

Username: Palm Beach State College IP Holder **Book:** Kali Linux – Assuring Security by Penetration Testing. No part of any chapter or book may be reproduced or transmitted in any form by any means without the prior written permission for reprints and excerpts from the publisher of the book or chapter. Redistribution or other use that violates the fair use privilege under U.S. copyright laws (see 17 USC107) or that otherwise violates these Terms of Service is strictly prohibited. Violators will be prosecuted to the full extent of U.S. Federal and Massachusetts laws.

Preparing your presentation

It is helpful to understand the technical capabilities and goals of your audience in order to accomplish a successful presentation. You will need to tweak the material according to your audience; otherwise, you will face a negative reaction. Your key task is to make your client understand the potential risk factors surrounding the areas you have tested. For instance, managers at executive level may not have time to worry with the details of a social engineering attack vector, but they will be interested in knowing the current state of security and what remediation measures should be taken to improve their security posture.

Although there is no formal procedure to create and present your findings, you should keep a professional outlook to make the best of your technical and non-technical audiences. It is also a part of your duty to understand the target environment and its group of techies by gauging their skill levels and helping them know you well, as much as any key asset to the organization.

Pointing out the deficiencies in the current security posture and exposing the weaknesses without emotional attachment can lead to a successful and professional presentation. Remember, you are there to stick with your facts and findings, prove them technically, and advise the remediation team accordingly. As this is a kind of face-to-face exercise, it is highly advisable to prepare yourself in advance to answer the questions supporting the facts and figures.