

# The Seven Top Reasons Security Professionals Fail

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# Roll-Up Your Sleeves This is Going to Get Personal

## *Today's focus...*

- Where I'm coming from
- The standard security check list isn't enough
- Seven surprising problems sabotaging your program
- **Tough solutions** that work



# What got you in the room...

*Traditional views of **successful** security staff*

- ✓ College degree
- ✓ ...or degrees
- ✓ CISSP
- ✓ ...or CISM and other certifications
- ✓ Attendance at security conferences
- ✓ Executive level buy-in

***Even with all the boxes checked,  
security programs still fail.***

***Why?***



## Problem #1

# Security Professionals are Known as Disablers

Consider **cloud computing**.  
The security world calls it a  
bad idea, while industry is  
rushing to it.



# The solution...

# Be Known as an **Enabler**

- Stop saying “no”
- Make it happen...
  - On time
  - On budget
  - And with the right security



## Problem #2

# Security Professionals Don't Offer **Alternative** Solutions

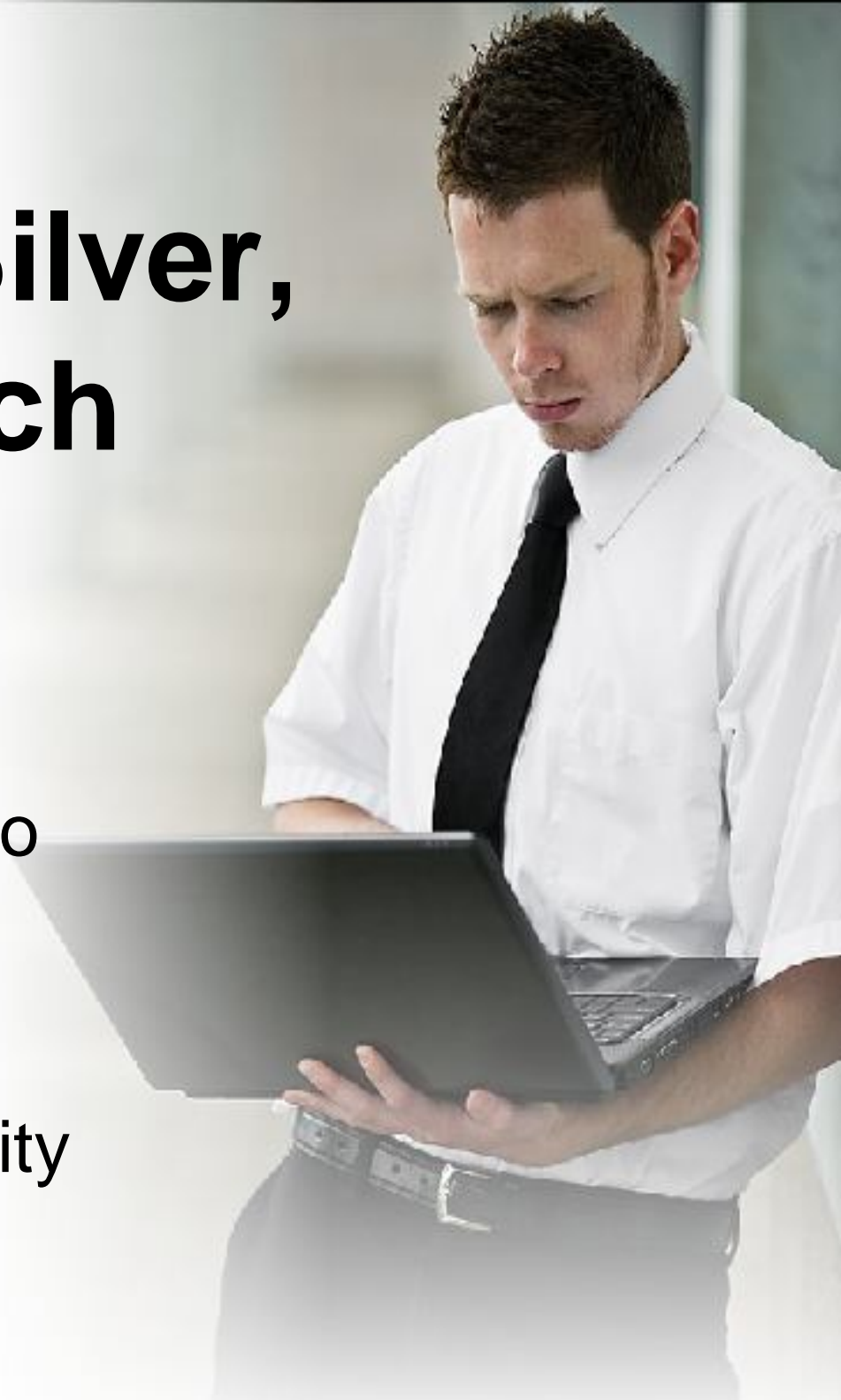
The “one size shoe fits all” approach just doesn't cut it.



# The solution... Use the Gold, Silver, Bronze Approach

Your challenge is to offer options, if possible. Best practice solutions may be too expensive.

Give them the **full scope** of each option: cost, functionality and risk.





## Problem #3

# Not Enough Humble Pie

Typical Attitude... Proud, Confident  
and **Always Right**

Believe it or not, the  
business side of operations  
has **other priorities** beyond  
security.





# The solution...

# **Humility** with

# Professional Excellence

Face it... you have some blind spots.

- What works today may not work tomorrow. Be careful what you promise.
- Treat others as you would have them treat you.
- Get different perspectives.
- Understand changes in industry and in your situation.



## Problem #4

# You Think the Customer is **Clueless**

The **great divide** between security and business is one big elephant in the room. And you're partly to blame...



The solution...

Improve

**Customer Relations**

*Separate people from the issues*

Don't write off people. Without **good relationships** in place, you may win some battles, but you will lose the war.

TIP: Get to know the business side of things. Build trust.



## Problem #5

# Inside Hackers Undervalue Ethics and Accountability

Do you steal files but call it downloading? Do you bend the rules with acceptable use policies?

Look in the mirror.

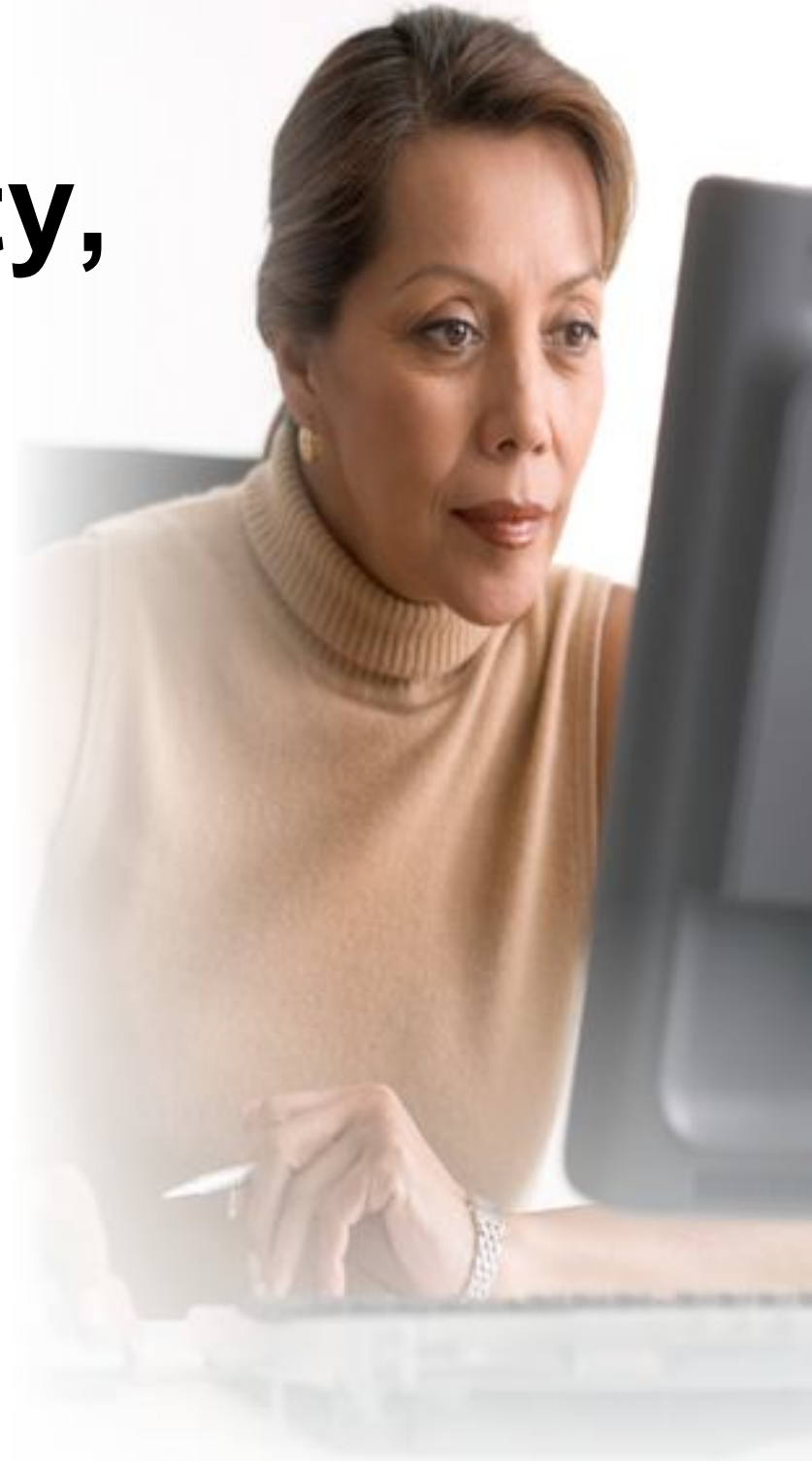
Are you an **insider threat**?



The solution...

# Seek Accountability, Find a Mentor, Practice Virtual Integrity

Time for some soul searching.  
The more you grow in your  
career, the more you should  
seek out someone who can  
hold you **accountable.**





## Problem #6

# Dealing with **Burnout**

Cyber attacks seem to come in waves, and when it rains, it pours. But it's the **daily grind** of working long hours and weekends that really causes burnout.



# The solution...

# Perseverance

# and **Balance**

- Anticipate stress and prepare
- Look for warning signs
- Separate and reflect
- Think of your career as a marathon
  - Have a strategy
  - Be willing to adjust, if necessary
  - Stick with it!





## Problem #7

# Too Much

# Inside the Box Thinking

Being the best at what you do (inside your box) can become a liability if everyone else in your business thinks of you **only** in those terms.

It will limit your personal and organizational effectiveness and undermine security.



# The solution...

# Be a Leader – Move Beyond Your Position Description

- First and foremost: **Respect the box**
- Raise your hand and volunteer
- Generate ideas
- When an idea fails, try again
- Think outside your organization
- Join external groups
- Build teamwork skills
- Be the “go to” person for answers
- Share knowledge



# Quick Recap



Problem		Solution
1	People see you as a disabler.	Be known as an enabler. Stop saying “no”; make things happen.
2	Not enough alternative solutions.	Gold, silver, bronze approach to mitigating risk.
3	Not enough humble pie.	Genuine humility with professional excellence. Understand change.
4	The customer is clueless – Not!	Improve relationships. Separate people from the issues. Build trust.
5	Are you an insider threat?	Value ethics and accountability. Practice virtual integrity; find a mentor.
6	Are you burned out yet?	Perseverance and work/life balance.
7	Perspective stuck “in a box.”	Move beyond your position description. Build teamwork skills. Enlarge network in industry.

# Final Thought...

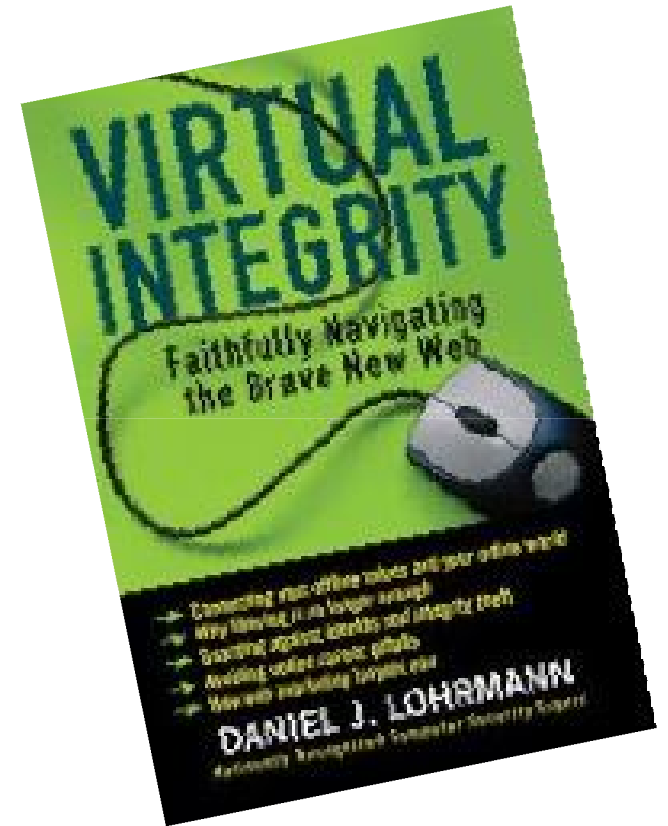
What got you in the room isn't enough. To be successful, you need to look in the mirror and recognize that the **biggest hurdle is you.**

Step back, be honest with yourself, and start your journey.



# Contact Info

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*For more on this topic, Dan's CSO Blog:*

[http://blogs.csoonline.com/blog/dan\\_lohrmann](http://blogs.csoonline.com/blog/dan_lohrmann)