



Relation of Business Models to Security (Failures)

Sebastian Pape

Chair of Mobile Business & Multilateral Security Goethe University Frankfurt

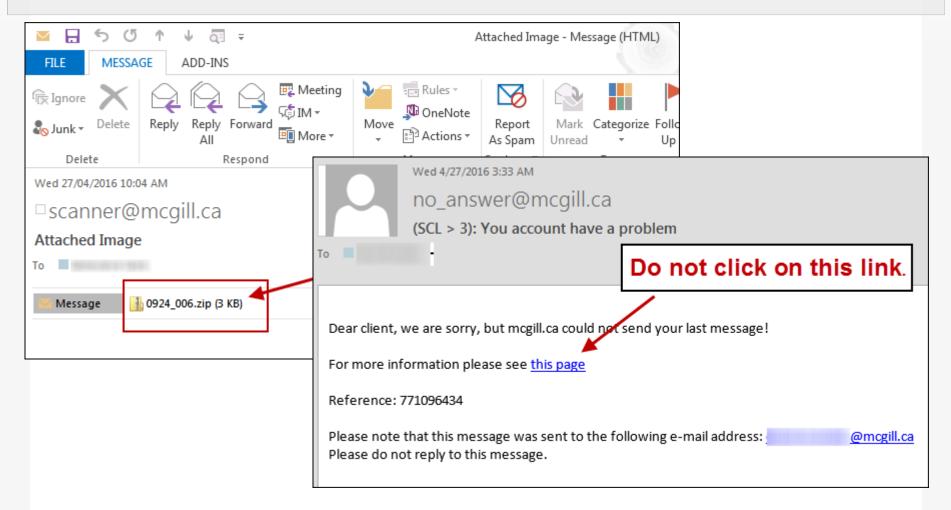
November 3rd to 8th, 2019

Biggest Failures in Security

Dagstuhl



Bad Usability



https://www.mcgill.ca/it/channels/news/security-warning-phishing-malicious-attachments-260633



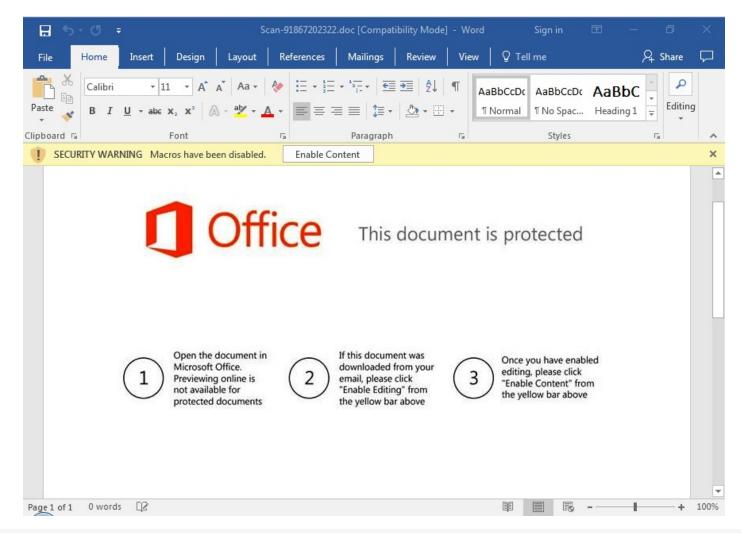
Bad Usability II

	Thu 3/31/2016
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	The sender of this email could not be validated and may not match the person in the "From" field. This email originated from outside of the organization. Do not click links or open attachments

https://blogs.perficient.com/2016/04/04/office-365-providing-your-users-visual-cues-about-email-safety/

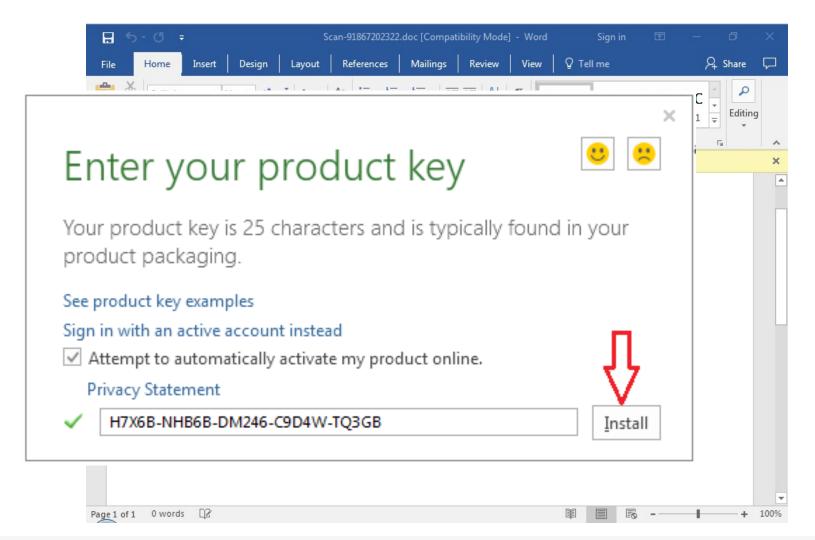


Bad Usability IIIa





Bad Usability IIIb



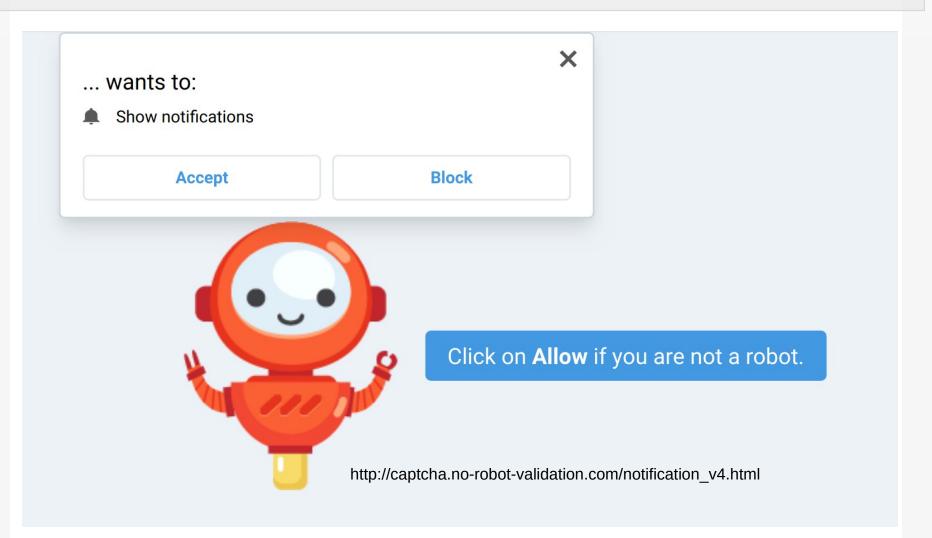


Bad Usability IV

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Dark Patterns





Tough to Sell Security

- Hard to measure
- Lemon Market [Akerlof 1970s]
- Low Interest
- Startups face other risks
 - ROSI pointless





Marketing (Covering Failures)

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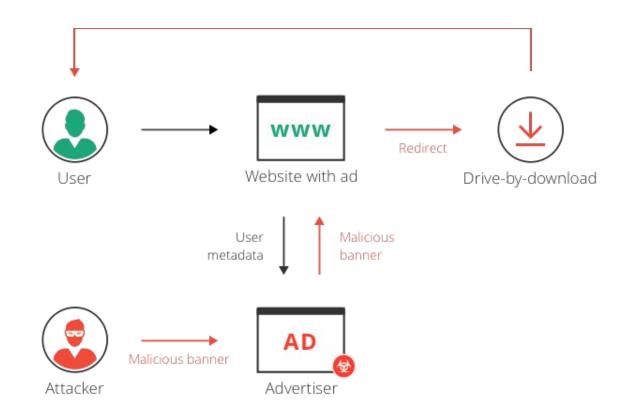
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"The reason for the success of the attack does not seem to be the sophistication of the hacker, but rather poor security practices at the NRA," said Bozhidar Bozhanov, chief executive at cybersecurity firm LogSentinel.

mobile Outsourcing Efforts / Consequences (Malwertising)



https://www.imperva.com/learn/application-security/malvertising/

Outsourcing Efforts / Consequences (IoT / Malwertising)



mobile 🔊

business

https://www.networkworld.com/article/3234749/7-ways-iot-is-reshaping-the-internet.html



Outsourcing Efforts (Quality Control)

Report a Suspected Erroneous Detection (False Positive)

Use this "wizard" to tell us about a situation where you believe that a Symantec or Norton product is incorrectly reporting a False Positive. Your answers to these three or four questions will help us get your report to the correct internal team to quick

- **A** Please ensure you have read the following guidelines before making a submission
- Click <u>here</u> for SEP product guidelines.
- Click <u>here</u> for Norton product guidelines.
- Click here for Symantec Advanced Threat Protection product guidelines.
- Click <u>here</u> for **Blue Coat Webfilter/Intelligence Services/ProxySG** submissions.

When did the detection you are reporting occur?

- A1 When downloading or uploading a file
- A2 While using an application

https://submit.symantec.com/false_positive/

Obfuscation Between Security and Business Goals



We recently discovered that when you provided an email address or phone number for safety or security

purposes, specifically in our lailored Audiences and Partner Audiences advertising system.

https://help.twitter.com/en/information-and-ads

mobile 🕥

business



Obfuscation Between Security and Business Goals II



https://www.zdnet.com/article/mozilla-cloudflare-doesnt-pay-us-for-any-doh-traffic/



Downward Spiral

Companies blame People get used to security to usability impacts of hide/support security business interests



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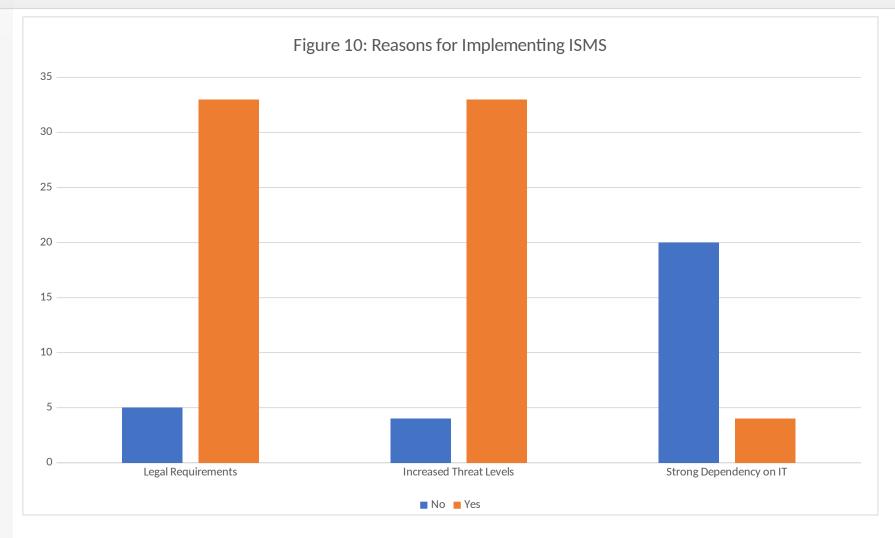
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Energy Providers (Germany, 2016)





Energy Providers (Germany, 2016)

