Journey to the CISO
Starting to build:
Who are you – and how do you fit in?

• Determine your brand – and refine it
• Find your voice – and use it
• Know your strengths – and build them
• Understand your value – and communicate it

• Also: Keep up to date with trends and technologies
New Normal: Know what they’re looking for

What companies need:
• Enable business efficiency
• NOT the “department of no”

What companies want
• Honesty – don’t make promises
• Experience – but not cookie-cutter
• Maturity – in approach and direction
• Perseverance – remain calm and keep on implementing security
The Road Goes Both Ways

Ask them more questions
• Do they match your values?
• Do they share your business philosophy?
• If their security isn’t up to your standards, can you handle it?

Ask yourself questions
• Do they really want your experience? Or to be told what they want to hear?
  • Is this an opportunity or just a step up?
For Women*

• Speak up - your voice may need to be louder
• Know your value – and ask for it

* Men should listen, too
You’re in! What now?
#1: Don’t Assume Anything
• The plan – pick targets (90, 180, corporate milestones)
• Lay of the land – know the product, HR, and who’s who
• Cultural - find the landmines and dead bodies
• Organizational structure – We Are Family
• Direction – You set it, they drive
• Communication – up and down
You Made It:
Keep Paying It Forward