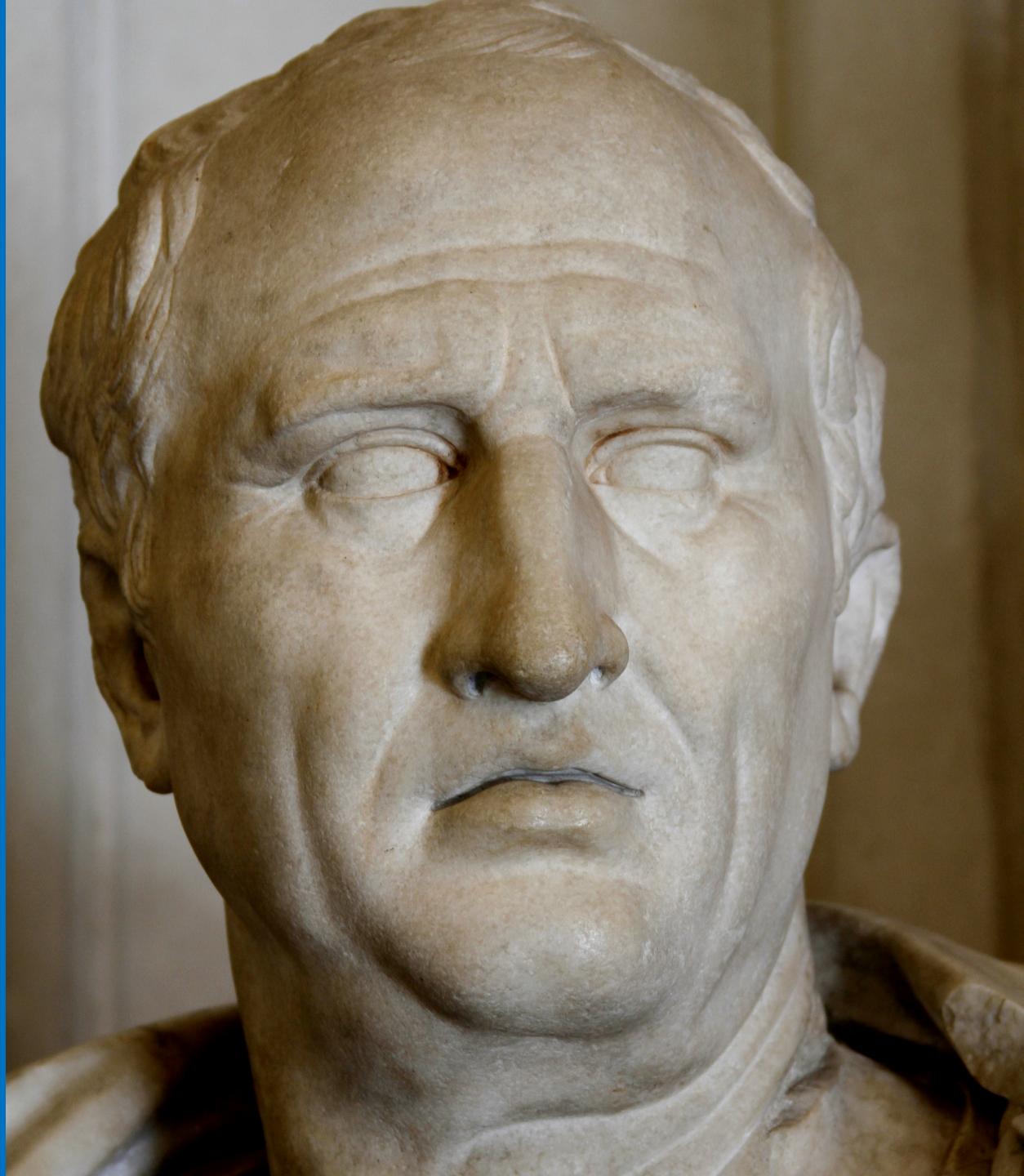


Trust & Sugar









Absence of evidence is
not evidence of absence

A10 – Insufficient logging and monitoring

Shadow IT

”I love Shadow IT. It tells me what I am not delivering.”

– Dave Lewis



What you
are not
delivering

Prepared
to self-
source

People
feel they
need



We use it for our
Bug Bounty

It builds outreach

It's cheap





Bribes

Trust

Low Trust

”Our distrust is very
expensive”

- Ralph Waldo Emerson

Integrity



Increasing Integrity



”To believe in something, and not
live it, is dishonest”

- Mahatma Ghandi



Intent

” In law a man is guilty when he violates the rights of another. In ethics, he is guilty if he only thinks of doing so”

- Immanuel Kant

Capabilities

” Left untended, Knowledge and Skill,
like all assets, depreciate in value,
surprisingly quickly.”

- David Maister

” If you don’t like change, you’re going to like irrelevance even less.”

- General Eric Shinseki, US Army
Chief of Staff

Results

Behaviours of Trust

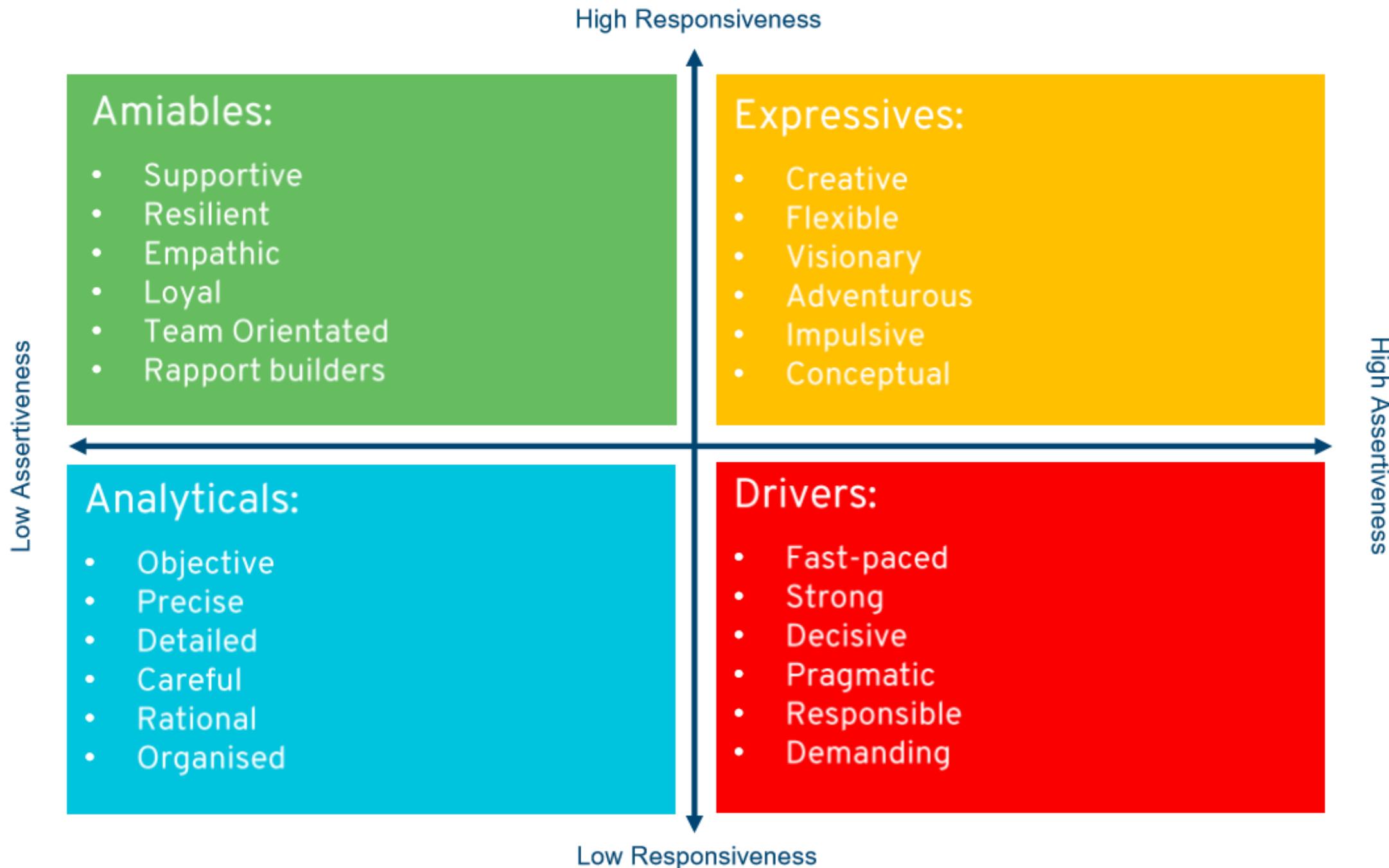
Impromptu Education

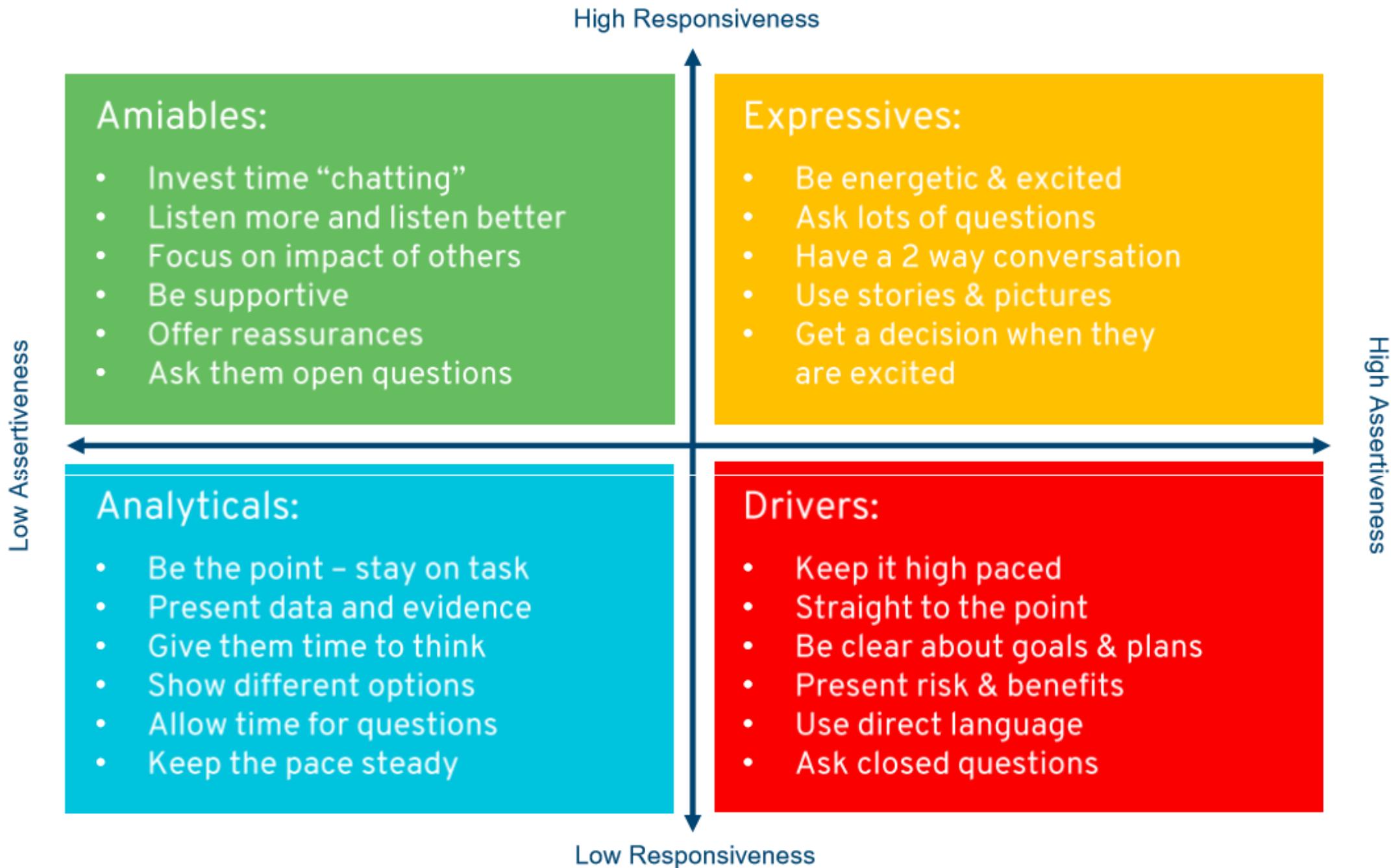
Colonoscopies

Image not available



Influence





Social
Engineering for
the Blue Team







[REDACTED] liked your post. 55m



[REDACTED] commented: Oh I'm gonna find so many phishing emails in



[REDACTED] liked your post. 1h



[REDACTED] liked your post. 2h



 Reply  Reply All  Forward  IM



Christina Redig | secops

FW: Follow Ups

Hi

For you.thanks

From: [REDACTED]

Sent: den 21 november 2017 13:30

Subject: Follow Ups

This sender failed our fraud detection checks and may not be who they appear to be. Learn about [spoofing](#)

Are you Available? I'm checking if you can set up a Faster payment (same day transfer) today.

Best Regards,

[REDACTED]
Sent from my iPad

External System Documentation

”So is there like a candy reward
for this information... or?”

- Revealer of Shadow IT

People suddenly
start turning up
at your desk

Sugar and trust will let your
Negative Evidence bubble to
the surface, like Diagoras'
drowned Poseidon
worshippers.

Thank You

Sources/Credits/Etcetera

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Thanks to my Employer , Kambi

Pokemon GO Trainer Code=1522 5904 9076

Twitter=hugohirsh

What questions
do you have?