All.Net Analyst Report and Newsletter

Welcome to our Analyst Report and Newsletter

How to not be fired in 18 months

I don't know if it's trying to cover your ass, a lack of knowledge, or fear of being fired that produces this behavior, but you can count on being fired if you keep doing it.

- The world and information technology are moving forward.
- If your entity doesn't adapt, it will fail.
- If you stand in the way of progress, it will run you over.

So before you buy one more tool, fix one more thing that isn't broken yet, funnel money to your favorite vendor, or implement your favorite control, start by learning about the company you work for.

What will happen to you?

There are three things that can happen to a business:

- The business will adapt, move forward, and succeed.
  - _If you fail to adapt **you will get fired** for not facilitating and supporting the progress._
- The business will fail and go out of business or shrink.
  - _**You will get fired** to save money on the way down._
- The business will be acquired by a more successful business that better adapted.
  - _**You will get fired** in the transition._

The only scenario in which you don't get fired (in 18 months as a CISO) is:

- The business adapted and moved forward and succeeded.
  - You adapted with it and helped it succeed.
    - _**You get a raise** and more responsibility._

Adapt or get fired

So how do you adapt?

- Step 1: Understand (what you do in the context of) the business.
- Step 2: Plan and adapt to support the path forward for the business.
- Step 3: Execute the plan and adapt it over time (loop to Step 1).

Surprisingly, the problem most CISOs have with doing this is **NOT** Step 2 or Step 3.

- The problem is **they never** undertake to **do Step 1**.
  - Given the opportunity they tend to avoid it and do something else.
    - Which means they are not taking into account an understanding of what to do.

Why don't you do this?

I could speculate, and I think I know many different reasons, but frankly, I don't care.

<div align="center">**ADAPT OR DIE**</div>

I will be happy to get hired as a consultant for your management and tell them to fire you. So you will probably want to hire someone else who will say to do the things you want to do (because you tell them to), and **you will get fired because… it's the wrong thing to do!**

I like cyber-security true life stories.

We were hired by a CISO from a company ostensibly to do a protection assessment. We were really hired because they figured they would get a good report. We were told this in clear terms after starting work when we started finding things. They asked me to be replaced because I was finding things. So I replaced myself with Chet. Chet found that the CISO and a few others were stealing things. They went to jail.

We were hired by another company because they were in trouble. They asked us for our recommendation. We gave it. The person in charge of the division decided not to do what we told them to. That person went to jail.

I have more such stories…

The lesson?

The obvious lesson is don't hire us or you will go to jail.

- If you are stealing things or covering up breaking the law.

The real lesson is to stop the foolishness.

- If you don't understand the business
  - You are likely shooting at the wrong target.
    - Ready - fire – aim
- If you don't know how to understand the business
  - Hire us (or someone else competent) to do this.
    - Then take our advice – top management will support you – you will get a raise!

More advice?

- Stop fighting the last war.
- You likely don't need better technology – you need better execution.
- Don't start a land war in central Asia.
- … I have lots of other such advice – read our monthly articles over the last 25+years.

Conclusions

Don't get fired… or jailed… Hire us! Or someone else competent.

- Start by understanding the business (purpose of the entity) you are in.
- Address it's needs and keep seeking to understand it and adapt with time.