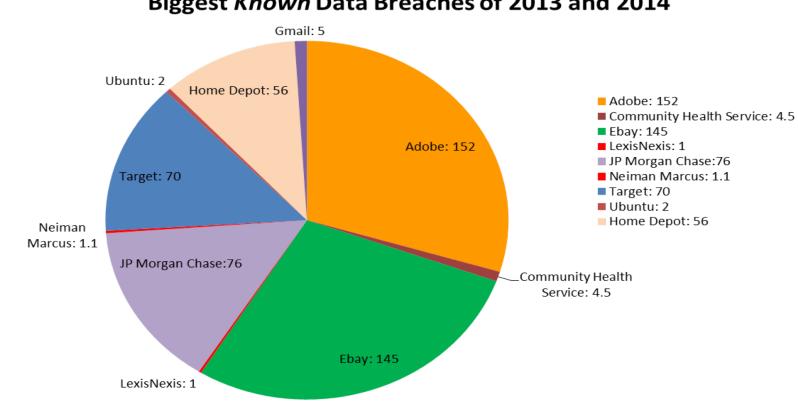
Genesys, Inc. Innovative Technology Solutions

Cybersecurity Training Framework

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Background



Biggest Known Data Breaches of 2013 and 2014

Cybersecurity Initiatives

- Education
 - FISSEA
 - NICE
- Policy
 - Executive Orders
 - Publications
- Technology
 - Firewalls
 - Secure Token Services

Cybersecurity Professionals (Projected Need)

Information Security Analyst Percent change in employment, projected Information Security Analyst 37% **Computer Operations** 18% **Total All Occupations** 11% 0% 10% 20% 30% 40%

Note: All Occupations include all occupations in the U.S. economy.

http://www.bls.gov/ooh/computer-and-information-technology/information-securityanalysts.htm#tab-6

Cybersecurity Professionals (Increased Demand)

- Increased the demand for cybersecurity professionals
- Shortage of cybersecurity professionals has caused cybersecurity-related job openings in U.S. companies to go unmet
- Potentially negative impact of the shortage of cybersecurity professionals

Cybersecurity Professionals (Resolution)

Instructor

- What they know
- Student
 - Who wants to know
 - What they want to know

Chapman's Model of Students' College Choice

Educational Aspirations

Socioeconomics

Academic Performance

Aptitude

College Choice

Significant Persons

College Characteristics

College's Efforts to Communication with Students

****Career Objectives** are not part of Chapman's model

Cybersecurity Professionals (Student)

- Who wants to know
 - Novice
 - Experienced
 - Leadership
- What they want to know
 - General
 - Focused Area
 - Certification

Cybersecurity Professionals (Student)

| Course | | Student | | | |
|-----------|---------------|----------------|--------------|--------|--|
| | | Decision-Maker | Practitioner | Novice | |
| Objective | Certification | | | | |
| | Focus Area | | | | |
| | General | | | | |

Traditional Approach

- Preconditions
- Assumption/Compliance
- Objectives
- Rigid
- Commonality
- Delivery

Alternative Approach

- Enduring Framework
 - Impact Levels
 - Threats, Risk, Mitigation
 - Consistent
 - Reciprocal

Cybersecurity Professionals (Instructor)

Capability

- Novice
- Experienced
- Style

Why a Framework

A framework is always used

- Informal or formal
- Inside a SME's head
- Ad–Hoc

Proposed Use of a Formal Framework

- Assess Effectiveness prior to delivery
- Documented
- Repeatability
- Consistency
- Formally agreed upon
- Understood by Stakeholders

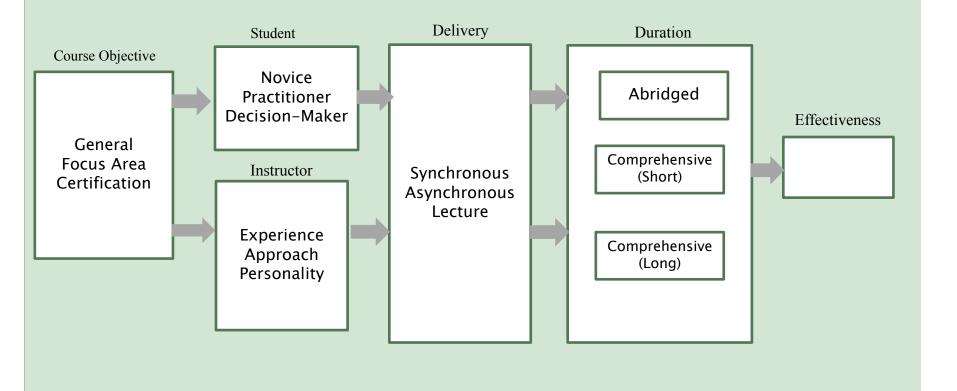
Example Formal Framework

- ADDIE Model:
 - Analysis
 - Design
 - Development
 - Implementation
 - Evaluation

Example Formal Framework

- Kirkpatrick's Four-Level Training Evaluation Model:
 - Reaction
 - Learning
 - Behavior
 - Results

Cybersecurity Training Framework



Framework Structure

- Category of Concern
 - similar groupings of elements to simplify analysis, and provide longevity to the model
- Each Category of Concern is defined by a set of Attributes
 - characteristics of the elements categories
- Each Attribute is rated on a scale, based on an Axiom related to the Attribute
 - Minimal Effectiveness Rating is derived from aggregate of attribute ratings

"Millennials tend to use social media more than baby-boomers"

Rating Table

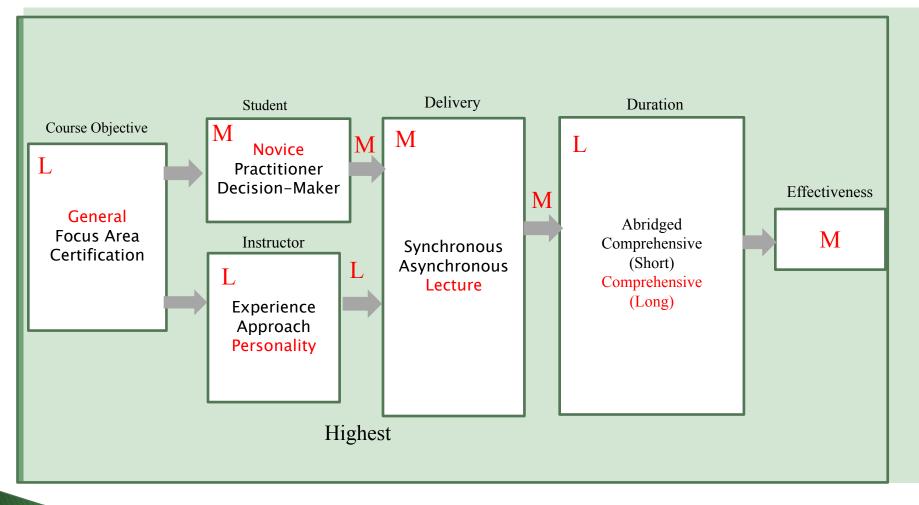
| Rating | Category/Attribute | | | | | |
|--------------|--------------------|--------------------|-------------|--------------|-------------|--|
| (Importance) | Objective | Student | Instructor | Delivery | Duration | |
| High | Focus | Practitioner | Experience | Asynchronous | Abridged | |
| Medium | Certification | Novice | Approach | Lecture | Comp (Short | |
| Low | General | Decision- Maker | Personality | Synchronous | Comp (Long) | |

| | Attribute | | | |
|------------------------|-----------|--------|-----|--|
| Rating (Importance) | | | | |
| | High | Medium | Low | |
| High | Н | М | Μ | |
| Medium | М | М | М | |
| Low | М | Μ | L | |

Use Case

| Rating | Category/Attribute | | | | |
|--------------|--------------------|--------------------|-------------|--------------|-------------|
| (Importance) | Objective | Student | Instructor | Delivery | Duration |
| High | Focus | Practitioner | Experience | Asynchronous | Abridged |
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Implementation Guidance



Way Forward

- Increased Demand for Cyber Professionals
- More Effective Training
 - Repeatable
 - Consistent
- Collect actual use cases
- Determine baseline importance weights
- Automate Framework Calculations
- Augment Framework with more granularity

THANK YOU!!!

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