

# RSAC<sup>®</sup>Conference2015

San Francisco | April 20-24 | Moscone Center

SESSION ID: HUM-T07R

## Phishing Dark Waters – Defending Against Malicious Emails

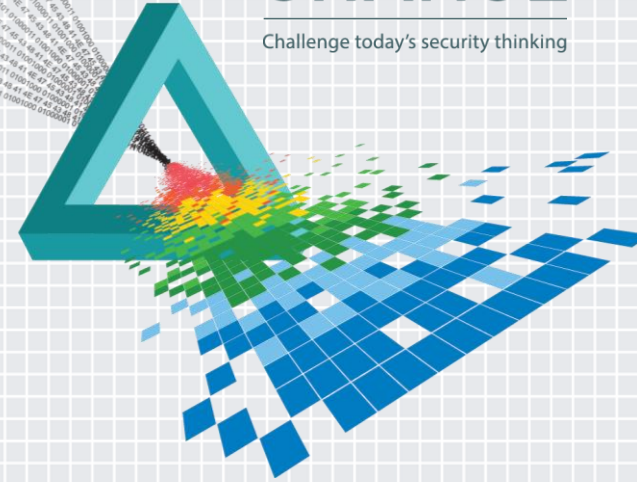
**Michele Fincher**

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Chief Influencing Agent  
Social-Engineer, Inc  
@SocEngineerInc

# CHANGE

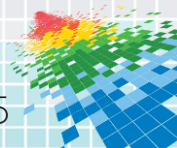
Challenge today's security thinking



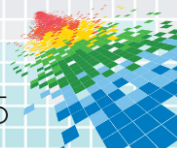
# What is Phishing?

“We define it as the practice of sending e-mails that appear to be from reputable sources with the goal of influencing or gaining personal information. “

– *Phishing Dark Waters: The Offensive and Defensive Sides of Malicious Emails* (2015 Wiley)



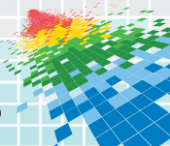
# But come on... does it work?

The logo for Neiman Marcus, featuring the brand name in a black, elegant cursive script on a white background.The logo for Anthem, featuring the word "Anthem" in a blue, serif font with a horizontal blue line underneath, all on a white background.The logo for Coca-Cola, featuring the brand name in its iconic white cursive script on a solid red background.

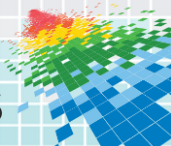
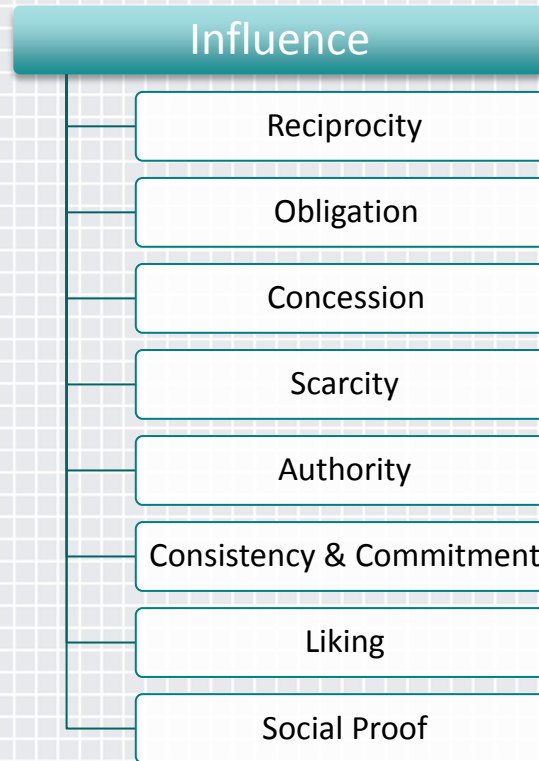
# Don't Forget the Domino Effect



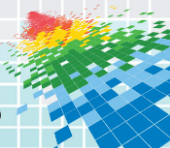
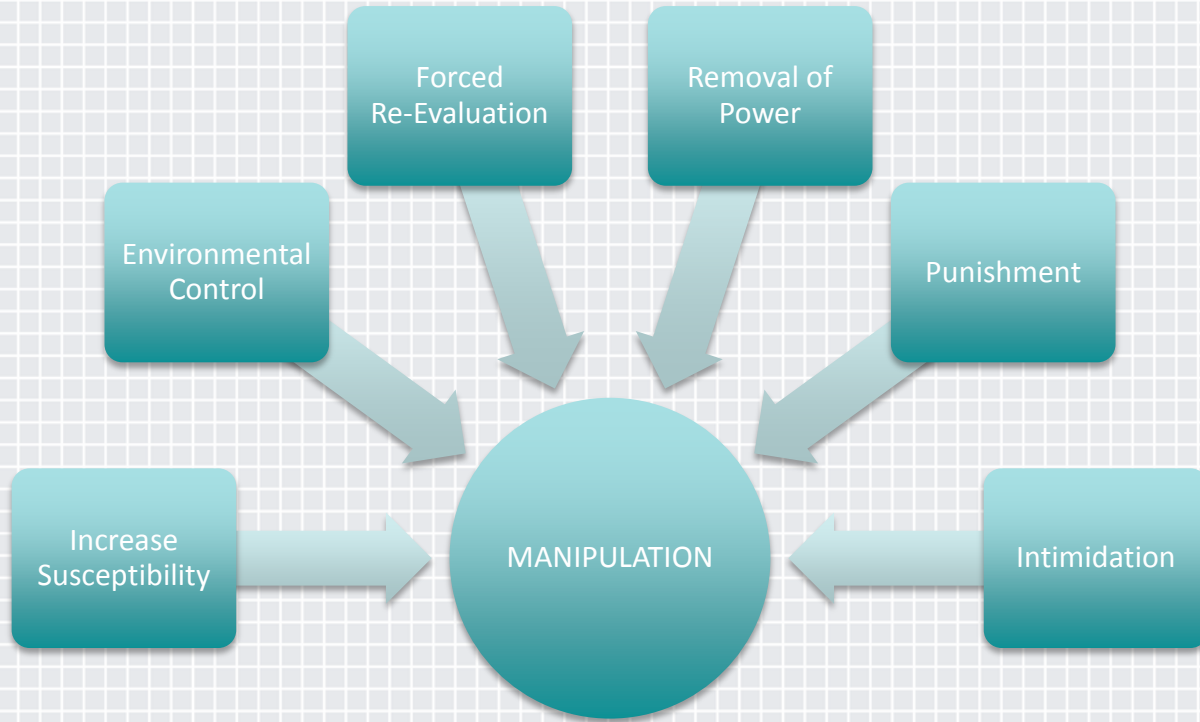
After all of these breaches we see an increase in phishing against the victims of the breach.....



# Why does Phishing Work? Influence

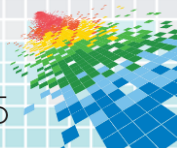
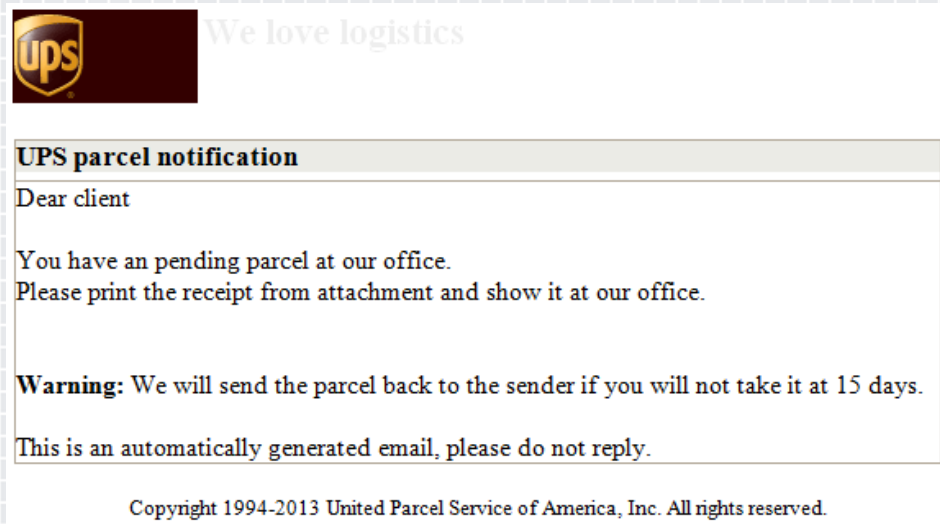


# Why Does Phishing Work? Manipulation



# Why Does Phishing Work? Bottom Line

- ◆ Bad decision-making
  - ◆ Plays on base emotions
  - ◆ Uses our natural curiosity
  - ◆ We are often too busy to pay attention
- ◆ Bad guys are getting smarter
  - ◆ Better branding
  - ◆ More believable pretexts



# Phishing - Example

PayPal <notify@paypal-web.com>

December 6, 2012 8:49 AM

To: Dave

Your [Paypal.com](#) transaction confirmation.



Dec 5, 2012 05:45:23 CST  
Transaction ID: [REDACTED]

Dear PayPal Member,

You made a payment of \$730.48 USD to Lyle

It may take a few moments for this transaction to show up in your [account](#).

**Seller**

Lyle [REDACTED]

**Shipping address - confirmed**

Sunrise Dr.  
Manlius AL 35047-6706  
United States

**Instructions to seller**

You haven't entered any instructions.

**Shipping details**

The seller hasn't provided any shipping details yet.

Details	Qty.	Amount
<a href="#">Cooking Essentials 12-piece Cookware Set w/ Color Smart Narratics</a> Item# 623853548980	6	\$730.48 USD
	Shipping and handling	\$19.59 USD
	Insurance - not offered	----
	<b>Total</b>	<b>\$730.48 USD</b>
	<b>Payment</b>	<b>\$730.48 USD</b>
	Payment sent to Lyle Steele	

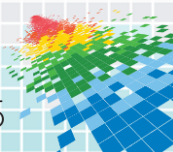
Receipt ID: [REDACTED]

**Problems with this transaction?**

You have 45 days from the date of the operation to open a dispute in the [Resolution Center](#).

Please don't reply to this message, auto-notification system not configured to accept incoming mail. For immediate answers to your questions, visit our Help Center by clicking ["Help"](#), located on any PayPal page.

PayPal Email ID [REDACTED]





PayPal <notify@paypal-web.com>

December 6,

To: Dave

Your [Paypal.com](https://www.paypal.com) transaction confirmation.



Dec 5, 2012 05:45:23 CST  
Transaction ID: [\[redacted\]](#)

Dear PayPal Member,

**You made a payment of \$730.48 USD to Lyle**

It may take a few moments for this transaction to show up in your [account](#).

**Seller**

[Lyle \[redacted\]](#)

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You haven't entered any instructions.

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Details

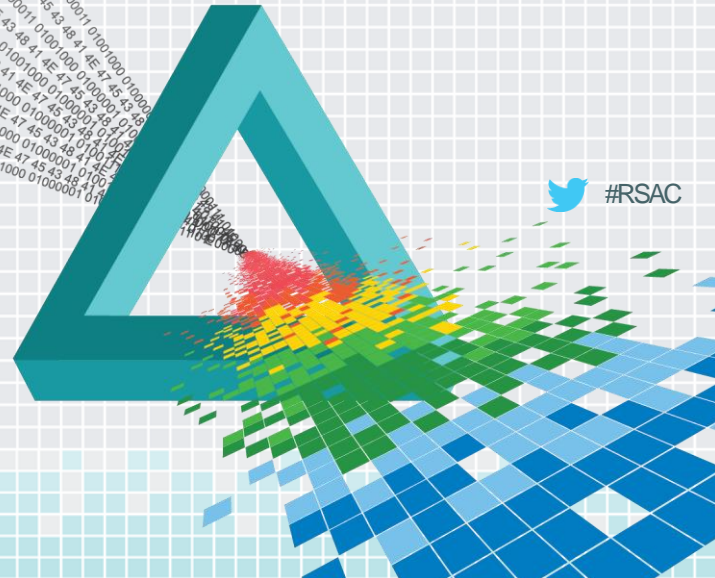
Qty

Amount

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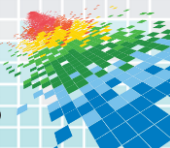
## WHAT CAN YOU DO?



# Apply What You've Learned

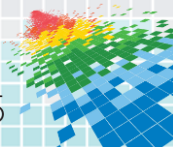


- ◆ Education
- ◆ Realistic simulations
- ◆ Effective teaching moments

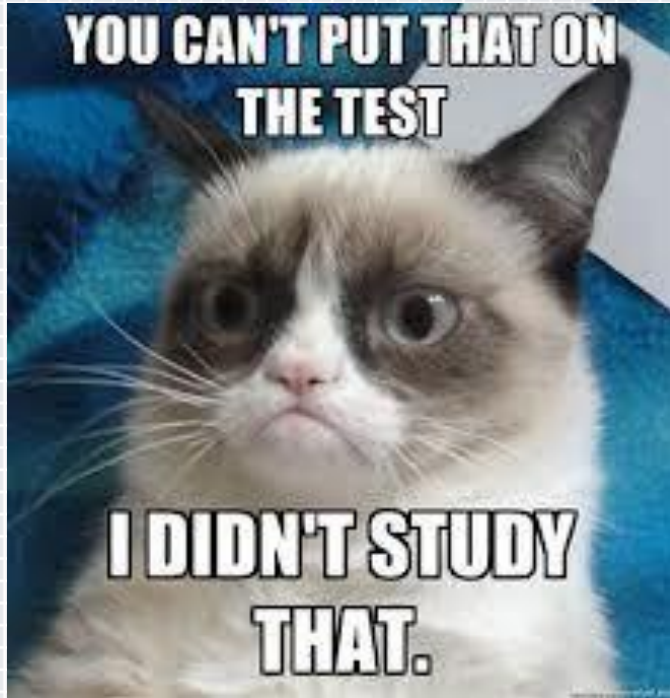


# Education

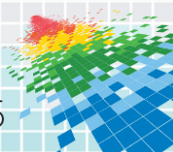
- ◆ More than once a year
- ◆ Consistent messaging
- ◆ Support from the top
- ◆ Include everyone - did I say consistent?



# Realistic Simulations



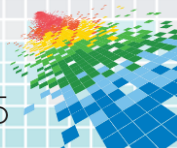
- ◆ Is a SaaS going to meet your needs?
- ◆ How do you test and teach WITHOUT exploiting?
- ◆ Don't expect perfection
- ◆ IMPORTANT – Reward the positive, educate the negative
- ◆ A good simulation will also set your baseline



# Effective Teaching Moments

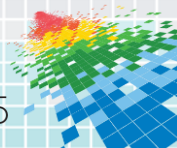
Use your training time wisely and ask yourself:

- ◆ When are you teaching the employee? (pre- or post-click)
- ◆ Are you rewarding and reinforcing the positive?
- ◆ Is safety a burden?
- ◆ Does it make them safer in their personal lives as well?



# Key Points To Remember

- ◆ Realistic simulations are proven to help increase awareness
- ◆ Buy in must be from the top down
- ◆ Do not exclude anyone
- ◆ Use positive reinforcement of proper behavior
- ◆ Do not ever expect 100% success – it's just not HUMAN



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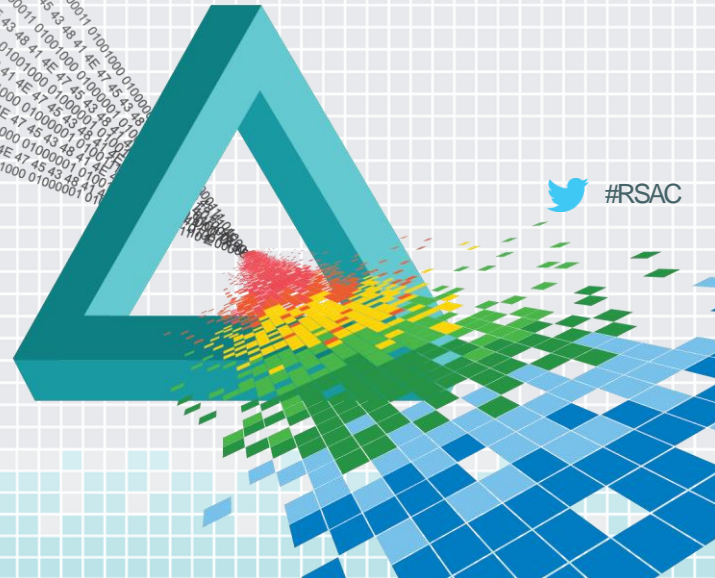
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## **QUESTIONS & ANSWERS**

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