

RSA[®]Conference2016

San Francisco | February 29 – March 4 | Moscone Center



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SESSION ID: HUM-W04

THE ART OF HACKING A HUMAN

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The Art of Hacking a Human



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- First Impressions: Based off perceived stereotypes
- Humans can be programmed: They set up their own internal firewalls with interaction rules
- Do we want to allow or block this person in our comfort zone?



Does he think I am a geek?
Does he think I am an "old" man?
Does he think I am
not cool?



- External reconnaissance – internet searches, social engineering, “dumpster diving”
- Initial breach (breaking in) – scanning, open ports, services, vulnerable apps, weak protection of data transit
- Escalate privileges – exploiting a bug, design flaw or configuration, taking advantage of programming errors
- Persistence – breach undetected for a long period of time



- Internal reconnaissance
- Lateral breach – need users with more access, more admin rights to relevant services and servers
- Maintain presence
- Achieve objective

- Collecting information about an intended human target:
 - Do your research
 - Check their desk
 - Ask around
 - Watch them in the cafeteria
 - Look at previous work history

Initial Breach: Breaking Into The Human



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- Determine what “operating system” they are running:
 - What patches are in place?
 - What vulnerabilities can you exploit?
- What “configuration issues” does this person have?

No Luck: Why?



- Discover that there are different personality types
- Learn the different types of personalities
- Learn to adjust in order to know how to interact with that person

Understand how People Operate



- Most people are social creature
- Most people want to be a part of a group
- How can you leverage that

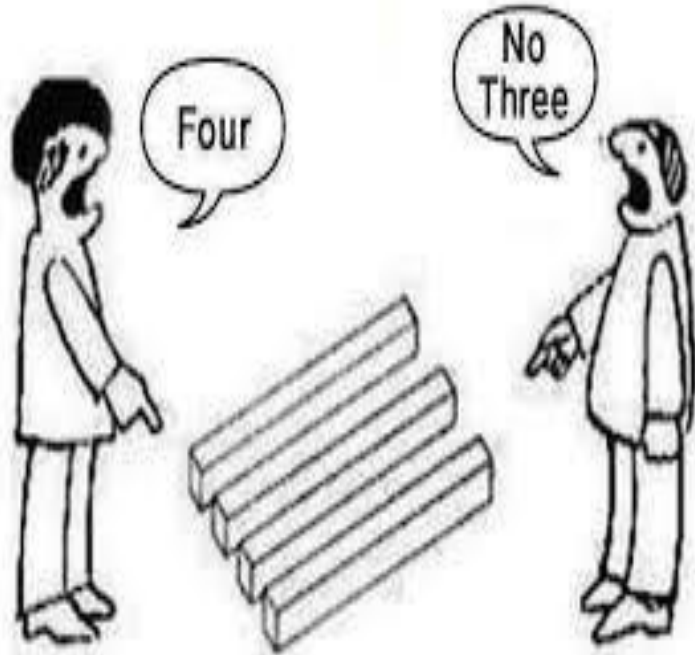


- The way you view things
- Why you don't like them
- The way you communicate can change how you get along

“Be kind, for everyone you meet is fighting a hard battle.” ~ Ian MacLaren



It is really confusing!!!



Altering Perceptions



- Different points of view will differ from the location and perception of the Subject.



- Taking advantage of their flaws.
- Persuade the Target:
 - Demonstrate Honesty and Respect By:
 - Meet with them – have a list of things you want to accomplish while on the same team
 - Ask target how you could earn their trust
 - Ask if they need help with assignments
 - Invite to lunch
 - Ask questions pertaining to them

Ego Defense Mechanisms



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- Different defense mechanisms helps identify the person.
- Lash out: Get protective to protect their pride even though they know they're wrong
- No insight they are wrong. Or, they know there is a chance they could be wrong, but they won't admit wrong



- Clues people give up are on their face; impossible to control.
- If you can read these clues, you'll understand where the conversation is going
 - Are you connecting?
 - Are they comfortable?

The Reason They Don't Like You



- May not be valid
- Could be stereotypes
- ***Break those stereotypes***

Persistence



- Will not happen overnight; it is a gradual process.
- Find a mentor and ask for advice
- Network using target's mutual friends

Lateral Breach



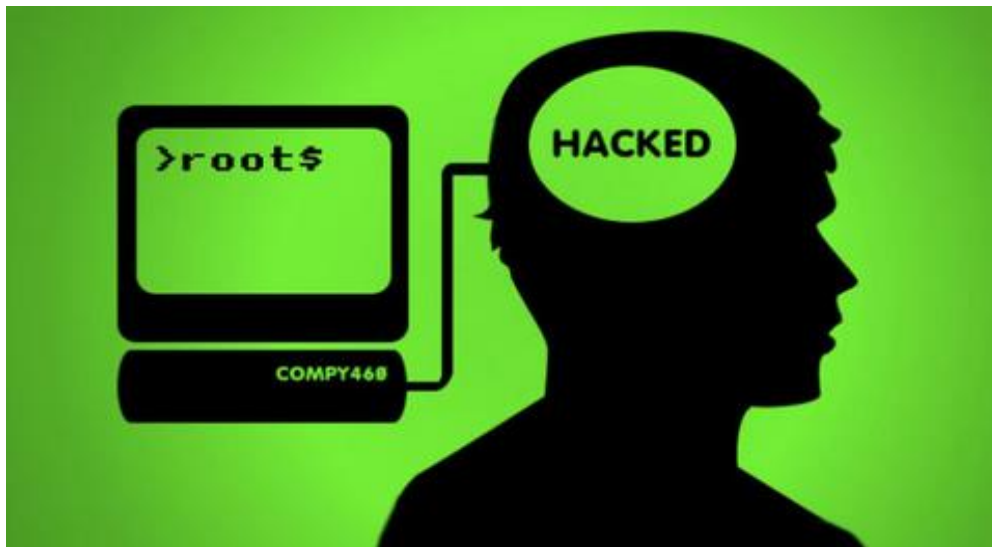
- A hacker will need more intelligence that come from data points.
- Mutual friends

Achieve Objective



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- As a User, you will be able to work with different Personalities based on what the Hacking results tell you



The Bad Boss



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- Goes by the book and micromanages.
- Acts a certain way because they have not been shown respect and have received negative feedback.
- Difficult to beat in a match, you can't just flip the board and walk away.

Engage The Boss



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HOW YOU FEEL



**WHEN YOU MEET WITH
YOUR BOSS**

SOMEONE TELL THEM



THEY ARE NOT FUNNY

8 Types Of Leaders



Throughout The Hacking Process



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- Remember that communication is the key
- If you cannot help somebody at least don't hurt them

“People fail to get along because they fear each other; they fear each other because they don't know each other; they don't know each other because they have not communicated with each other.” ~ The Dalai Lama

Winning The Hacking Game



- Respecting all religious traditions
- Exploiting and bullying will never win you any real friends
- Kindness and compassion will give rise to self confidence, which empowers you to be honest, truthful and transparent.

We Are All The Same



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- “And while on a secondary level differences exist of nationality, faith, family background, social status and so on, more important is that on a human level we are the same. None of us wants to face problems, and yet we create them by stressing our differences. If we see each other just as fellow human beings, there'll be no basis for fighting or conflict between us.” ~ The Dalai Lama

You Are Confined By The Walls You Build



- Look at yourself, the stereotypes people notice
- The way you talk to people
- Your perceptions
- Do you let the way people treat you become the way you treat others

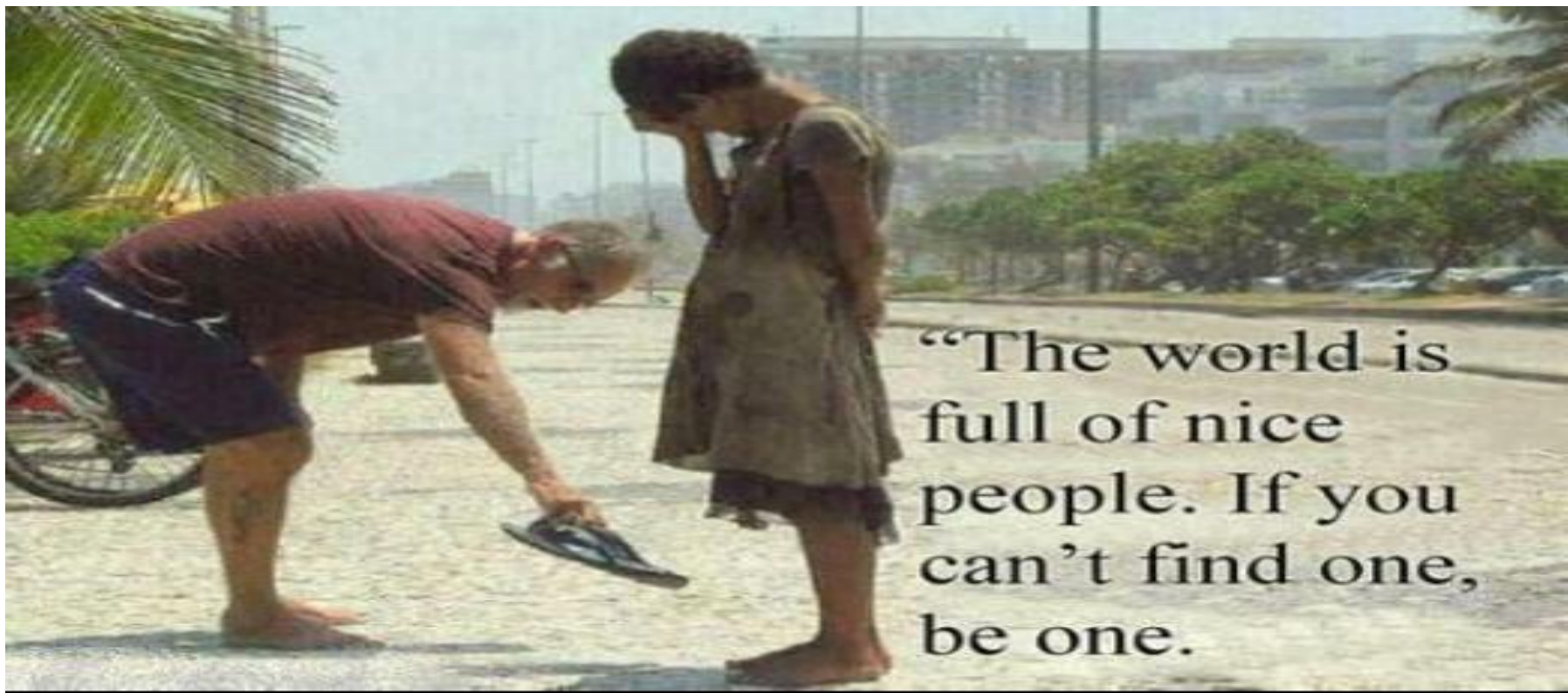
You Attract



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- The only time someone can drive you crazy is if you are willing to be their passenger.
- Reciprocal socialization: This is what parents do to teach their kids to be adults.
- Employees: The way you talk is the way you want to be treated
- Socialization – negative/positive

Any Company – Employees – Different Personalities – Success





- This talk will help you realize that sometimes we are the problem and not that other person. Learn to gather your information about that person before jumping to conclusions of why they don't like you.
- Look at the cultural environment you are in, is this why that person is the way they are?
- Use technical and non-technical techniques to get along better with people. Use positive energy



- Look at the way you treat others.
- Understand how people operate.
- Be able to understand different personalities based on somebody's micro expressions, ego defense mechanism and understand that the way you socialize with people sets boundaries and limits on how they interact with you