Like any book, the knowledge contained herein is only useful if you put it into practice. The more you practice the more you will succeed at mastering these skills.

Previously, author discussed how social engineering is like mastering the art of cooking. By mixing the right ingredients in the right quantity you can have a meal that is full of flavor and excitement. The first time you try to cook a meal it might have too much salt or it might lack fl avor altogether, but you don’t immediately throw in the towel—you keep trying until you get it right. The same goes for social engineering. Some of the necessary skills may come more naturally to you and others may be more difficult.

If a particular topic is hard to understand or difficult for you to grasp, do not give up, and do not assume you cannot learn it. Anyone can learn and use these skills with the right amount of effort and work.

Also keep in mind that, just like a real recipe, many “ingredients” go into a good social engineering gig. The first ingredient might make more sense after you get down the line a little more. Certain skills—such as “the human buffer overflow” covered in Chapter 5—will only make sense after you master some of the other skills discussed in this book.

Regardless, keep practicing and make sure to do extra research on topics for which you need clarity. Now let’s start cooking. Your “recipe” starts in the next chapter with the first ingredient, information gathering.

What about elicitation: this chapter covered some of the most powerful points in this whole book—powerful in the sense that applying them can change not only your social engineering abilities but also your abilities as a communicator. Knowing how to ask the right questions in the right tense and the right manner can open so many opportunities. As a social engineer, this is what separates success from failure. First impressions are based initially on sight, but what comes out of your mouth fi rst can make or break the deal. Mastering elicitation can almost guarantee success as a social engineer and can add serious weight to any pretext you decide to use.

Throughout this chapter author mentioned the power of pretexting. This is another topic that every social engineer, both malicious and professional, must master. But how can you ensure you accomplish this goal? To answer this you must learn about pretexting and understand exactly what it is, as discussed in Chapter 4.

In addition to extensively covering pretexting and providing real-world examples of pretexting in action, this chapter also continually brushed up against the psychological principles that affect different aspects of pretexting. The logical next stop on the framework covers just that—the mental skills that professional social engineers use that make them seem like mind control masters and that give each social engineer a huge leg up in success.