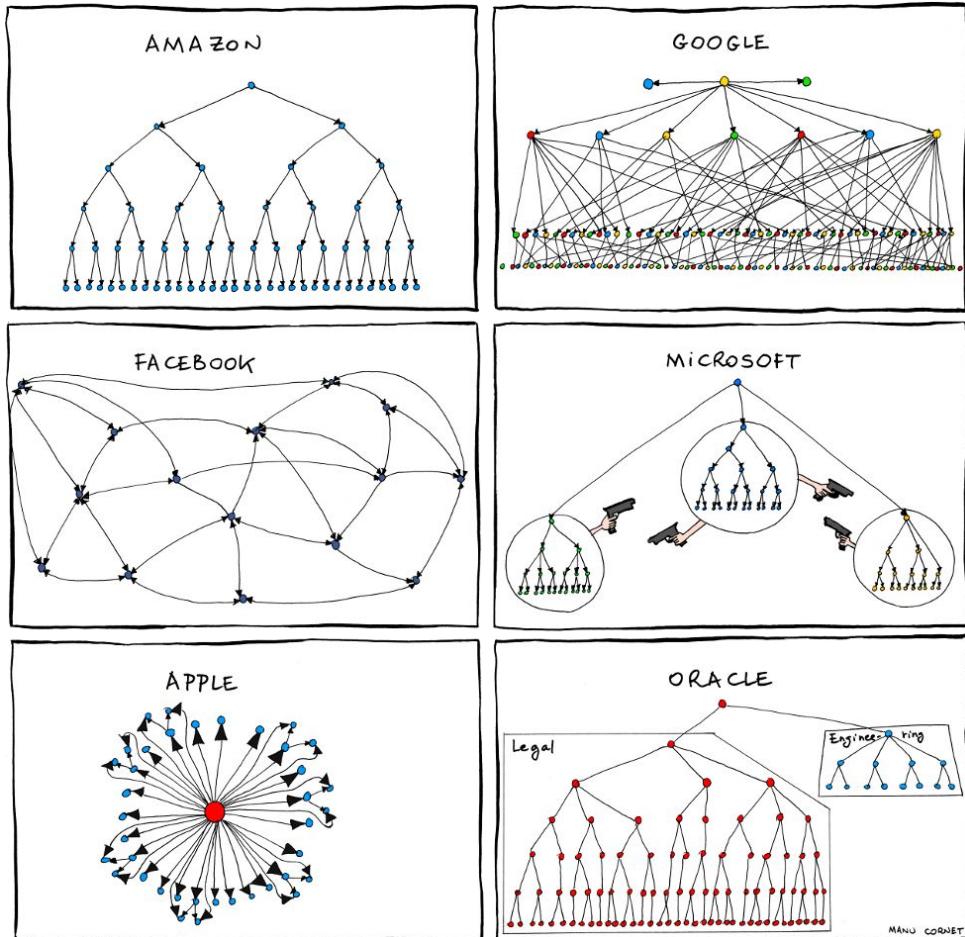
BE READY TO DO EVERYTHING!

A SINGLE DAY CAN DRASTICALLY CHANGE A LOT OF THINGS!

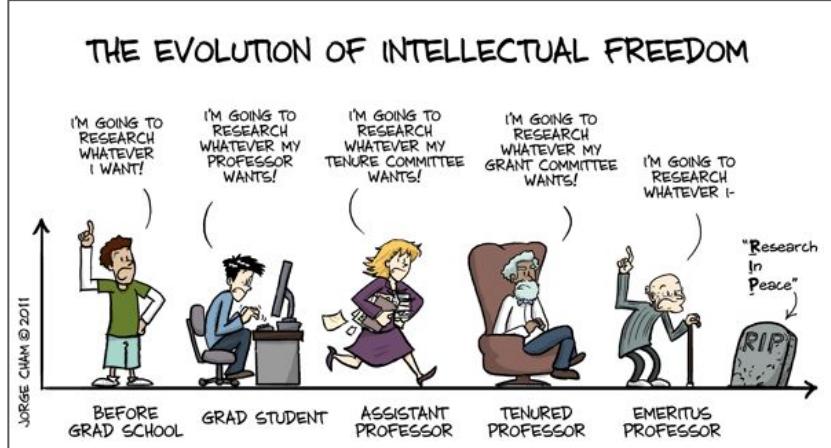
THE SHIP MIGHT SINK AT ANY MOMENT.

BIGCORP

OPENSPACE, MEETINGS, CULTURE,
BUREAUCACY, POLITICS, TERRITORIALISM.

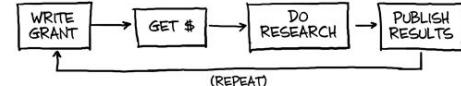


ACADEMIA



THE GRANT CYCLE

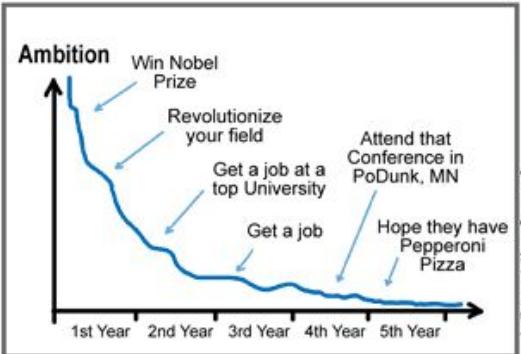
HOW IT'S SUPPOSED TO WORK:



HOW IT REALLY WORKS:



YOUR LIFE AMBITION - What Happened??



THE PLANS:

THE PLAN YOU TELL YOUR ADVISOR

- "I'M GOING TO BE A PROFESSOR AT A MAJOR RESEARCH UNIVERSITY AFTER I GRADUATE."

THE REAL PLAN

- LOOK FOR CAREER ALTERNATIVES.

THE SECRET PLAN

- BECOME A BAKER/ROCKSTAR/WRITER.

A FEW THINGS TO KEEP IN MIND

GAMING, POLITICS, PROMOTIONS, STABILITY, MEETINGS...

EVERY SYSTEM CAN BE GAMED

IT'S TEMPTING TO "TAKE SHORTCUTS",
BUT TRUST IS HARD TO REGAIN.

BTW: HATE THE GAME, NOT THE PLAYERS.



Coincidentally,
THE "PLAYERS" ARE ALWAYS THE ONES SAYING
"THAT'S HOW IT WORKS" ;)

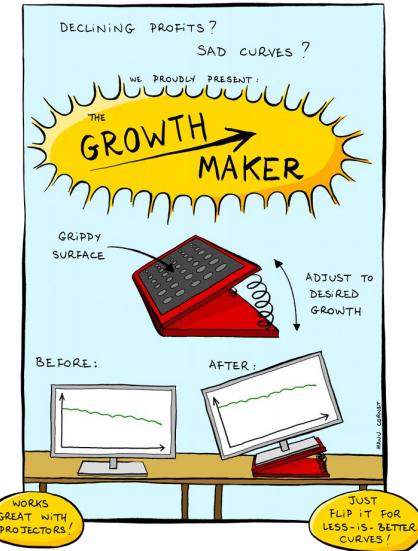
FINAL METRIC: SCORED GOALS.
UNMEASURABLE AND GAMEABLE: PAIN

METRICS

THE MEASURED UNIT CAN BE
TOTALLY IRRELEVANT.
IT'S CRITICAL TO REEVALUATE THEM!

OF COURSE, GAMERS WILL OBJECT.

HOW MANY TENNIS BALLS
CAN YOU STORE IN A TUBE?



POLITICS

IT'S A FULL TIME JOB!

READY TO WASTE ALL YOUR TIME & ENERGY?
(BETTER YELL AT CLOUDS)



PROMOTIONS

MANY COMPANIES CHEAT HERE [QUOTAS, POLITICS].

GOLDEN HANDCUFFS ? (PEOPLE OFTEN STEP DOWN)

MORE BUREAUCRACY, MORE POLITICS FOR MORE MONEY AND A SHINY TITLE.

PROMOTION IS JUST ONE FORM OF REWARD. THERE ARE PLENTY OTHERS.

THERE'S NO PERFECT, PERMANENT JOB

THERE'S NO STABLE SITUATION.

HEAVEN <- EXTERNAL EVENTS -> HELL

(DIFFERENT MANAGER, SCHEDULE...)

TWO NEARBY TEAMS CAN WORK TOTALLY DIFFERENTLY...



MEETINGS

THE REGULAR SH*TSHOW OF EGO AND MEDIOCRITY.

USE IT TO GET INSPIRATION OR RELAX :)

FORGIVE, DON'T FORGET ;)



BUT REMEMBER...
HARD WORK PAYS!

WORKING NOW GIVES YOU MORE CONTROL OF THE FUTURE.

IF YOU CAN EASILY ESTIMATE
HOW MANY TIMES YOU TRIED,
YOU PROBABLY DIDN'T TRY ENOUGH ;)

Story time

right now.

fuck checking facebook again,
fuck that pic you just saw on instagram,
fuck worrying about how many people liked your last post,
fuck the news,
fuck that person you really should email back,
fuck your self-doubt,
fuck whatever happened yesterday,
fuck starting tomorrow,
fuck will people like this,
fuck will this be good enough...

fuck all of your excuses.

**sit the fuck down
and do your work.**

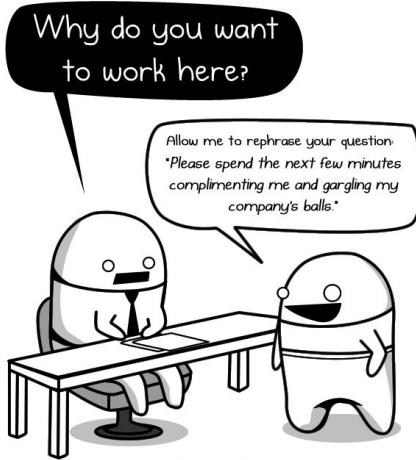
Story time

JOB INTERVIEW

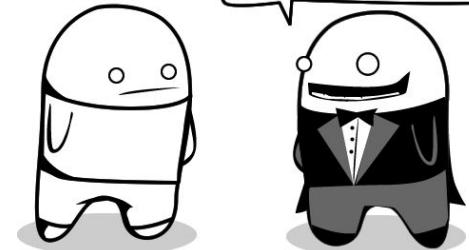
A FILTERING CEREMONY, FULL OF WEIRD RITUALS.

RARE AND CRITICAL MOMENTS,

SO APPLY OFTEN TO GET MORE CONFIDENCE!
(FOR NEXT TIME EVEN IF YOU FAIL)!



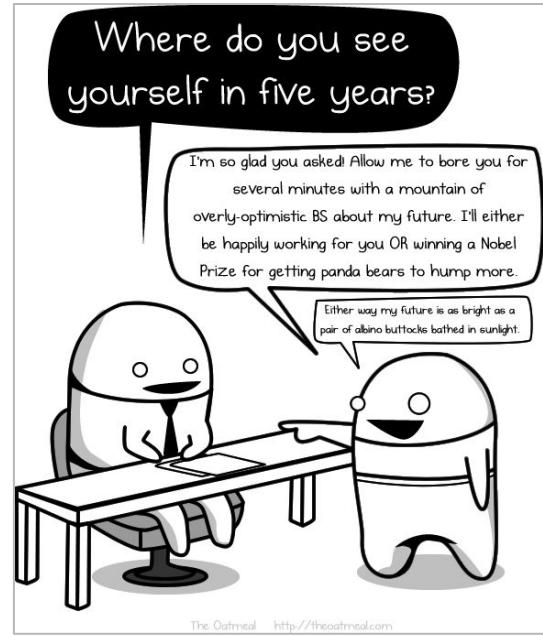
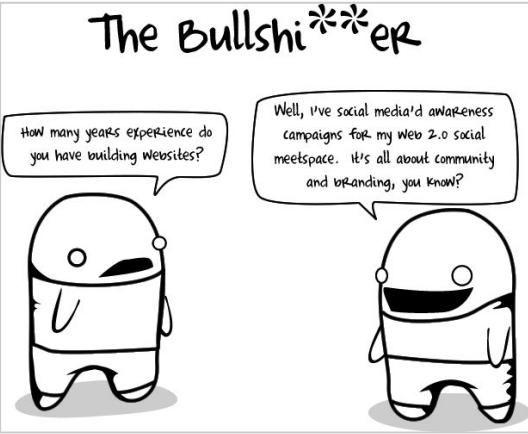
The over-dresser



BE HONEST, BE YOURSELF!

NOT KNOWING IS FINE.

ADMITTING IT GUIDES THE INTERVIEWER.
(YOU COULD FIT IN A DIFFERENT POSITION)



DON'T BE (TOO) SILENT

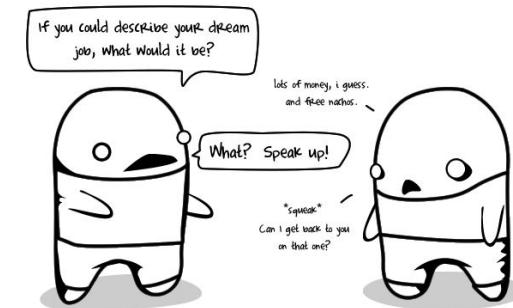
SILENCE HAS TOO MANY INTERPRETATIONS.
EVEN IF YOU'RE STUCK, JUST EXPLAIN YOUR REASONING.

IT'S NORMAL TO BE NERVOUS:
NO NEED TO OVER-APOLOGIZE FOR THAT.

THINK OF AN INTERVIEW AS A NORMAL CONVERSATION
WITH AN EXPERT GIVING YOU THEIR TIME AND PREPARING SOMETHING FOR YOU.

Story time

The Mute



NOT ALL EMPLOYERS ARE WORTH IT

SOME INTERVIEWERS ARE JUST *SSH*LES.

SALARY, ADVANTAGES... BUT ALSO:

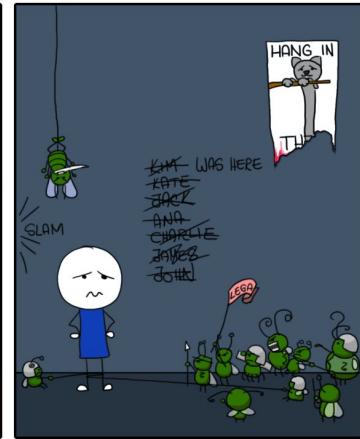
STABLE SITUATION?

IS THE PERSON GIVING YOU ORDERS
ALSO RESPONSIBLE FOR YOU?

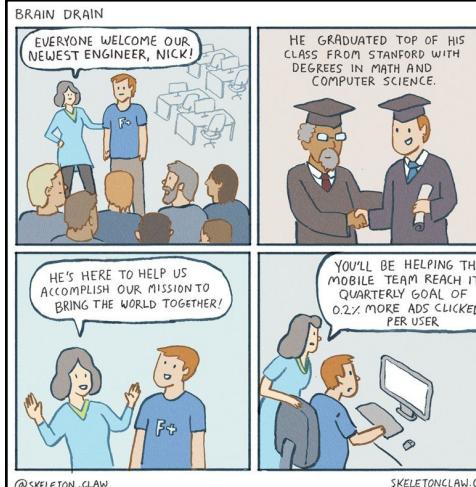
ALSO, F*CK UNPAID INTERNSHIPS.
(STOCKHOLM SYNDROME?)

Story time

INTERVIEW vs. REALITY



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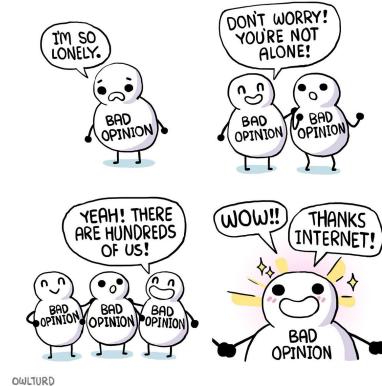




Social media

SOCIAL MEDIA

- GREAT TO CONNECT W/ PEERS
- GOOD INFORMATION STREAM
(FILTERED, FLOOD)
- FUN
- FOLLOWERS COUNT IS GREAT FOR THE EGO
BUT NOT THAT USEFUL IN PRACTICE
- HUGE ECHO CHAMBER
- MOB BEHAVIOR
- DROWNED IN AN OCEAN OF B*LLSHIT



Story time

"BORED"?

FATE GAVE YOU TIME. FIND OUT WHY!

THERE'S PROBABLY AN INSPIRATION FLOATING NEAR YOU.

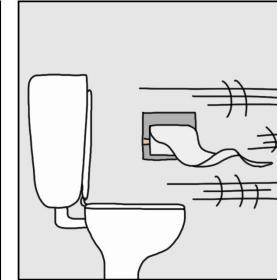
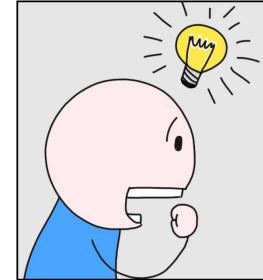
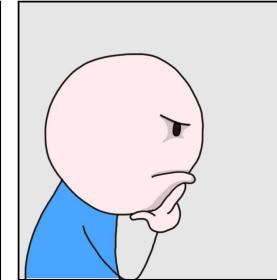
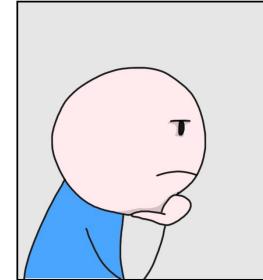
CATCH IT!

STAY FOCUSED AND DISCONNECTED:

THAT'S TIME FOR YOURSELF!

Story time

DEBUGGING



MONKEYUSER.COM



Auto save

DON'T AUTO-SAVE: WRITE DOWN!

YOUR TALK/PROJECT HAS BEEN CANCELLED?

DON'T WORRY, YOU STILL GAINED EXPERIENCE, BUT YOU NEED TO PRESERVE IT!

WRITE IT DOWN NICELY, SO THAT YOU CAN EASILY GET BACK TO IT!

IT'S FOR YOURSELF! EVEN IF NO ONE IS INTERESTED ANYMORE.

(YOU MIGHT BE ACTUALLY VERY CLOSE TO SUCCESS)

Story time



SOME ADVICE...

NOW, THE ULTIMATE SECRET...

HOW TO BE THE ... BEST !

(AT SOMETHING)

CREATE YOUR OWN NEW THING!

DO SOMETHING LONG ENOUGH. SEE WHAT'S MISSING. TRY TO FILL THE GAP.

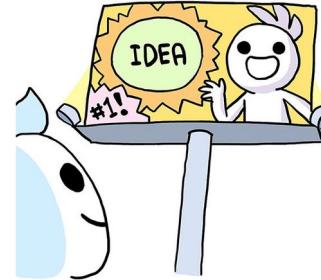
DON'T EXPECT PEOPLE TO SEE WHAT YOU SEE.

(ONLY YOU CAN SEE YOUR IDEA, AND NOBODY WILL WORK ON IT IF YOU DON'T)

LISTEN TO ADVICE, BUT PERSIST. DON'T HYPE, BE HONEST.

WRITE DOWN AND EXPAND YOUR IDEAS (GO OFFLINE)

IF YOU THINK YOU DON'T BELONG TO THIS WORLD, YOU WERE MADE TO CREATE YOUR OWN.

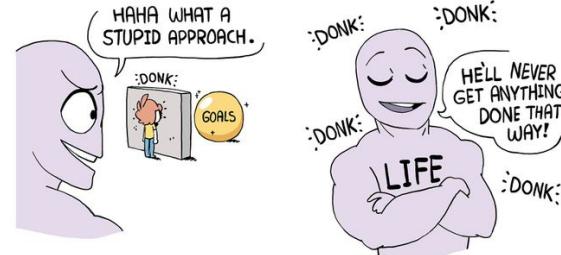
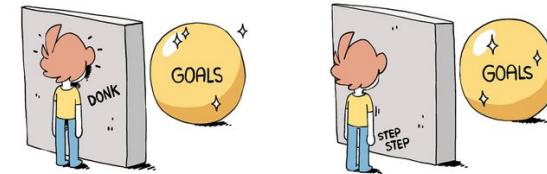


REVERSE PSYCHOLOGY

SOMETIMES WORKS.

SOMETIMES NOTHING WORKS BETTER THAN
THE "RIGHT" PERSON TELLING YOU YOU CAN'T DO IT.

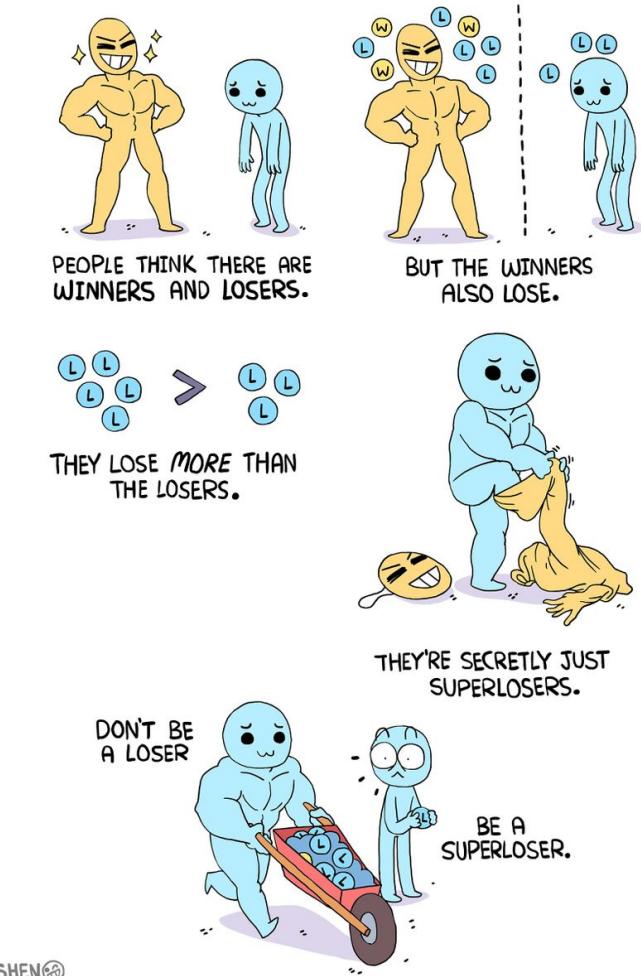
MAKING A BET / COMMITMENT (WITH A DEADLINE) ALSO HELPS.



YOU HAVE NOTHING TO LOSE!

DON'T SAY "DO IT!",
BECAUSE IT REQUIRES CONFIDENCE.

"JUST TRY/LET'S HAVE FUN" IS ENOUGH.
"F*CK IT" ALSO WORKS ;)



IT'S OK TO STOP

BE HONEST WITH YOUR MISTAKES. ASSUME THEM.

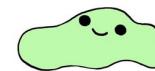
KILL YOUR OWN PROJECT EARLY! (YOU GOT EXPERIENCE ANYWAY!)

ASK FOR HONEST (DIRECT, BUT CONSTRUCTIVE) FEEDBACK.

NO NEED TO FIND EXCUSES, TO HIDE BEHIND LIES OR HYPE.

SO, LOSE WITH DIGNITY, HONESTY, AND DON'T FORGET WHERE YOU COME FROM.

THE ONLY PERSON YOU SHOULD COMPARE YOURSELF TO IS WHO YOU WERE YESTERDAY.



LIES ARE SOFT
AND SQUISHY.



THEY CAN BE WHATEVER
SHAPE YOU WANT.



THEY'RE
CONVENIENT.



THE TRUTH IS HARD
AND SPIKY.



HARD TO EMBRACE.



WORTH EMBRACING.

SHENCOMIX.COM

"HOW CAN I..."

WHAT DID YOU TRY?

FACE IT: IF AFTER [X TIME], YOU NEVER TRIED,
THEN YOU WERE PROBABLY NEVER INTERESTED ;)

AND IF YOU STILL HATE IT AFTER X TRIES,
THEN BE HONEST AND MOVE ON ;)



FREE TIME

WE CAN'T HAVE ENOUGH FREE TIME.

- USE EVERY LITTLE PIECE OF IT
- BE HONEST WITH YOURSELF AND REPLACE TRENDS WITH WHAT YOU REALLY LIKE

(BOTH ARE HARD TBH)



RELATIONS

EVERYONE HAS DIFFERENT EXPECTATIONS,
UNDERSTANDING OF THE SAME SITUATION.

EXPLAIN HOW YOU FEEL, IT WILL GUIDE OTHERS.

A GOOD RELATION IS ABOUT BALANCE, NOT CONTROL.
(AND NOT BEING CONTROLLED)

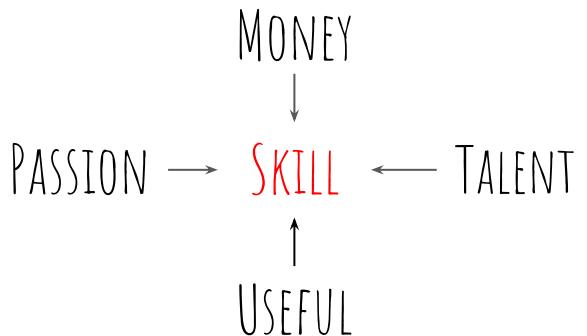
Story time

THE 5 LOVE LANGUAGES:
GIFTS, TIME, TOUCH, SERVICE, WORDS.

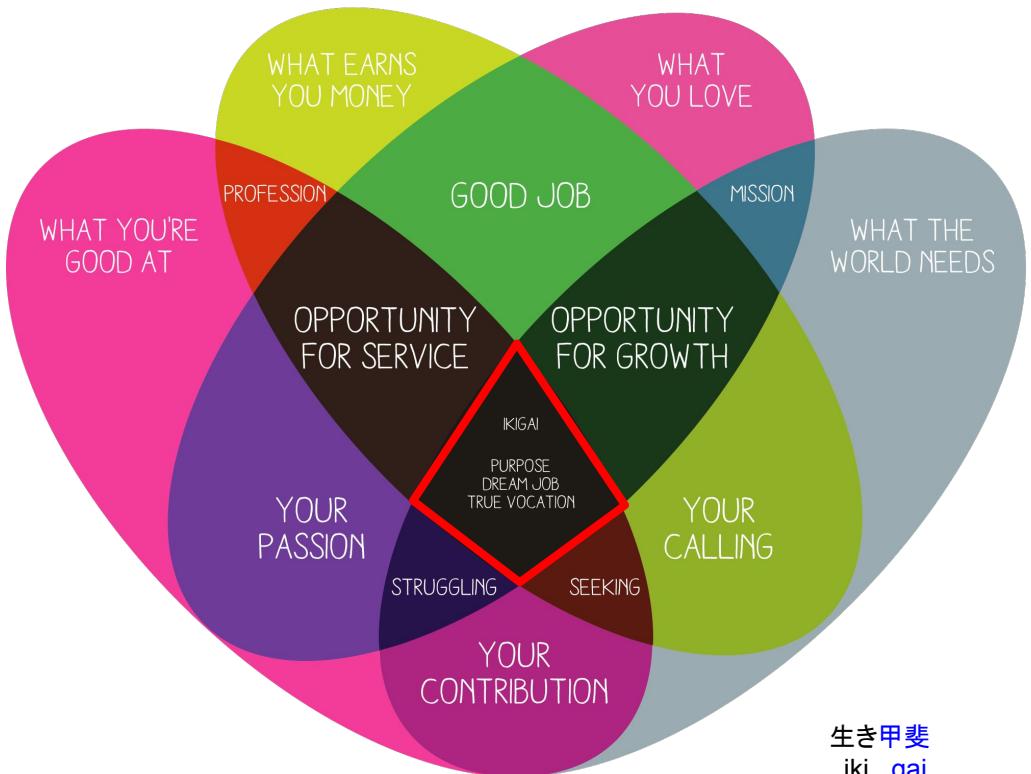


HOW IT SHOULD WORK (THE MYTH OF A PERFECT LIFE)

OPTIMALLY,
THEY ALL CONVERGE AROUND A SINGLE SKILL.



REASONS FOR BEING



IN REALITY...

ACTUAL USEFULNESS IS OPTIONAL.
(FLUNKIES, GOONS, DUCT TAPERS, BOX TICKERS, TASKMASTERS)

PASSION AND MONEY ARE SEPARATE.
(ONE FOLLOWS YOUR HEART,
THE OTHER LIFE CONSTRAINTS)
HOPEFULLY, THEY PARTIALLY OVERLAP.

Passion ← *fun* → Happiness

~~Useful~~

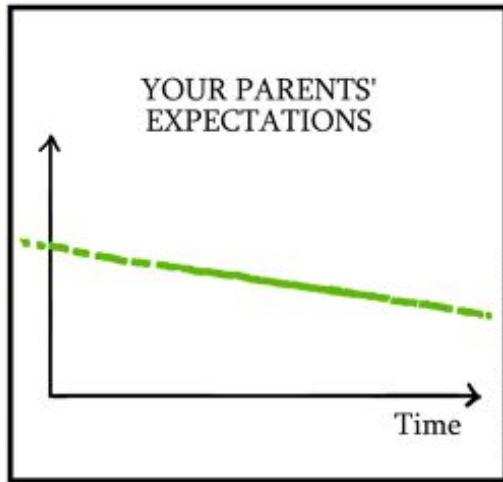
Talent ← *fuel* → Money

DON'T OVER WORRY,
WHAT COULD GO WRONG?

MOST MISTAKES CAN BE UNDONE.
SO THERE'S NO REASON TO WORRY.

SERIOUSLY, WHAT COULD BE THE WORST MISTAKE?

THE BIGGEST MISTAKE IS...





BABIES



What you imagine your life
will be like after having kids



What your life is really like after having kids



COMPARED TO HAVING KIDS
OFFICE WORK IS VERY PREDICTABLE

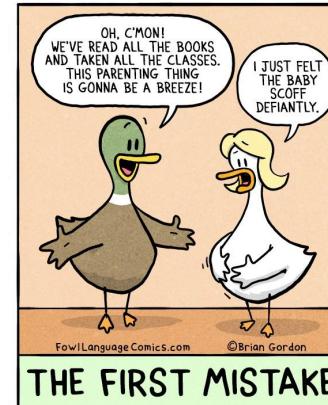


HAVING KIDS IS HARD

HAVING KIDS WILL JUST MAKE EVERYTHING HARDER! YOU CAN'T BE READY ENOUGH.

DON'T HAVE KIDS UNLESS YOU FEEL READY AND **HAPPY!**
(DON'T WORRY, OPPORTUNITY WILL COME.)

BUT KIDS ONLY WORSEN ANY RELATIONSHIP PROBLEMS.



DEATH: JUST THE LAST ACTION IN YOUR OWN GAME.

WHAT WILL YOU DO
UNTIL THAT POINT ?



A RANT, A.K.A. THINGS YOU COULD IMPROVE:

INFOSEC LACKS HONESTY

I KNOW THAT HONESTY IS OPTIONAL TO MAKE MONEY.
BUT SERIOUSLY, SO MUCH NOISE...

INFOSEC AND METRICS

SECURITY DOESN'T HAVE EASY METRICS.

SO DEFENSE IS VERY POLITICAL.

Hackers don't give a shit:

- About your project's scope
- It's managed by a third party
- It's a legacy system
- It's "too critical to patch"
- About your outage Windows
- About your budget
- You've always done it that way
- About your Go-Live Date
- It's only a pilot/proof of concept
- About Non-Disclosure Agreements
- It wasn't a requirement in the contract
- It's an internal system
- It's really hard to change
- It's due for replacement
- You're not sure how to fix it
- It's handled in the Cloud
- About your Risk Register entry
- The vendor doesn't support that configuration
- It's an interim solution
- It's [insert standard here] compliant
- It's encrypted on disk
- The cost benefit doesn't stack up
- "Nobody else could figure that out"
- You can't explain the risk to "The Business"
- You've got other priorities
- About your faith in the competence
of your internal users
- You don't have a business justification
- You can't show Return on Investment
- You contracted out that risk

DEFENSE'S ADDICTIVE ENDLESS LOOP (WAIT, REACT, HYPE)

- BRAG ABOUT HOW GOOD YOU ARE [DO NOTHING'S WAITING LOOP]
- DETECT A PROBLEM
 - MEASURE THE PWNAGE (IGNORE IT IF IT'S NOT POSSIBLE)
 - QUICKLY FIX THE BUG! (NO CHANGE IN-DEPTH NEEDED)
 - BRAG HOW FAST YOU REACTED, AND HOW MUCH YOU'VE SAVED

RINSE, REPEAT.



BINARY SOCIOLOGY (OBSERVE WITHOUT UNDERSTANDING NOR SOLVING)

REQUIRED PRE-CONDITION: SIT ON SOME EXCLUSIVE DATA.

- A NEW SOMETHING IS OUT.
- MILK YOUR DATA, SHAKE YOUR GRAPHS UNTIL WOW FACTOR IS REACHED.
 - HASTY ATTRIBUTION OPTIONAL
- B*LLSHIT YOUR WAY INTO A CONFERENCE
- BRAG ABOUT VISIBILITY AND IMPACT

ACTUAL IMPACT: NONE

FAKE DEFENSE RESEARCH

- START SOMETHING (MIX TRENDY CONCEPTS WITH BUZZWORDS, ACTUAL USEFULNESS IS OPTIONAL)
- GET SOME RESULTS (WITH NO PRACTICAL IMPACT)
- SHAKE RESULTS UNTIL SOME WOW FACTOR CAN BE CONCLUDED (BUT NOT REPRODUCED)
- BULLSH*T YOUR WAY IN A CONFERENCE.

PUBLISH MINIMAL SOURCE OR MAYBE EVEN USELESS BINARY (WORKS RELIABLY ON HELLO WORLD)

CONCLUDE YOUR PROJECT IS AN INTERNATIONAL SUCCESS.

GREAT VISIBILITY FOR YOU. ACTUAL IMPACT: NULL.

FAKE ATTACKS

- FIND [ACCIDENTALLY] A VULNERABILITY OF SOME KIND (NOT NECESSARILY NEW)
[UNDERSTANDING NOT REQUIRED]
- LOGO, WEBSITE, STICKERS, TRAILER, SONG
- APPLY AT A CONFERENCE. BULLSH*T THE ABSTRACT.
- SHARE AS FEW DETAILS AS POSSIBLE.
OPTIONALLY PUBLISH MINIMAL SOURCE/ USELESS BINARY

CONCLUDE YOUR PROJECT IS AN INTERNATIONAL SUCCESS.

ACTUAL IMPACT: NULL.

MORE HONEST TALKS PLEASE

- STOP THE HYPE

BE HONEST WITH YOUR RESULTS. WITH THE IMPACT.

- MENTION PREVIOUS ART:

DON'T PRETEND YOU DID SOMETHING TOTALLY NEW (IF YOU DIDN'T).

- MENTION WHERE YOU FAILED. WHAT WENT WRONG,

OR JUST TOOK LONG (-ER THAN EXPECTED).

PRETENDING THAT WINS ARE INSTANT ONLY BACKFIRES.

IT'S UP TO YOU.
DON'T ACT SURPRISED
WHEN YOUR CREDIBILITY IS GONE.
IS A BIG INFOSEC CRASH COMING?



WHAT KIND OF PLAYER ARE YOU?

</rant>

Story time

CTF

A GOOD WAY TO HONE YOUR PWNING SKILLS

BUT LIKE SCHOOL/PENTEST, IT ONLY FOCUSES ON QUICK AND DOABLE WINS.

THERE'S A LOT MORE TO INFOSEC (IMPOSSIBLE LOOKING CHALLENGES, MINOR COGS...)

IT CELEBRATES THE BREAKER AND SKIP THE TEDIOUS WORK OF THE MAKER.

CONCLUSION

THERE'S NO SHORTCUT, REALLY.

THERE'S NO POINT IN TRYING TO FULLY IMITATE SOMEONE ELSE.

YOU'RE VERY DIFFERENT FROM ANYONE ELSE.

TRY DIFFERENT THINGS. CONNECT OUTSIDE YOUR BUBBLE.

HOPEFULLY YOU DON'T MAKE THE SAME MISTAKES.

OR MAYBE YOU JUST FEEL BETTER WHEN YOU DO YOUR OWN.

HONESTLY

IT'S SCARY!



SCARY TO DO THINGS NO ONE ELSE DID. SCARY TO FAIL. SCARY TO BE LAUGHED AT.
MAYBE ONLY THE DESPAIR OF A BORING JOB WITHOUT ANY FUTURE CAN GIVE YOU THE ENERGY.
YOU NEED TO FALL COMPLETELY BEFORE YOU CAN STAND UP AGAIN.
IF YOUR FALL TAKES TOO LONG, LEAVE YOUR COMFORT ZONE TO GET MORE MOTIVATION!

A FEW MORE POINTS

AKA "A BUNCH OF MINDMAPS".



THANKS!

FEEDBACK?

ACKNOWLEDGEMENT: MORITZ

ANGE ALBERTINI
reverse engineering
VISUAL DOCUMENTATIONS

@angealbertini
ange@corkami.com
<http://www.corkami.com>

