



Social Engineering the Interview

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- Mom
- Police Detective
- SOC (Security Operations Center) Analyst
- Threat Research Analyst – Current

- BS Applied Psychology
- US Secret Service's National Forensics Institute
- MS Digital Forensics

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I've Seen Mom do this...

Agenda

- Social Engineering and Psychology
- Prepping for the Interview
- What we actually need to DO
- Conclusion/Questions

Social Engineering and Psychology

- “any act that influences a person to take an action that may or may not be in their best interests.”
(Hadnagy, Social Engineering: The Science of Human Hacking)
- “understanding how and why all of us make decisions and what motivates us to make those decisions. Once we understand whether it is emotions, brain chemistry, or some other motivator we can be better suited to defend against the type of social engineering that is “not in our best interests.”

Social Engineering and Psychology

How can you apply this to interviews?

- Gaining Trust
- Likeability



Prepping For the Interview

- Recon Baby!
 - Do your homework
 - What's going on internally? Workplace Culture?
 - Compile a list of questions you may have about the company itself
- Dress for Success
 - regardless if it's online or in person
 - online: show your face, even if the interviewer does not



Ok...So What Do We Need to DO??

- Meeting the interviewer(s)
- Main Interview
 - Takes some deep breaths
 - Be calm
 - Try to relax
 - Take a moment when you need it
 - If you don't know the answer to a Question
 - Be Honest
 - Ask for the correct answer

After the Interview...

- We're done...right??

...not even kinda. HERE is where we win them over:

“Do you have any questions for me/us?”

HECK YES!

Ethics

- Being unethical might get immediate results, but once you are found out to be dishonest, the trust is lost and the relationship likely ruined
- It is in everyone's best interest to employ these principles ethically if you want the relationship to last

Principles of Persuasion



- It's human nature to:
 - Like people who are similar to us
 - Like people who pay us compliments
 - Like people who cooperate with us toward mutual goals
 - Like people who listen to us
 - Like people who ask us about ourselves and are engaged and interested

Reverse Interview

- Let's ask our interviewers some questions!
 - How long have you worked here?
 - What's your favorite thing about working here?
 - What's the work culture like?
 - What's your work/life balance like?
 - Ask any work related questions here that you want
 - How do you like the rest of the team?
 - alt: How well does the team work together?

Reverse Interview cont.

- Now's the time to ask the more probing questions
- What advice would you give a new employee to thrive and be successful here?

ANY
QUESTIONS?



THANK YOU!

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