#### How to develop secure human behaviour? Closing the gap between knowing and doing



11:30 uur - Amsterdam `72



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#### About BeOne Development



Founded in 1999 as InfoSecure



Information Security & Privacy

Creating a positive security culture





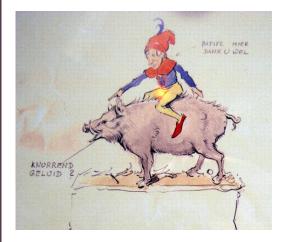












Holle Bolle Gijs eats 460.000 kilos of paper a year. Holle Bolle Gijs has eaten a total of more than 25 million kilos of paper.

holle Bolle Gijs

#### Technology, organisation and ..... humans

#### Almost 90% of Cyber Attacks are Caused by Human Error or Behavior

By Ross Kelly - March 3, 2017



Few store managers would respond to revelations that a junior assistant had been stealing from the cash register by investing thousands of dollars in new security cameras. It could be far cheaper for them to instill hiring practices that vet employees and keep the bad ones out.

But all too often CEOs confronted with

cyber attacks tend to do the opposite: they fret about possible weaknesses in their technology defenses, rather than taking a hard look at the people in their organization.



## The human Factor is hot ...

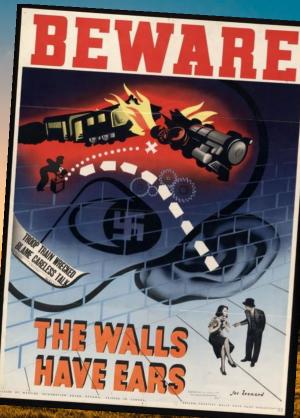


#### .... but often ineffective

Research from Information Security Forum (ISF), International top 500 companies www.securityforum.org/research/from-promoting-awareness-to-embedding-behaviours/

Insufficient management commitment
Not the right skills
Approach not risk driven
Ad hoc approach
Only a tick in a box
Approach based on FUD
Effectivity is not measured
Change is not secured

# Security Awareness in the past



#### Why we know, but don't do





Source: Tali Sharot, 'The optimism bias'

#### Security awareness is a process



A Working Day at the Office

Welcome to the basic introduction module for information security.

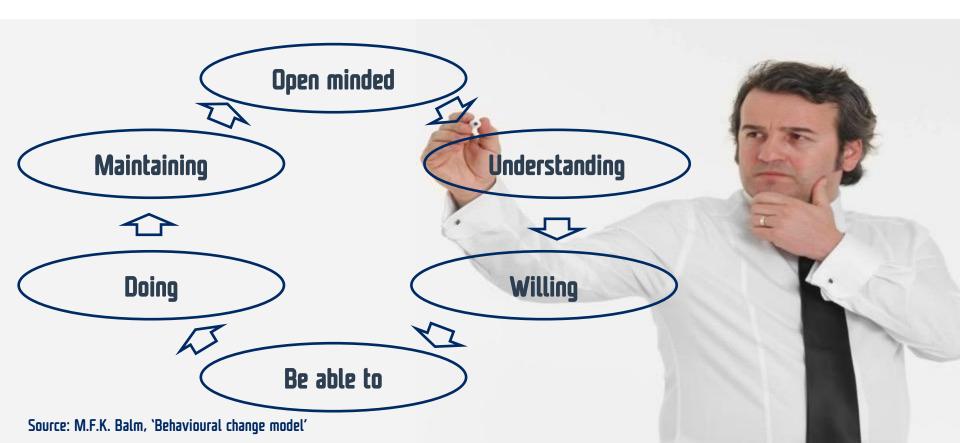
In this module, you will learn how to process information in a secure way. ✓ Involve management
 ✓ Organise the right project team
 ✓ On-boarding For new employees
 ✓ Information security fundamentals



## Is broadcasting knowledge sufficient?

#### Behavioural change





# Confrontation by testing



#### Moving with pleasure and Freezing with Fear

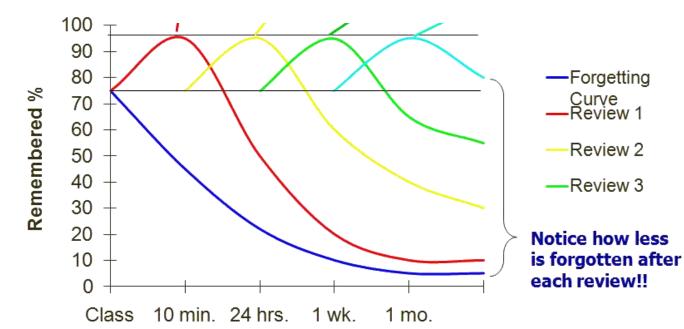


# Start with making an emotional connection



#### Ebbinghaus Forgetting curve





#### Learning piramid & retentie





Using a blend of approaches results in a substantial increase in knowledge retention

Source: Institute for Applied Behaviour Sciences

#### Is warning sufficient?







#### From knowing to doing



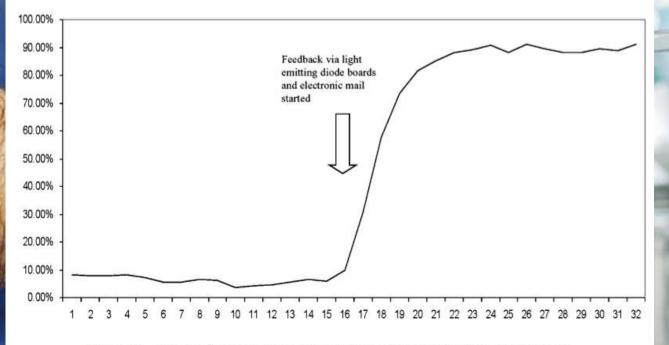


Figure 3. Hand hygiene compliance by week during impact period following feedback.

Source: Donna Armellino, "Using High-Technology to Enforce Low-Technology Safety Measures"

#### Normative beliefs



Please reuse your towels to safe money

Help safe the environment. You can show your respect for nature and help save the environment 30% by reusing your towels during your stay

75% of the hotel guests reused the towels

45%

l 5V/

75% of the guests who also stayed in this room reused the towels 50%

Goldstein, N.J., Griskevicius, V., & Cialdini, R.B. (2007). Invoking Social Norms. A social psychology perspective on improving hotels' linen-re-use programs. *Cornell Hospitality Quarterly* 

#### Normative beliefs



9 out of 10 people in Britain paid their tax on time

9 out of 10 people in your town paid their tax on time

+12%

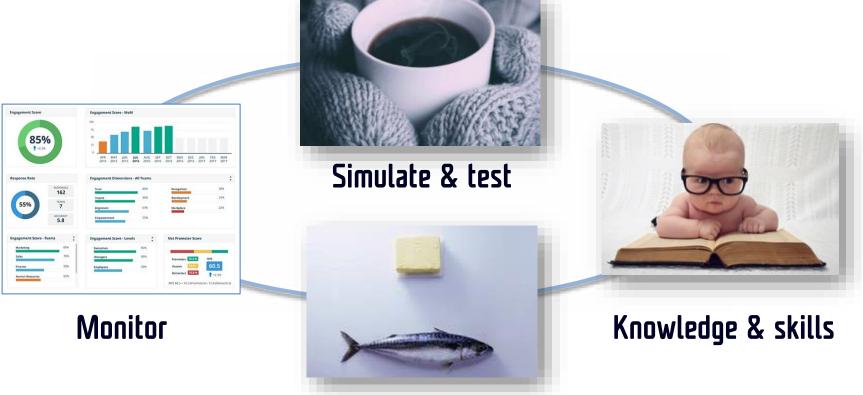
+5%

9 out of 10 people in your town paid their tax on time and you are one of the few people who have not paid yet

+16%

Source: UK Behavioural Insights Team Cabinet Office

#### PDCA approach: immediate Feedback with awareness dashboard



Report compliance and offer feedback

#### Use a risk based approach



#### Theme: phishing

Knowledge

Part 1.1 About the Phishing module

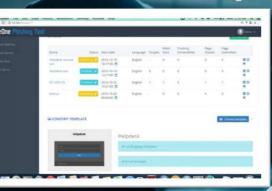
Access the following in 10 minutes

· For attant is this module admited?

· How is this receipt programmed

Good lace!

· War of you're berning o the reader



Test



Phishing Observations as after present to be servance else. New-dr you present them constraining antervational business between indi-



Repeat

#### Theme: strong passwords





#### Crack the Password

Enter a letter. Enter a letter

Guess a letter



Detractors 15.8 %

1 -2.3%



#### Theme: social engineering







#### Theme: USB sticks











#### Theme: cloud services





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#### Develop a continuous multi channel communication program



Test & confrontation

#### Inform, knowledge & skills

#### **Report compliance**

#### Take aways to create a positive security culture



- 1. Develop a long term communication program
- 2. Measure behaviour & confrontation
- 3. Train knowledge & skills continuously
- 4. Give direct Feedback & show behavioural compliance









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For more information see our website: www.beonedevelopment.com