



Jerry: “Linda, do you think I’m paranoid?”

Linda: “You’re not really paranoid if everyone really is after you, Jerry.”

Jerry: “Maybe all security people are crazy!”

Linda: “No, they’re just ... insecure.”



Everything You Learned is Wrong

Getting Over Our Insecurities and the
Truth About Cyber Security



Three Things Insecure People Heard

- There are things that you can do to become secure.
- Real-time security is our goal.
- We gained a good understanding of our adversaries.



Insecure

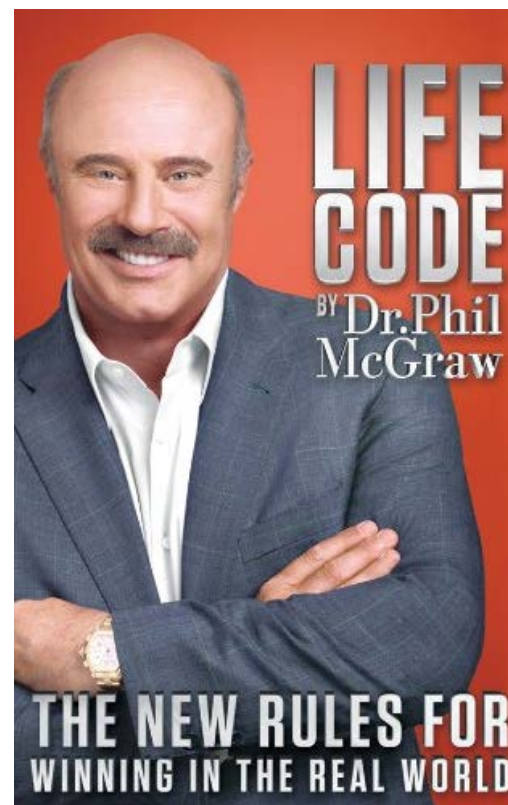
in·se·cure adjective \,in-si-'kyūr\

1. not confident or sure : <feeling somewhat *insecure* of his reception>
2. not adequately guarded or sustained : <an *insecure* investment>
3. not firmly fastened or fixed : <the hinge is loose and *insecure*>
4. not highly stable or well-adjusted: <an *insecure* marriage>



Insecure People ...

- Respond to people who validate them or tell them what they want to hear – that they are *good* or *ok* or *smart*.
- Don't believe the *truth*, they believe in their own truth.
- Act on their mistaken beliefs

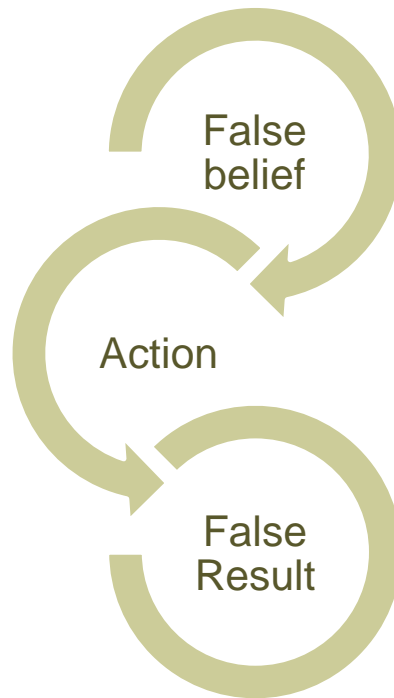
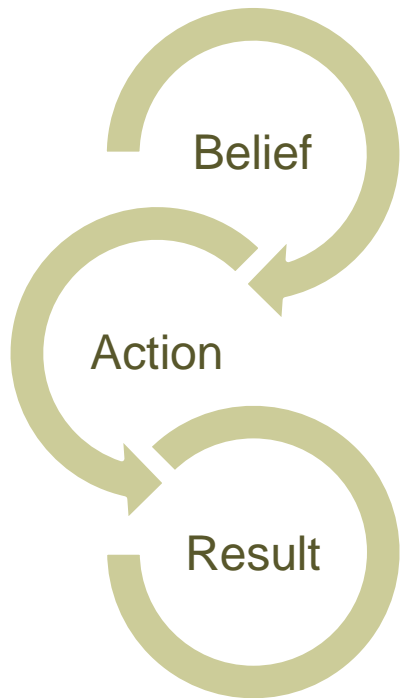




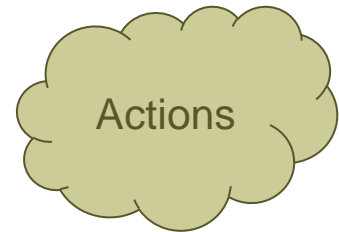
There are things that you can do to become secure.



Cyber Security Psychology



We can be secure



We are secure



“Blackberries are secure as long as they don’t have cameras.”



What is the risk, threat, and vulnerability in our environment to our data?

Does this device appreciably reduce or increase any of these factors?

Is my answer based on fear, uncertainty, and doubt? i.e., insecurity?



Truth

- Security doesn't have a *constant* value ("yes" or "no")
- *Function* of risk, threat, vulnerability, et. al.
- Ignorance isn't bliss

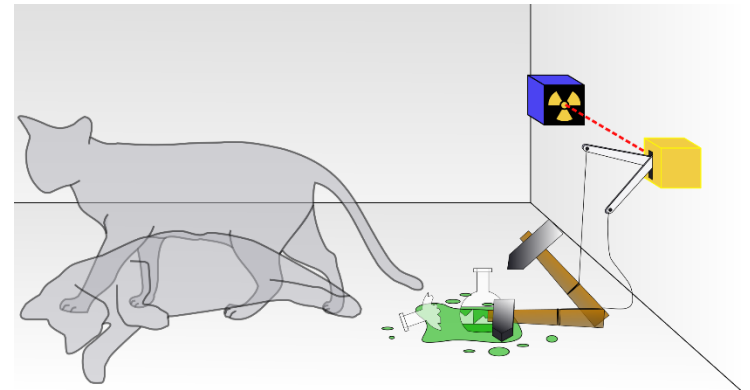


Real-time security is our goal.



Schrodinger's Security

Real-time becomes retrospective the moment you observe it.





Truth

- *We used to* rely only on verification and validation of controls
- *Then*, we learned that real-time was even better
- Ultimately, we *will* need to develop predictive capabilities



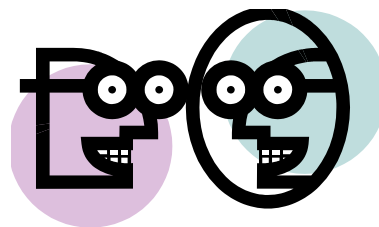
We gained a good understanding of our adversaries.



“If you know the enemy and know yourself you need not fear the results of a hundred battles.” -- Chinese General Sun Tzu



The adversary looks a lot like “us”.





- A healthy amount of paranoia is good, as long as we aren't afraid of the boogeyman.
- A healthy amount of humility keeps us on our toes and sharp – never resting on our laurels.
- Know your strengths, know your limitations, and continue to learn, grow, and share.