

SANS CYBERSECURITY LEADERSHIP

CISO Scorecard

Version 1.3

AND

Cloud Security Maturity Model

For Cyber Leaders of Today and Tomorrow

sans.org/cybersecurity-leadership

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SANS CYBERSECURITY LEADERSHIP CURRICULUM

FORMULA FOR TRANSFORMATIONAL CYBERSECURITY LEADERS



FORMULA FOR OPERATIONAL CYBERSECURITY EXECUTIVES



MGT 512
5 DAYS
Security Leadership Essentials for Managers | GSLC
Leading security initiatives to manage information risk

MGT 516
5 DAYS
Building and Leading Vulnerability Management Programs
Stop treating symptoms. Cure the disease.

MGT 514
5 DAYS
Security Strategic Planning, Policy, and Leadership | GSTRT
Aligning security initiatives with strategy

SEC 566
5 DAYS
Implementing and Auditing Security Frameworks and Controls | GCCC
Prioritizing defenses to stop attacks with the appropriate cyber controls.

MGT 521
5 DAYS
Leading Cybersecurity Change: Building a Security-Based Culture
Build and measure a strong security culture.

MGT 551
5 DAYS
Building and Leading Security Operations Centers | GSOM
Prevent - Detect - Respond | People - Process - Technology

Learn more at sans.org/cybersecurity-leadership/triads

sans.org/cybersecurity-leadership sansurl.com/leadership-discord

[@secleadership](https://twitter.com/secleadership) sansurl.com/leadership-youtube

[SANS Security Leadership](https://www.linkedin.com/company/sans-security-leadership)

CISO SCORECARD

SECURITY LEADERSHIP

DO YOU KNOW HOW TO:

TECHNOLOGY

- Manage information risk by implementing security capabilities**
 - Security Program Structure
 - Control Frameworks (NIST 800-53, CIS Controls, CMMC)
 - Program Frameworks (NIST CSF, ISO 27001)
 - Risk Frameworks (NIST 800-39, 800-37, 800-30)
 - Threat Frameworks (Kill Chain, MITRE ATT&CK)
- Lead modern security initiatives and technologies**
 - Security Architecture
 - Zero Trust Model
 - Cloud Security Maturity Model
 - Vulnerability Management Maturity Model
 - Security Awareness Maturity Model
 - Negotiation Strategies
- Structure your security program and team**
 - Roles and Responsibilities
 - Guiding Principles
 - How to Prioritize Work
 - Security Reporting Relationships
 - Three Lines of Defense Model
 - RACI Matrix
- Build business enabling security capabilities**
 - Product Security
 - Cloud Security
 - DevSecOps
 - Mobile Security
 - Emerging Technologies
 - Security Due Diligence

MGT 512
5 DAYS

STRATEGY

- Develop a security strategic plan and roadmap**
 - Security Roadmap
 - PEST Analysis
 - SWOT Analysis
 - Gap Analysis
 - Maturity Models
- Get buy-in from all levels of the organization**
 - Mission and Vision Statements
 - Stakeholder Management
 - Power/Interest Grid
- Craft effective presentations for senior leadership**
 - WIIFM approach
 - Elevator pitch
 - Maturity Models
 - KPIs and metrics
- Create security policy and procedure**
 - Policy Pyramid
 - Policy voicing
 - SMART approach
- Align with business objectives**
 - Security Business Case
 - Multi-Year Budget
 - SNAP approach for marketing
- Respond to legal and regulatory risks**
 - Conduct critical legal analysis
 - Contract drafting styles
 - Case studies on policy, privacy, digital evidence, contracts, regulatory investigations, and liability

MGT 514
5 DAYS

CULTURE

- Create a sustainable cybersecurity culture**
 - The Culture Factor
 - Values Statement
- Drive long-term organizational change**
 - ADKAR Model
 - Kotter's 8 Steps
 - Satir Model
- Improve effectiveness and impact of security initiatives**
 - Curse of Knowledge
 - ADDIE Model
 - Kirkpatrick Evaluation Model
 - System 1 vs. System 2
 - Choice Overload
- Lead, motivate, and inspire teams to execute the plan and improve security**
 - Circle of Trust
 - FILE Feedback Model
 - ABCs of Delegation
 - Conflict Resolution
 - AIDA Model
 - Ambassador Programs
 - Incentive Framework
- Build a mature security awareness program**
 - Security Awareness Maturity Model
 - Maturity Model Indicators Matrix
 - BJ Fogg Behavior Model

MGT 521
5 DAYS

SECURITY MANAGEMENT

DO YOU KNOW HOW TO:

VULNERABILITY MANAGEMENT

- Build a vulnerability management program**
 - Asset Management
 - Vulnerability Management Governance Model
 - Vulnerability scanning architecture and design
- Analyze and prioritize vulnerabilities**
 - CVSS severity scores and ratings
 - Leverage asset context
 - Root cause analysis
 - STIX, TAXII, STAXX
- Report and communicate vulnerability data**
 - Metrics Hierarchy
 - Define reporting frequency
- Treat and remediate vulnerabilities to manage risk**
 - PIACT Process
 - Automated patch management
 - Hardening and configuration guidance and templates
- Build relationships and processes to make vulnerability management fun**
 - Relationship Map
 - Define incentives, set goals, hold challenges, reward effort

MGT 516
5 DAYS

SECURITY CONTROLS

- Implement and automate critical security controls**
 - Minimum Controls Baselines and Sensors
 - PowerShell commands and scripting
 - Windows Management Instrumentation (WMI)
 - iPost reporting and data feeds
 - Security Content Automation Protocol (SCAP)
- Measure effectiveness of security controls**
 - Measures and metrics for the CIS Controls
 - CIS-CAT to audit configurations
 - Root cause analysis
 - Vulnerability scanning
 - Red Team exercises & penetration testing
- Manage projects, programs, and initiatives to successful completion**
 - Project Management Hierarchy
 - Project Management Information System (PMIS)
 - Project Priority Triangle
 - Work Breakdown Structure
 - Deming's Plan-Do-Check-Act (PDCA) Cycle
 - RACI Matrix
 - Thomas-Kilmann Conflict Model
 - Risk Breakdown Structure (RBS)
 - Decision Tree Analysis
- Build dashboards for security and compliance**
 - Using spreadsheets as data sources and as visualization tools
 - Configuring Graphite and loading data
 - Adding Grafana data sources and building dashboard
 - Building tactical reports directly from acquired data using pivot tables and graphs
- Plan and execute effective audits**
 - Scoping to cover highest risk areas
 - Effective audit reports
 - Approved baseline configurations
 - Scripting audit tasks

SEC 566
5 DAYS

SECURITY OPERATIONS

- Build a Security Operations Center (SOC)**
 - SOC Functional Model
 - Collect, Detect, Triage, Investigate, Respond
- Lead incident response planning and execution**
 - RE&CT Framework
 - Hardening, Telemetry, Process, and Practice
 - Plan activities
- Develop analysis techniques, playbooks, and detection use cases**
 - MITRE ATT&CK for use cases
 - Sigma and YARA for detections
 - Jupyter for data analysis and threat hunting
- Create metrics and strategies for SOC improvement**
 - Metrics vs. KPIs. vs. OKRs
- Implement training and retention strategies to prevent burnout**
 - SOC Human Capital Model

MGT 551
5 DAYS

