What if I told you that Security is here to help?

The 7 habits of highly effective security leaders

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EMEA Security Manager at Canon

In IT and Security for over 20 years

Big fan of learning by doing

I believe in learning from my mistakes
…so I had **a lot** of learning opportunities

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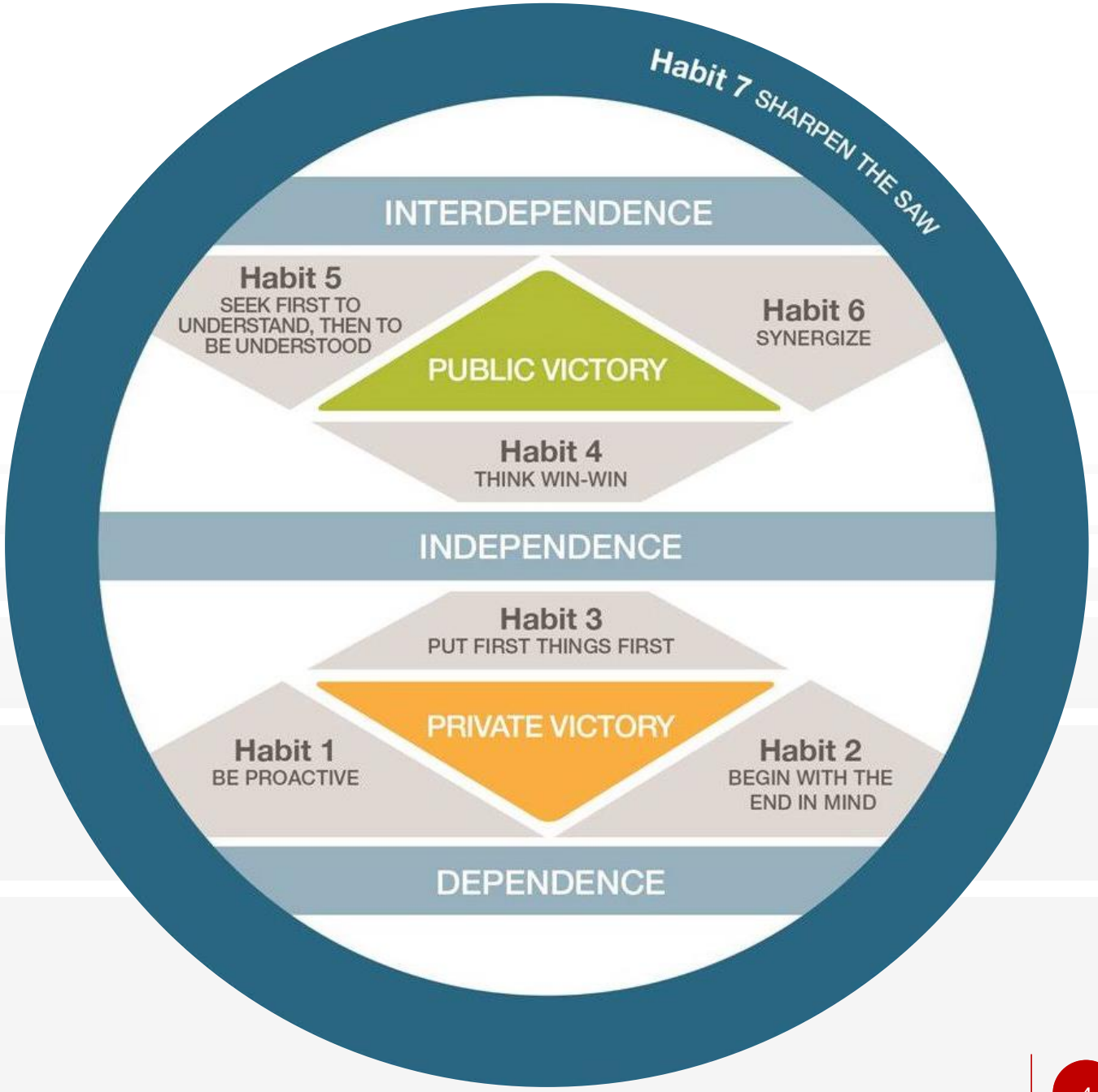
Effective security is driven by effective collaboration

- Security is not a goal in itself; security is about protecting the organization - and about being part of it
- Security IS a team sport; if not for anything else, then at least because all security teams are understaffed
- Effective collaboration is the result of intentional habits

“The 7 Habits of Highly Effective People”

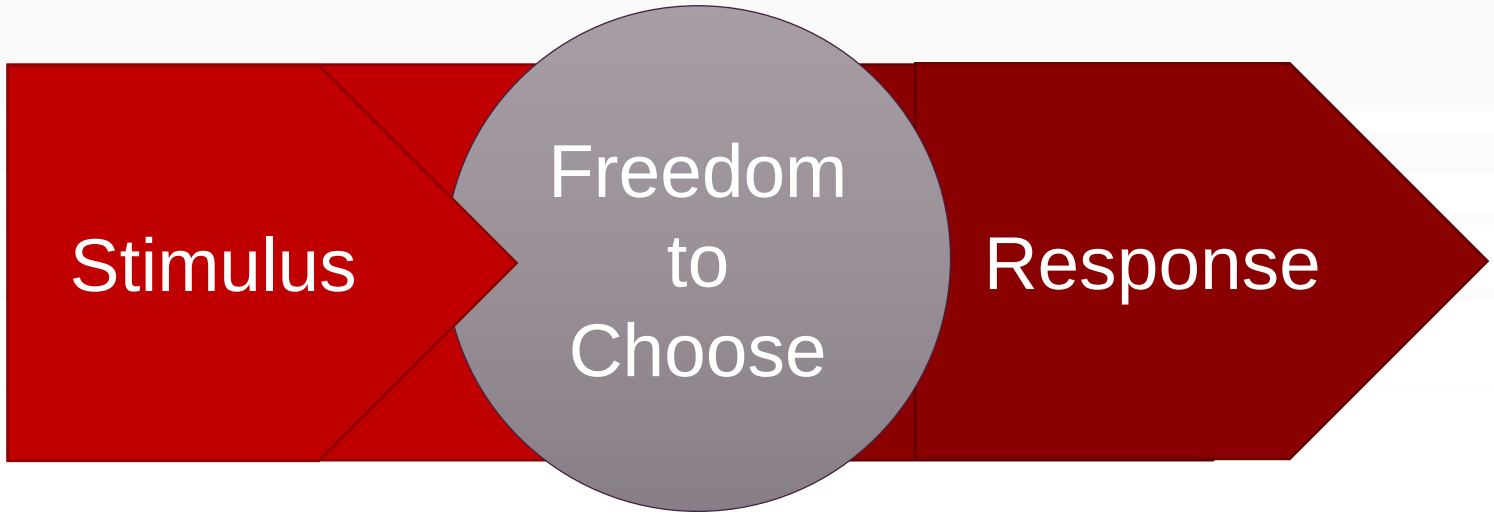
by Stephen Covey



Habit 1

Be Proactive

Between the stimulus and the response there is a space



Circle of Concern

Circle of Influence

Focus

Circle of Concern

Circle of Influence

Focus

Habit 2

Begin with the end in mind

Beginning with the end in mind

- Define outcomes before you act
- Create Mission Statements, Visions and Plans; and live by them
- Move from managing emergencies to leading according to the plan

Application Security Vision

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Expa
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Building on the progr
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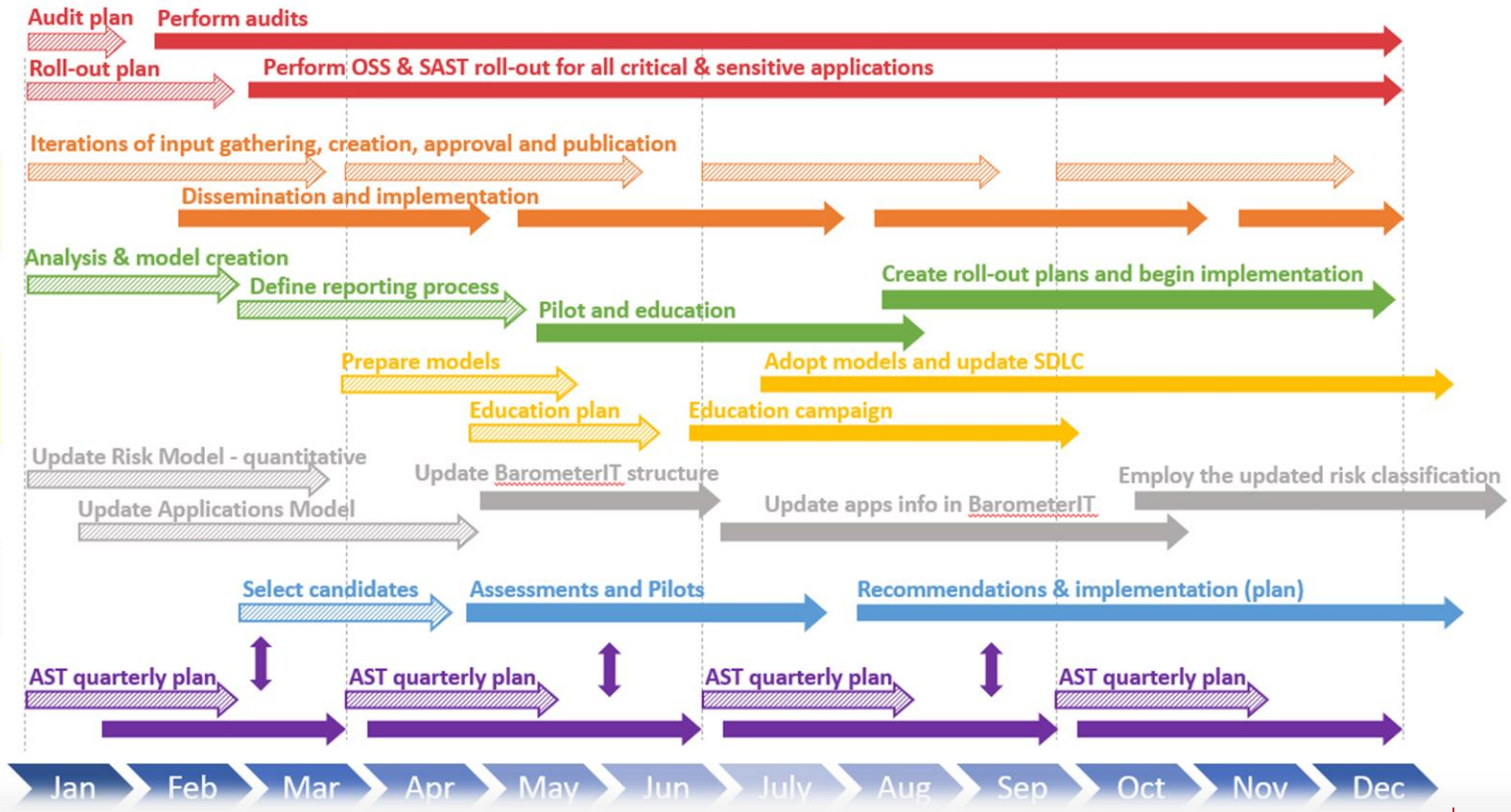
SAMM/BSIMM, create
and establish

Keep abreast with
ensure that succes
for a distributed mo
of the entire org

Application Security Strategic Initiatives

Application Security Roadmap

1. Grow and verify the 20XX initiatives
2. Expand policies and standards
3. Updated AppSec Maturity Framework
4. Shift Left Security in the SDLC
5. Evolve the applications and risk models
6. Explore new capabilities, DAST
7. Cooperation in knowledge



Habit 3

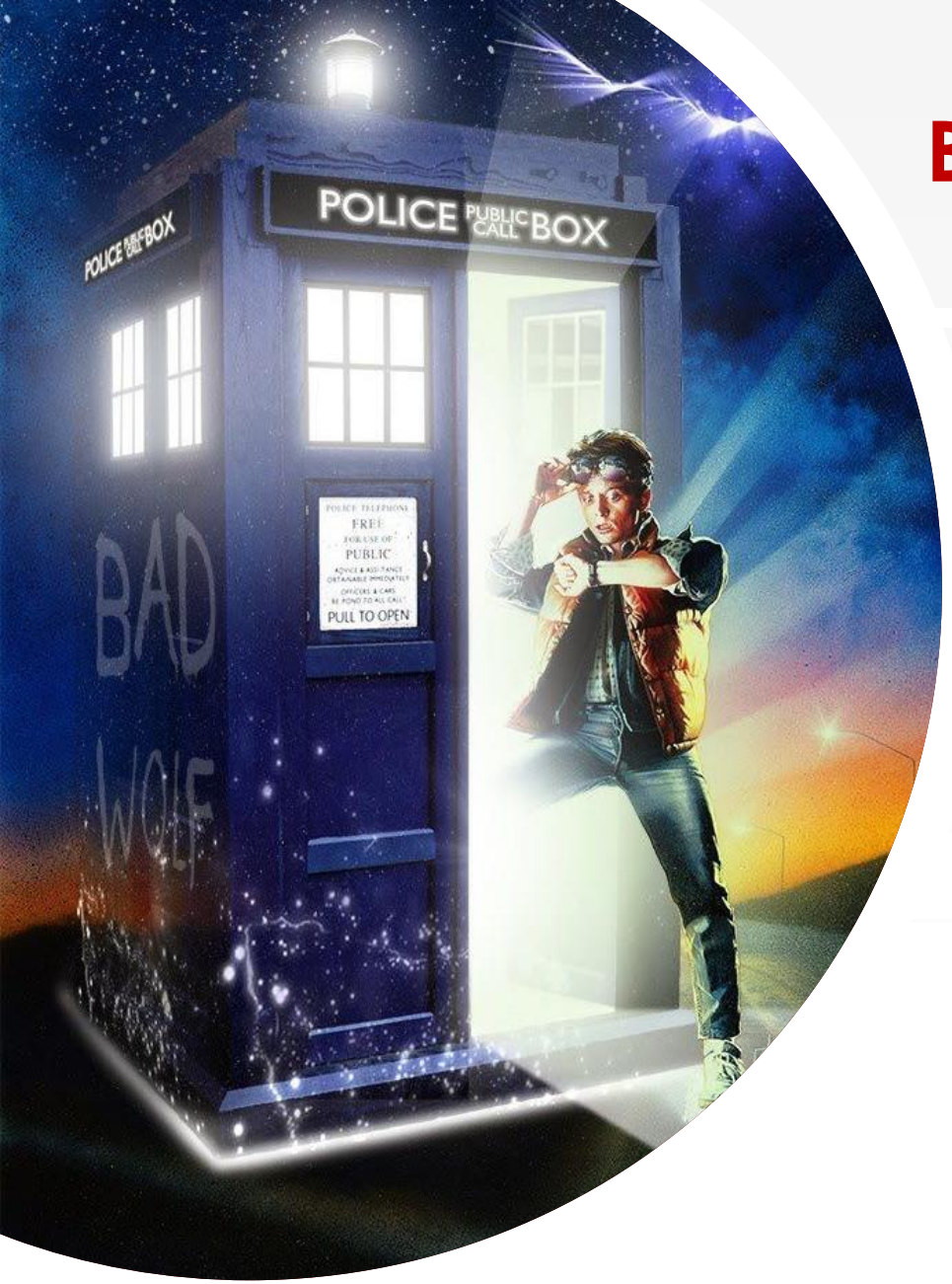
Put first things first

Management vs. Leadership

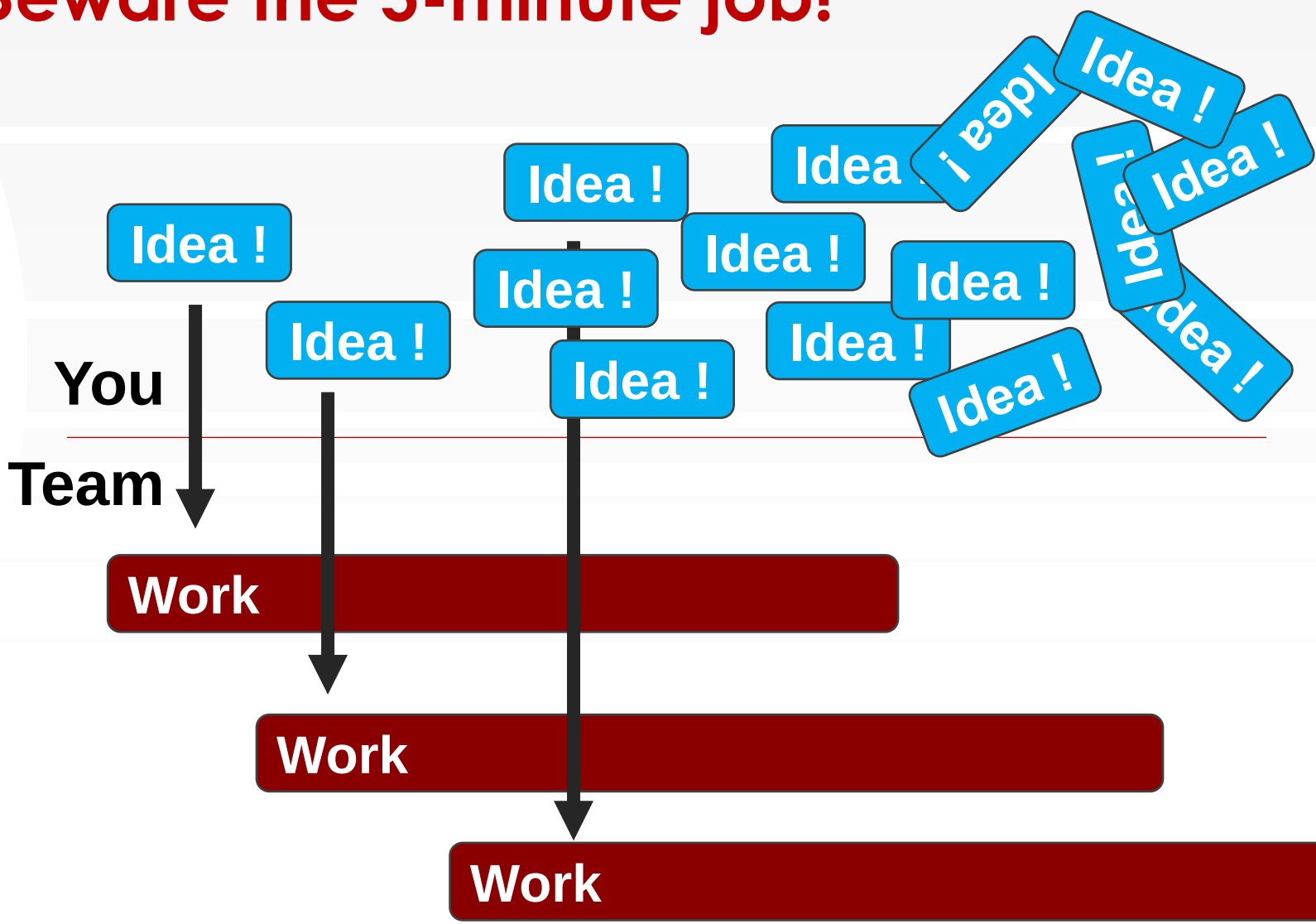
- Management is hacking through the jungle; Leadership is knowing you're in the right jungle
- Putting out fires is addictive and satisfying, but might prevent you from seeing the big picture

The Time Matrix ®

	Urgent	Not Urgent
Important	**Q1: Necessity** Crisis Emergency meetings Unforeseen Events Last-minute deadlines	**Q2: Effectiveness** Proactive work Planning & prevention Creative thinking Learning & renewal Important goals Recreation
Not important	**Q3: Distraction** Needless interruptions Unnecessary reports Irrelevant meetings Unimportant email, call, status posts etc.	**Q4: Waste** Trivial work Procrastination Excessive relaxation (TV, games, social media) Gossip



Beware the 5-minute job!

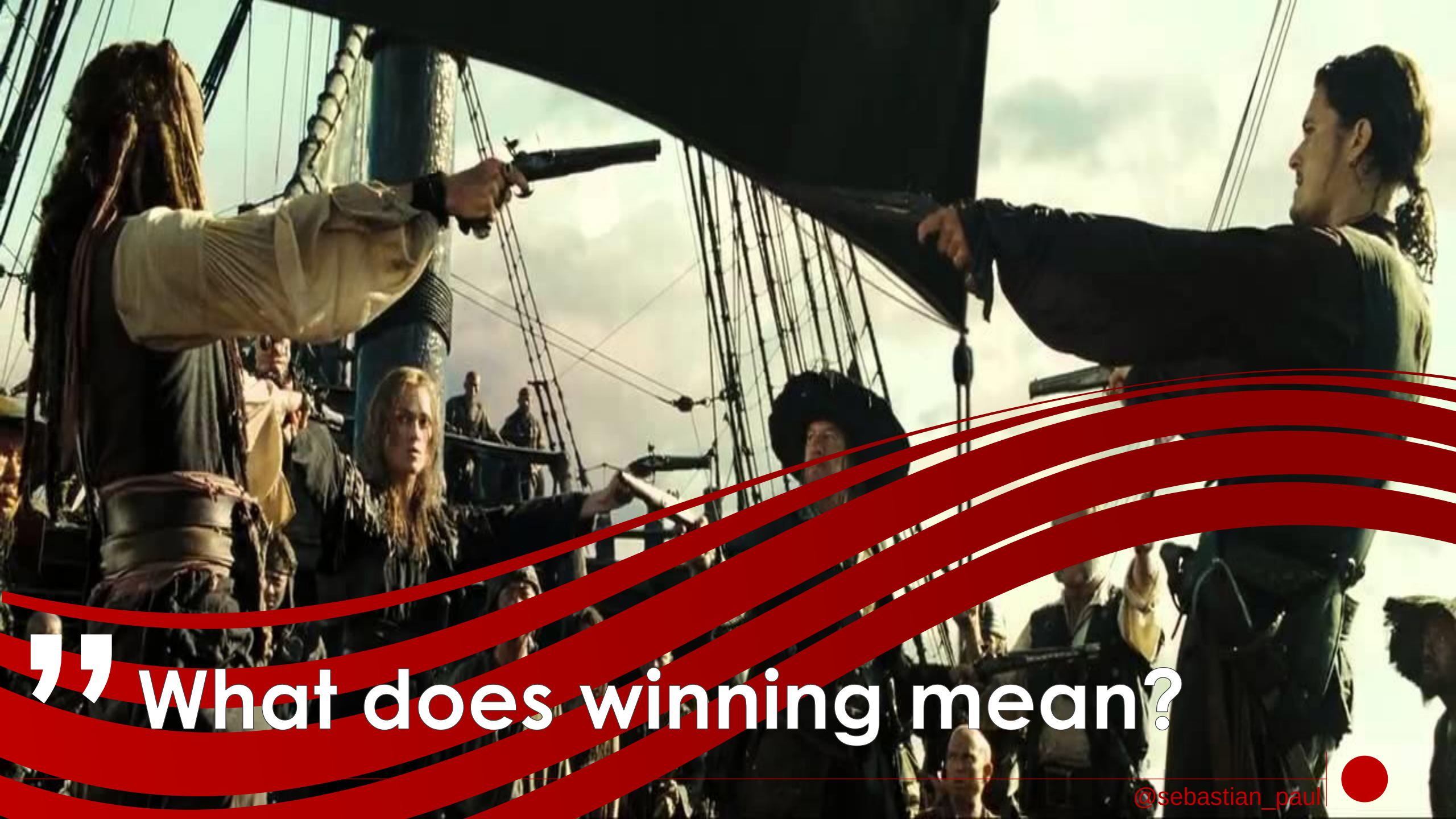


Habit 4

Think win-win

“All right; we'll call it a draw.”

- The paradigms of human interaction are driven by a *balance* between courage *and* consideration
- Cultivate the Abundance Mindset, in yourself and those around you
- Remember the difference between Reacting and Responding



” What does winning mean?

Win-Win Agreement Example

Security team's wins

- The applications to have no security vulnerabilities
- Have logs to be able to investigate during incidents
- Security requirements to be collected and implemented
- No "by next day" security approvals

Development team's wins

- To be able to meet deadlines
- Most work time spent on functional requirements
- Clarity of expectations
- Leverage automated CI/CD tools and processes
- Don't' change tooling to often

Our agreement

The security team to help integrate SAST & DAST tools into the CI/CD pipeline, and to assist in the creation of Threat Models and security use cases that will feed into the application requirements. The long-term tools planning will be created jointly by the security and development teams. The process for the interaction between the teams will be documented and have clear SLAs in order to manage expectations.

Habit 5

Seek first to understand, then to be understood

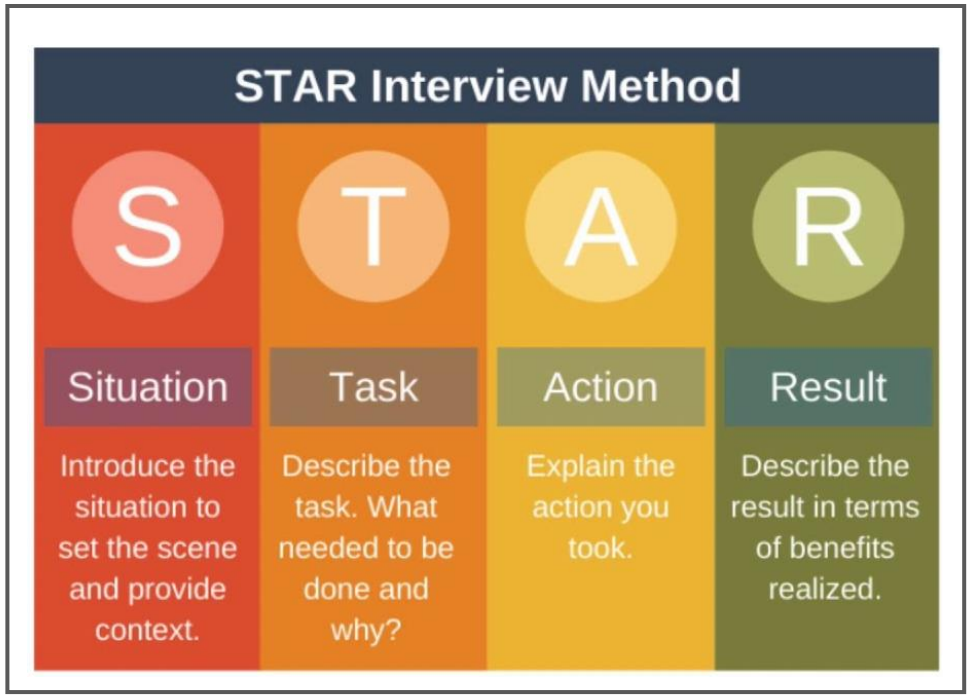
Get yourself out of the way first

- Don't think in terms of security risks, but in terms of risks to the organization
  - Practice Empathic Listening rather than Autobiographical Listening
- Empathic Listening is listening with the intent of understanding someone within *their* frame of reference
- Then you can seek to make yourself respectfully understood

Use the Frameworks, Luke!

Kate Blanchard's Situational Leadership

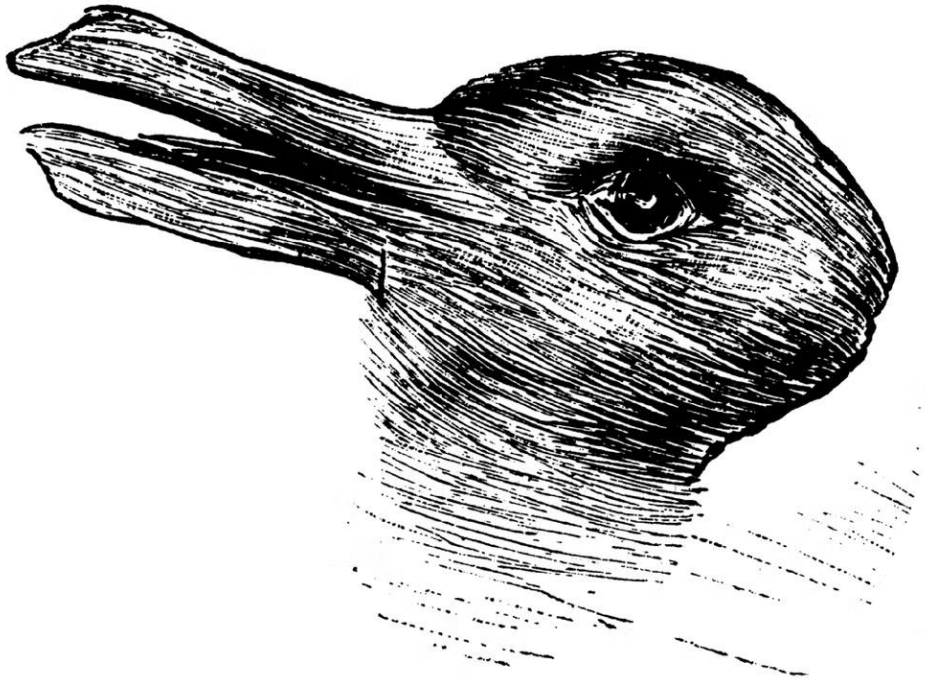
The STAR Interview Method

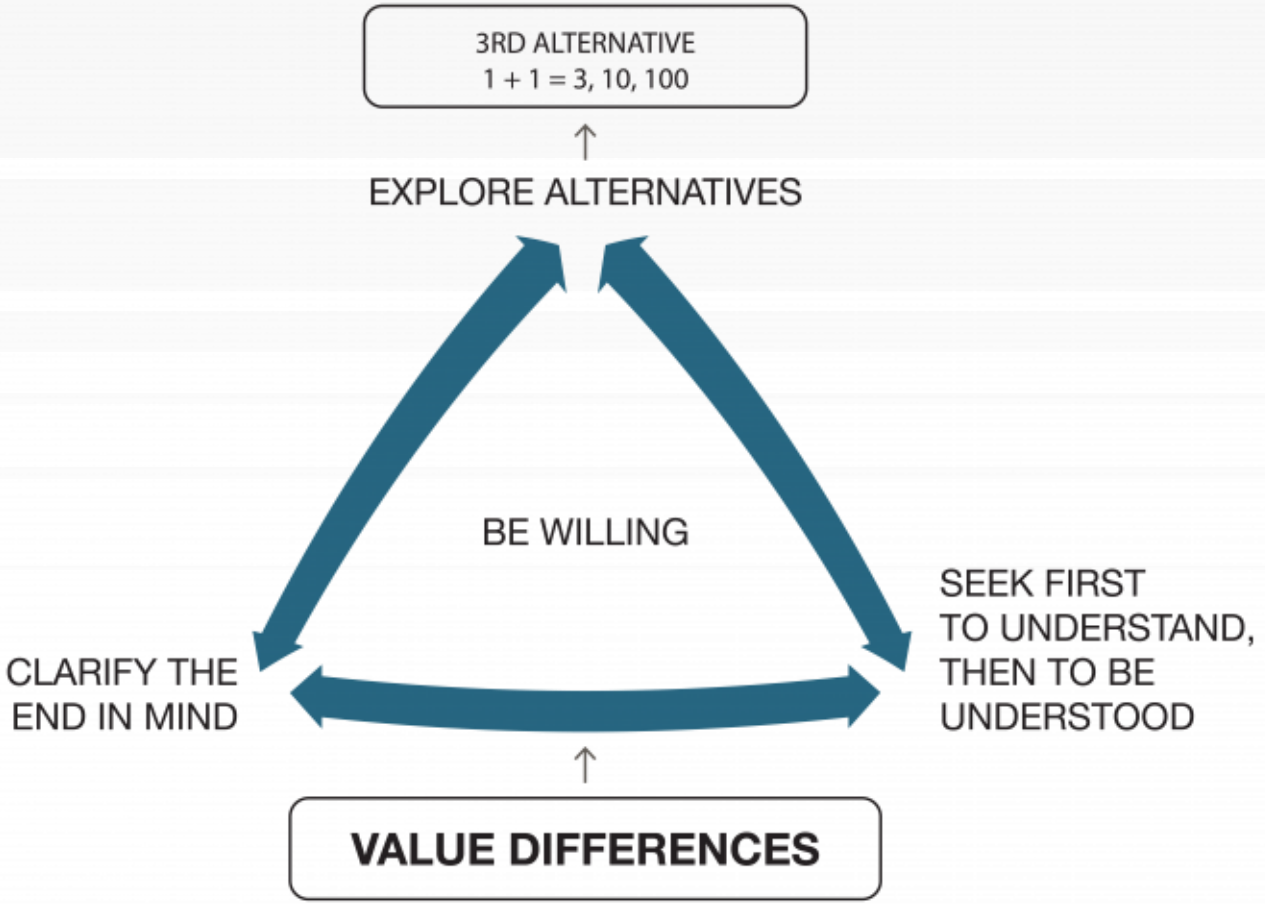


Habit 6

Synergize

The habit of creative cooperation

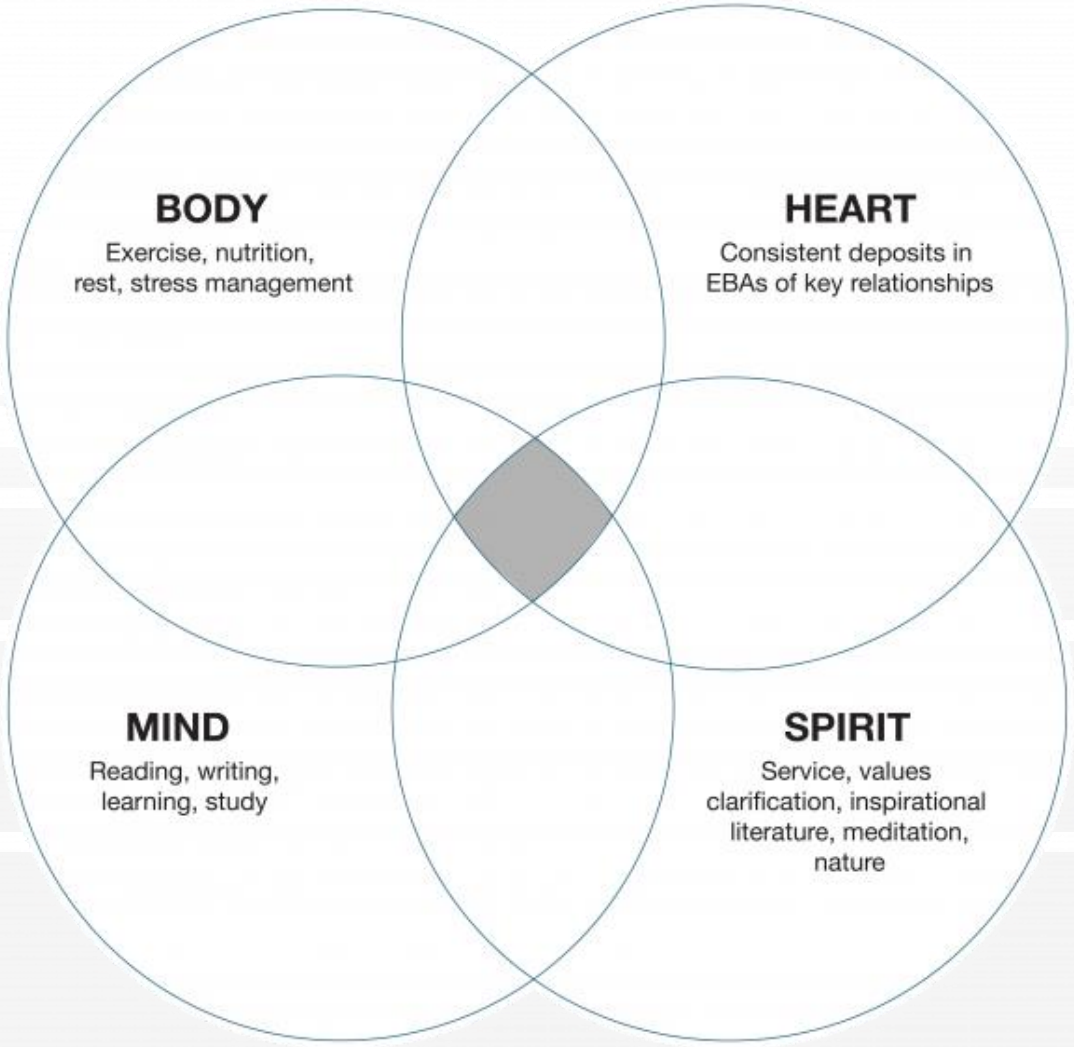


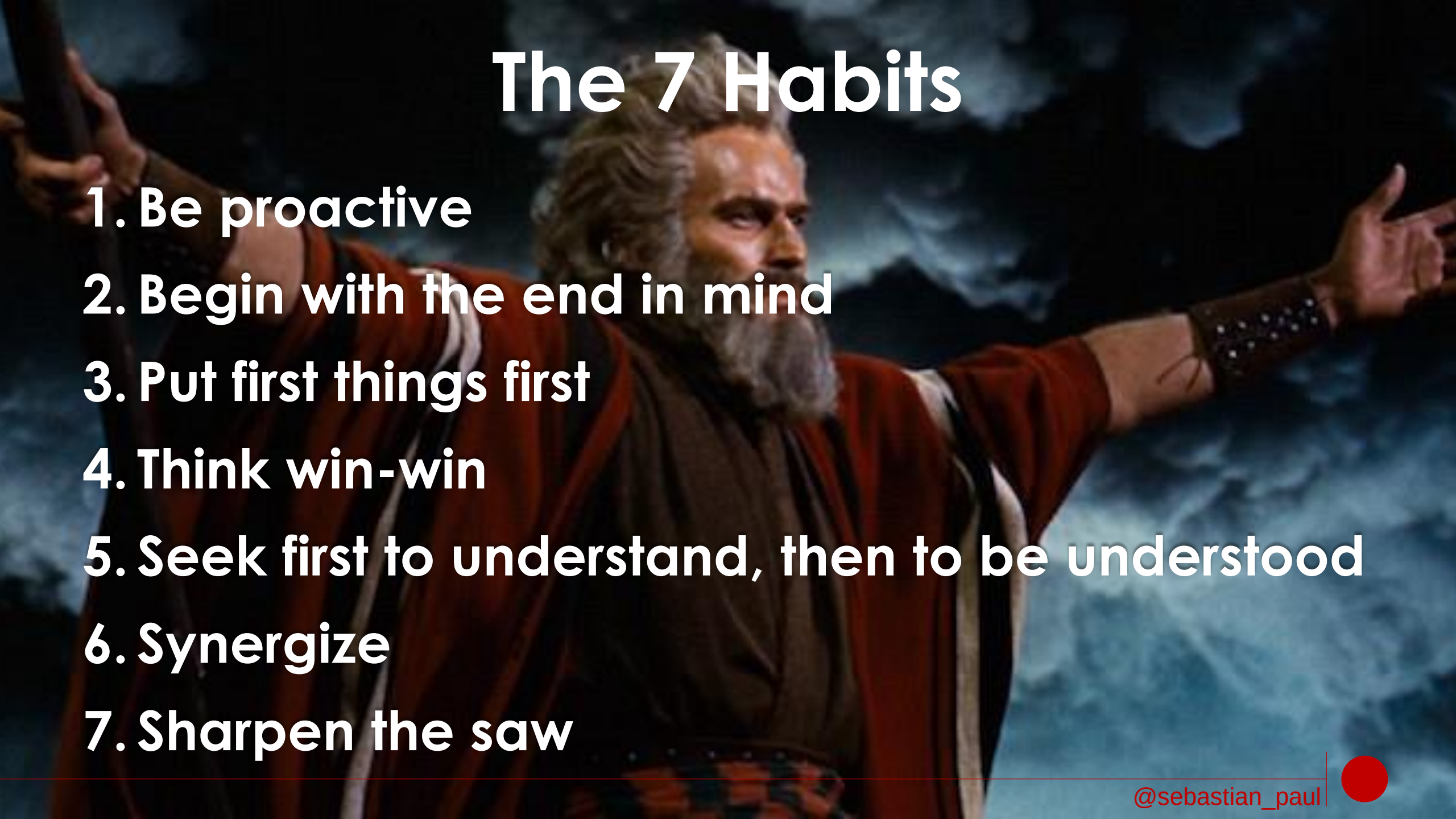


Habit 7

Sharpen the saw

Four dimensions of renewal





The 7 Habits

1. Be proactive
2. Begin with the end in mind
3. Put first things first
4. Think win-win
5. Seek first to understand, then to be understood
6. Synergize
7. Sharpen the saw

Find your crazy
Find your balance
Tell your story
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