



Information & Communication Security (SS 2020)

Social Engineering

Dr. Sebastian Pape

Chair of Mobile Business & Multilateral Security Johann Wolfgang Goethe University Frankfurt a. M.





Collaborators

- Dr. Kristian Beckers
- Peter Schaab
- Veronika Fries
- Daniel Schosser
- Dr. Dennis-Kenji Kipker
- Stefanie Wojak
- Michael Sailer
- Corina Hoppenz



Icons: Flaticon, 123RF, Pixabay

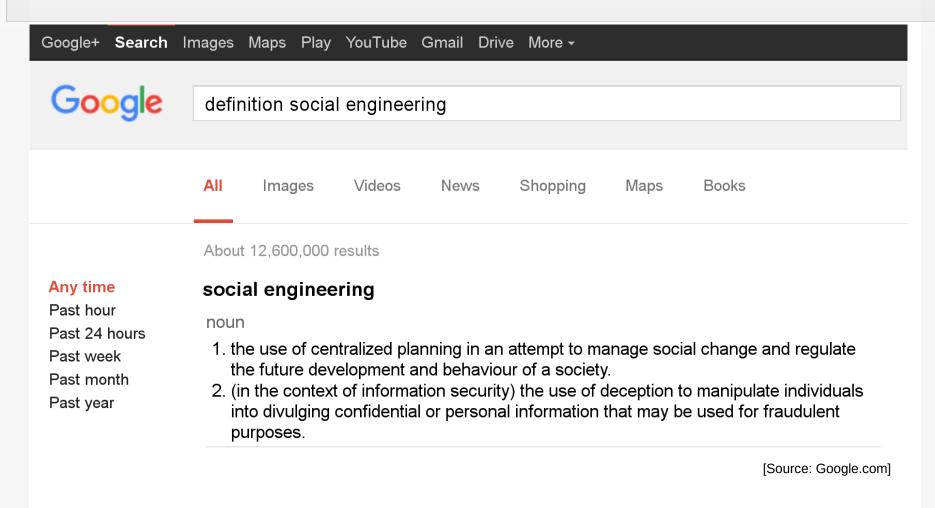




- Social Engineering
 - Definition + Examples
 - Tools
 - Counteracting Training Strategies
 - Serious Games



Social Engineering - Definitions





Social Engineering - Background



Source: cybertec-security.com

Breach vectors leading to compromise:



Source: PWC Information Security Breaches Survey 2017



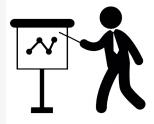
About you



Who has already applied Social Engineering?



Who has been attacked by Social Engineering?



Who had a training on Social Engineering?



Historic Example (1925) **Victor Lustig**

'SMOOTHEST CON MAN EVER BORN!'



Square. Other agents described Lustig as the "slickest bunko man who ever lived." Picture by Evening Journal agent in charge in New York, and Peter A. Rubano, Secret Service Agent, concern-

"Count" Victor Lustig, in center (even the title is bogus), is shown being ques-tioned by Robert L. Godby (right), U. S.

EVENING PUBLIC LEDGER-PHILADELPHIA.

LUSTIG GETS

Count Victor Lustig, king of con men and counterfeiters, yesterday was doomed to join Al Capone and other deluded underworld Napoleons in the federal "tomb" on Alcatraz Island.

Lustig will be exiled in the im-pregnable fortress in the Pacific for twenty years. He will serve five



"Count" Victor Lustig Gets twenty years sentence.

years for his desperate escape from years for his desperate escape from the Federal House of Detention in West St., and fifteen years for counterfeiting. He is now 46. While Federal Judge Alfred C.

Coxe did not specify that Lustig should go to Alcatraz, other Gov-ernment officials said the king con man's fate had already been de-

and glanced stonily at spectators who filled the courtroom to stand-

Seeking leniency, Lustig's coun-sel pointed out that the "Count" had generally victimized persons whose own practices were sharpauch as "Chicago gangsters, Ar-nold Rothstein, and other under-

Coxe, "that the law is no respecter to the escape and counterfeiting of persons."

of persons."

He was arrested last May on a Sentenced with Lustig yesterday counterfeiting charge and sent to on the counterfeiting charge was the House of Detention in default William Watts of Union City, N. J. of \$50,000 hail. He escaped Sept. He will go to the Federal North-I by sliding from a window on the eastern Penitentiary at Lewisburg. third floor on a rope of knotted Pa, for ten years, Watts and Lus-sheets.

world leaders in New York and He was re-captured in Pittsforton." burg Sept. 28, and returned here "I understand," commented Judge to the Tombs. He pleaded guilty

nternational Crook Drops 50 Feet to Street in Sight of Hundreds on West Side.

BOASTED HE WOULD FLEE

and \$51,000 in Counterfeit Bills When Arrested-Faced Trial Tomorrow.

ion prison under \$50,000 ball since with a key they said they found on tim, opened a locker in the Times Square subway station that contained \$51,000 in counterfeit bank ites and the engraved plates from which they were made. He was to have been brought to trial tomor-

'THE COUNT' FLEES JAIL ON SHEET ROPE

in almost frightened the with

the jail, Detective Frank Camp- FLEES FEDERAL PRISON.



[Source: Undated newspaper reports (Courtesy of the US Secret Service) via http://numismatics.org/

ing the \$52,000 counterfeit money found

cached in a subway locker at Times



More Recent Example (2010)

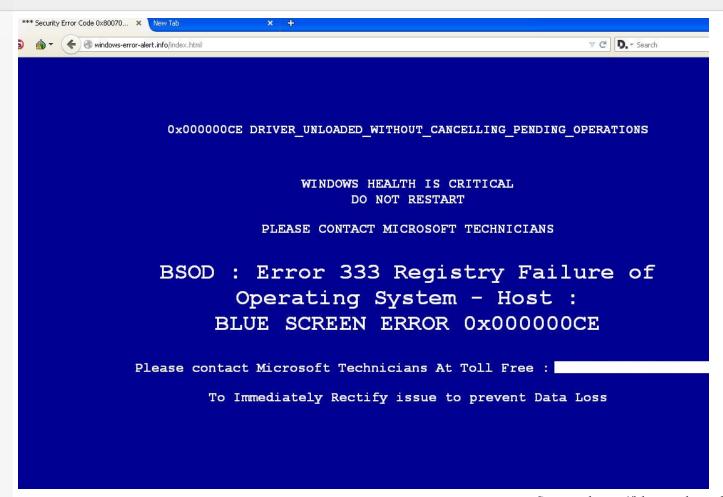




[Source: https://www.independent.co.uk/news/uk/crime/the-man-who-tried-to-sell-the-ritz-2036914.html]



Fake Calls



Source: https://blog.malwarebytes.com



More examples

From Prof. Dr. Kai Rannenberg <departmenthead31@gmail.com>\(\frac{\sigma}{2}\)
Subject Are you available?

To Me <sebastian.pape@m-chair.de>

Hello,

I need a favour from you kindly email me back soon as possible.

Regards, Prof. Dr. Kai Rannenberg Chair of Mobile Business & Multilateral Security Deutsche Telekom



🔼 🛂 Sent from my iPad

From Robert Miller <robert.miller@education1.teaching-research-group.com>☆

Subject Contact request for faculty application

To Me <sebastian.pape@m-chair.de>

Date Mon, 21 Jan 2019 18:33:22 +0100

Message ID <cc84e326e33df1619ee59bd88c23870a@teaching-research-group.com>

Mime-Version 1.0

Hello, my name is Robert Miller. I am a professor interested to apply to your institution. Could you please provide me with an email address for your human resources manager and academic affairs director (dean of faculty)? Thank you very much in advance for your support. Kind regards Robert Miller



What happened here?

Hey I know you don't know me, but many years ago I used to have your number. I'm tying to log in to an old account that is still tied to XXXXXXXXXXX but it's telling me that it will send me a verification code. I'd like to know if it'd be okay with you if I request the code and if you can just text it back to me? If not, that's totally fine.

Thank you so much!!

I just requested it

You're a life saver. Thank you so much and sorry for bothering

Ok

6637946



Example: Vishing (Video)



[Source: https://www.youtube.com/watch?v=lc7scxvKQOo https://www.youtube.com/watch?v=F78UdORII-Q]



Example: Cyberscams



[Source: https://www.europol.europa.eu/sites/default/files/documents/uk.pdf]



Social Engineering Components

Technical, non-technical means



Social interaction to manipulate



Disclosure of sensitive information or other damage



Classifications



- Mass attacks, Phishing
 - Attack large number of people
 - Less sophisticated
 - Less successful (per attack)
 - More potential victims



- Targeted attacks, Spear Phishing
 - Attacks on specified individuals
 - More sophisticated
 - More promising (per attack)
 - Less victims
 - Can target a specific aim better



Social Engineering Process

Pre Engagement Interactions

Intelligence Gathering

- Pretexting / Relation
- Exploitation
- Post-Exploitation







[Source: Milosevic. Introduction to Social Engineering, 2013.]



Why does it work?



4 WHY DO PEOPLE LET THEMSELVES GET TRICKED?

Social engineering techniques are becoming extremely sophisticated and messages often appear to be very professional. The criminals know how to manipulate people and can be very convincing.

Criminals exploit a person's trust or their willingness to help others, or simply use intimidation to achieve their results.

Despite this, there are some simple steps you can take in order to protect your data.

[Source: www.interpol.int]





Why does it work?



Social Engineering Attack Scenarios

Popup window

Generates a pop up window stating

some problem and requests your

to continue with their work.

victims to reenter their credentials

NTERPO

MSELVES GET TRI

ming extremely sophis how to manipulate pe

heir willingness to he

ps you can take in ord



The Need and Greed Principle

ar to be

ation to

Their needs and desires make your victims vulnerable. Find out what your victims really want and use it to exploit them.

2

[Source: www.interpol.int]

4

Socia very

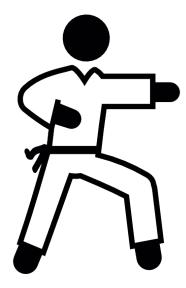
Crimi achie

Desp

Pps



Social Engineering Attacks



- Gulati, R.: The threat of social engineering and your defense against it. SANS Reading Room (2003)
- Peltier, T.R.: Social engineering: Concepts and solutions. Information Systems Security 15(5) (2006) 13–216
- Krombholz, K., Hobel, H., Huber, M., Weippl, E.: Social engineering attacks on the knowledge worker. In: Proceedings of the 6th International Conference on Security of Information and Networks. SIN '13, New York, NY, USA, ACM (2013) 28–35
- Chitrey, A., Singh, D., Singh, V.: A comprehensive study of social engineering based attacks in india to develop a conceptual model. International Journal of Information and Network Security (IJINS) 1(2) (2012) 45–53

- Phishing
- Shoulder Surfing
- Dumpster Diving
- Reverse Social Engineering
- Baiting
- Direct approach
- Tailgating
- Support Staff
- Voice of Authority
- Mail attachment
- Popup window
- Third-Party Authorization
- Impersonation



Psychological Principles

- Distraction Principle
- Social Compliance Principle
- Herd Principle
- Dishonesty Principle
- Deception Principle
- Need and Greed Principle
- Time Principle
- Desire to be Helpful
- Laziness
- Fear of Getting Into Trouble
- Tendency to Trust People
- Curiosity
- Guilt
- Fear of the unknown
- Fear of losing something
- Diffusion of Responsibility
- Ignorance / Carelessness



Stajano, F., Wilson, P.: Understanding scam victims: Seven principles for systems security. Commun. ACM 54(3) (March 2011) 70–75

Gulati, R.: The threat of social engineering and your defense against it. SANS Reading Room (2003)

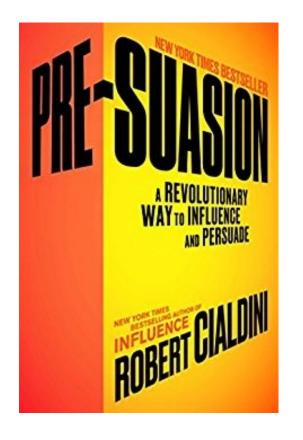
Peltier, T.R.: Social engineering: Concepts and solutions. Information Systems Security 15(5) (2006) 13–216



Pre-Suasion / Context

- List of "yes"-questions
- Story of vacuum cleaner sales representative







Social Engineering Process

Pre Engagement Interactions

Intelligence Gathering

- Pretexting / Relation
- Exploitation
- Post-Exploitation









[Source: Milosevic. Introduction to Social Engineering, 2013.]



Social Engineering Information

Communication Channels Relations













Locations















Company Lingo



Personal Information



Information Needs



Phishing

- Communication channels
- Company knowledge



Baiting

- Locations (walking routes)
- Company knowledge



Impersonation

- Information about a single person
- Company knowledge



Tool Survey: Method

Input

 Google Search "social engineering and tool or application or script or webpage"

- List by Hadnagy
- Consents of 3 researchers

Analysis

General Overview of Tool

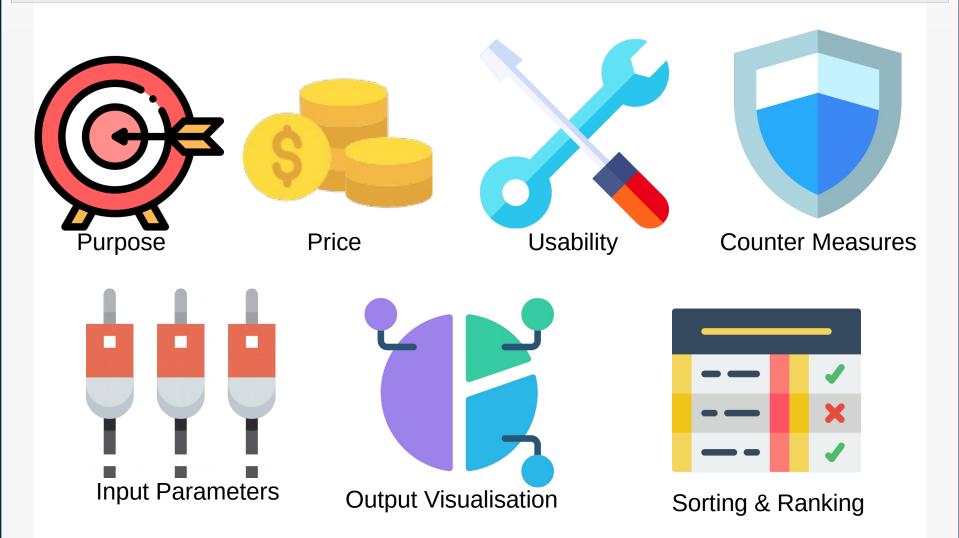
Mapping to Attack Types

- Output of tools' information types
- Mapped information types to Attack types (Phishing, Baiting, Impersonation)
- Mapped Tools to Attack Types
 C. Hadnagy. Social engineering: The art of human hacking. John Wiley & Sons, Indianapolis, 2010.





Tool Applicability





Mapping of SE Characteristics to Attack Types

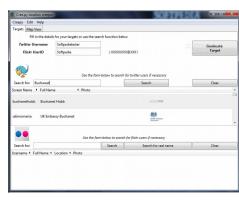
			Attack Tyj	pe
		Phishing	Baiting	Impersonation
on	Telephone Number	x		
Communication	Friends	x		x
ics	Personal Information	x		x
nn	Private Locations	x		x
m	EMail	x		
Om	Instant Messenger	x		
ŏ	Co-Workers: Communication			x
se	Co-Workers: New Employee			X
Knowledge	Co-Workers: Hierarchies			x
N l ϵ	Lingo	x		x
101	Facilities: Security-Measures		x	x
K_1	Facilities: Company Location		x	x
\geq	Websites	x		
an	Policies: Software		x	
np	Policies: Network		x	
Company	Policies: Organization		x	



Social Engineering Tools







Maltego



Recon-ng



Cree.py



Spokeo

SET

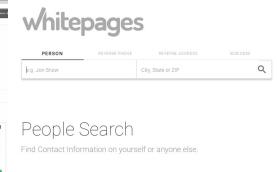
theHarvester



Social Engineering: Webpages + X







Wayback Machine

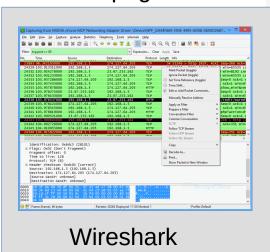
Background Checks

Whitepages

 Tax Records (e.g. US, Sweden)









Social Engineering Attack Potential

	SET	Maltego	Recon-ng	Cree.py	Spokeo	Wayback Machine	theHarvester	knowem.com	Whitepages	Instant Checkmate	freebackgroundcheck.org
Search by Person/ Company	0	++	++	++	++	++	++	+	++	++	++
Retrieve E-Mail Address	0	++	++	O	O	O	++	O	O	0	0
Retrieve Username/ Password	O	O	++	O	O	O	O	O	O	O	O
Retrieve Job-Title	O	O	++	O	O	O	O	O	O	++	++
Retrieve Locations	O	+	+	++	+	O	0	O	++	++	++
Retrieve Personal Data	0	O	0	O	++	O	0	+	+	++	++
Usability	+	+	+	++	++	++	+	++	++	++	++
Visualize Output	<u> </u>	++	+	++	++	++		++	++	++	+
Retrieve Company Lingo	O	O	O	O	O	O	0	O	O	0	O
Free to use	++	++	++	++	O	++	++	++	++	0	0



Tool Coverage of Communication Channels

	Cree.py	Gitrob	KnowEm	LinkedIn	Maltego	Namechk	Recon-ng	Spokeo	theHarvester	Wayback Machine	Wireshark	Xing
Telephone Number							x					x
EMail				x	x		x		x			x
Instant Messenger			x		x	x		x				x
Friends			x	x	x	x						x
Personal Information	x		x	x		x		x				x
Private Locations	x							x				x



Tool Coverage of Company Data

	Cree.py	Gitrob	KnowEm	LinkedIn	Maltego	Namechk	Recon-ng	Spokeo	theHarvester	Wayback Machine	Wireshark	Xing
Company Locations	X			X			X	x	x			x
Company Lingo												
Special Knowledge				x	x		x					x
New Employees				x	x							x
Hierarchies				x	x							\mathbf{x}
Websites					x		x		x	x		T
Facility Security Measures		x									x	T
Security Policies		x							x		x	
Software Policies		x					x				x	



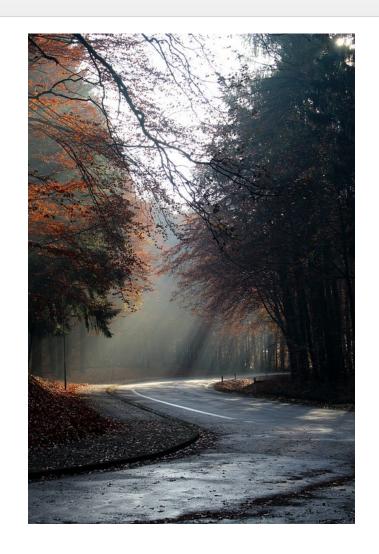
Tools Mapped to Attacks

	Cree.py	Gitrob	KnowEm	LinkedIn	Maltego	Namechk	Recon-ng	Spokeo	theHarvester	Wayback Machine	Wireshark	Xing
Telephone Number							Р					Р
Friends			P,I	P,I	P,I	P,I						P,I
Personal Information	P,I		P,I	P,I		P,I		P,I				P,I
Private Locations	P,I							P,I				P,I
E-Mail				Р	Р		Р		Р			Р
InstantMessenger			Р		Р	Р		Р				Р
Co-Workers: NewEmployee				Ι	I							I
Co-Workers: Hierarchies				Ι			Ι					I
Lingo												
Facilities: Security-Measures		B,I									B,I	
Facilities: Company Location	B,I			B,I			B,I	B,I	B,I			B,I
Websites					Р		Р		Р	Р		



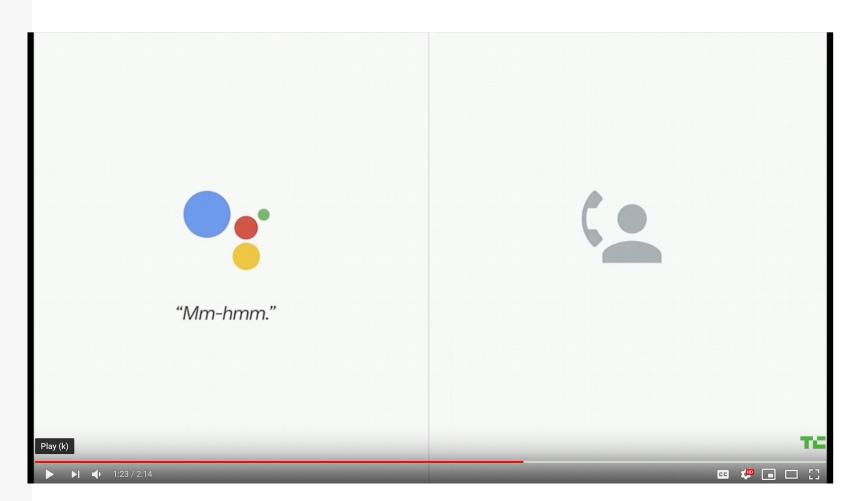
SE-Tools Summary

- Variety of tools exist
 - Allow non-experts to gather information
 - Company Lingo not covered
- None of the tools refers to countermeasures
 - Risk Assessment of available information
 - Propose policies depending on outcome
- Outlook
 - More tools
 - More data
 - Machine learning / Automated attacks





Robocalls: Google-Assistant



Source: https://youtu.be/7gh6_U7Nfjs?t=44



Defenses



- Training
- Policies
 - e.g. 4 eyes principle
- Awareness Campaigns
- Audits / Penetrations Testing



Indications of Social Engineering

- No contact information
- Haste
- Naming known persons
- Intimidation
- Small mistakes



Asking for secrets or confidential information



Problems with traditional trainings

- Social engineering attacks are difficult to predict:
 - Based on human behaviour
- Awareness trainings are
 - often forced
 - have no lasting effect
 - not specific





Security Policies



The policy should ...

... refer only to available standards

... contain instructions and no vetos

... be short, clear and consistent

... be updated regularly



Awareness Campaigns

"Awareness presentations are intended to allow individuals to recognize IT security concerns and respond accordingly." [NIST Special Publication 800-16]



[Maria Bada, Angela M. Sasse, Jason R. C. Nurse: "Cyber Security Awareness Campaigns: Why do they fail to change behaviour?", https://arxiv.org/abs/1901.02672]

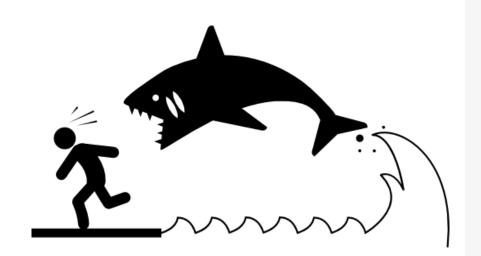
Important success factors:

- 1) professionally prepared and organised
- 2) invoking fear in people is not an effective tactic
- security education has to be more than providing information to users – it needs to be targeted, actionable, doable and provide feedback
- 4) once people are willing to change, training and continuous feedback is needed
- 5) emphasis is necessary on different cultural contexts and characteristics when creating cyber securityawareness campaigns



Problems with Social Engineering Pentesting

- Lots of effort beforehand to address legal issues
- Involves the deception of employees and a possible violation of their privacy rights
- Provides only a small fraction of all attack vectors.
- Humans can easily be demotivated when confronted with the results



- G. Watson, A. Mason, and R. Ackroyd, Social Engineering Penetration Testing: Executing Social Engineering Pen Tests, Assessments and Defense. Syngress, 2011.
- T. Dimkov, A. van Cleeff, W. Pieters, and P. Hartel, "Two methodologies for physical penetration testing using social engineering," in Proceedings of the 26th Annual Computer Security Applications Conference, ser. ACSAC '10. ACM, 2010, pp. 399–408.



Security Awareness



What do I do?



Defense Mechanisms (IT Security)

Dimension		Defence Mechanism	Description
Knowledge	Attitude	Policy Compliance	Foundation of information securitySystem standards and user guidelines
		Security Awareness Program	 Familiarity with policy Information about sensitive data Information about social engineering
	Behaviour	Audit	Test susceptibility to social engineeringIdentify weaknesses



Defense Mechanisms (Social Psychology)

Dimension		Defence Mechanism	Description	
Knowledge	Attitude	Persuasion Knowledge	Strategies to persuadeCoping strategies	
		Forewarning	Warning about manipulationBlack and white illustration	
		Attitude Bolstering	- Knowledge of corporate security policy	
			- Strengthening existing knowledge	
		Reality	- Demonstration of vulnerability	
		Check	- Perception of risks	
		Inoculation	- Exposition to persuasion	
			- Same effects as medical inoculation	
		Decision Making	- Modification of decision making	
	Behaviour		- Recurring exposition to persuasion	



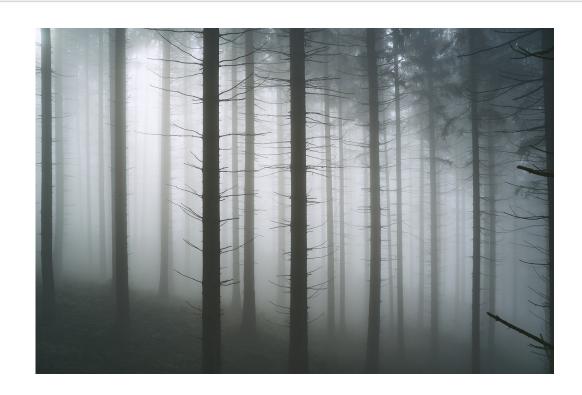
Mind the Gap

Dimension		IT Defence Mechanism	Psychological Defense Mechanism
Knowledge	Attitude	Policy Compliance	
		Security Awareness Program	Forewarning
			Persuasion Knowledge
			Attitude Bolstering
			Reality Check
	Behaviour	Audit	
			Inoculation
			Decision Making



Training Strategies Summary

- Defenses:
 - Training
 - Policies
 - AwarenessCampaigns



- Defense based on traditional recommendations
- Dismissal of human / psychological element
- Inadequate representation of awareness dimensions



Idea: A Serious Game

- Games can be fun
- -> gets employees involved
- Games provide a realm
- -> encourages employees to be creative
- Fictional situations are discussed in the game
- -> no one is to blame
- Games are intended to be engaging and entertaining
- -> which gets employees to play again









PROTECT





This is the easiest diffuculty level. It is guaranteed that for a drawn Attack card the corresponding Defense card is always on the player's hand. You have plenty of time to finish the game and three lives you can lose. You also have one Joker card which repels every Attack card.

Play Beginner

15 mins



This level is more advanced. The corresponding Defense card for a drawn Attack card is not necessarily on the player's hand anymore. Thus, the game has to be played proactively by using the special action cards. You still have three lives and one Joker card.

Play Normal

15 mins



In this level, the corresponding Defense card for a drawn Attack card is also not necessarily on the player's hand. Compared to the Normal level, you have less special action cards for a proactive game play. Additionally, you have less time and lives and no Joker card anymore.

Play Expert

12 mins



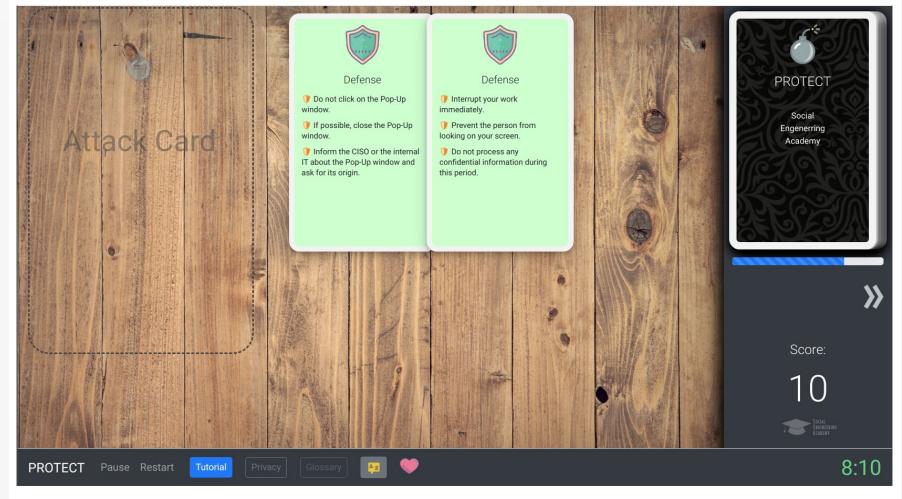
This is the most difficult level. It is similar to Expert but you have less time and only one life. Accordingly, you are not allowed to repel any Attack card incorrectly.

Play Nerd

9 mins









Try it yourself!

Play PROTECT:

https://hsd.social-engineering.academy/

Feedback / Study:

- Takes ca. 15min
- We used the game in industry for awareness raising and are interested if / how useful the game is in higher education
- If you play, please participate in the study
- Survey is fully anonymous

https://m-chair.survey.uni-frankfurt.de/index.php/276597?lang=en



Conclusion

Social Engineering is a real threat

- Tools
 - Are not sophisticated yet
 - Don't cover defense so far
- Defense Strategies
 - Should be more aligned with results from psychology
 - Serious Games / Gamification is in vogue
- Measurement is still difficult
 - Scientifically
 - Management Perspective (KPI)





Questions? Work with me

Questions?

Open Topics for MA-Thesis:

- A Framework for the Risk-Assessment of Inference Attacks on Automotive Data
- A Serious Game to Foster a Better Understanding of the GDPR
- A Serious Game to Detect Attacks in Log Files
- Maybe your own idea?



Bossification

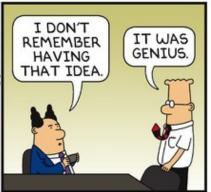
DILBERT



DUH. OBVIOUSLY

I'LL FUND MY IDEA.

IT'S GENIUS.















[Source: Scott Adams https://dilbert.com/strip/2014-01-12]