

policy hacking and social engineering

policy hacking
and
social engineering

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Links & questions <https://pad.thing.net/p/33c3>



Social Engineering

(here social science context, not just security context)

Social engineering is a discipline in social science that refers to efforts to influence particular attitudes and social behaviors on a large scale, whether by governments, media or private groups in order to produce desired characteristics in a target population. Social engineering can also be understood philosophically as a deterministic phenomenon where the intentions and goals of the architects of the new social construct are realized.

-> Both contextes interesting to get (policy) results done.

It's a very brief talk about “social engineering”

How it come to this talk

- Why - technology vs. humans hacking
- No “rational people”
- Complex topic quick overview
- Some techniques & pattern recognition

Analogy like numbers & statistics

- Nudging / soft pushing
- Fun
- **“Opening doors, expand perception”**
- Offense and defense



Background - Yes Men

Bhopal 1984

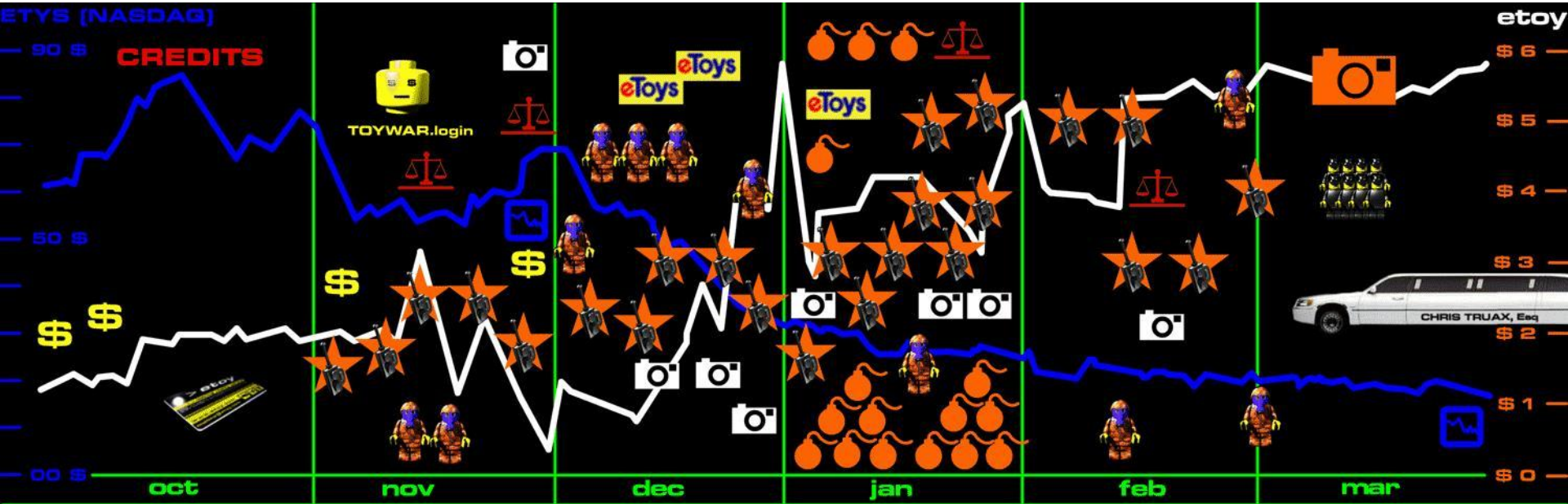
- Worst industrial disaster
- Thousand dead
- 500.000 injured

Compensation announcement 2004

- 4% decline stock market value
- ca. \$ 2 billion
- attention for victims

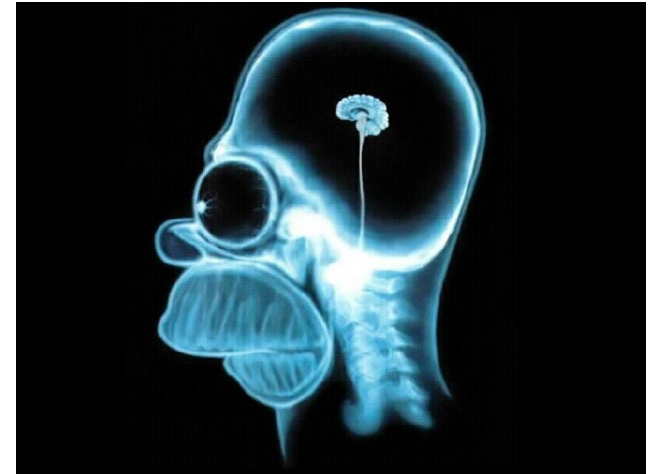
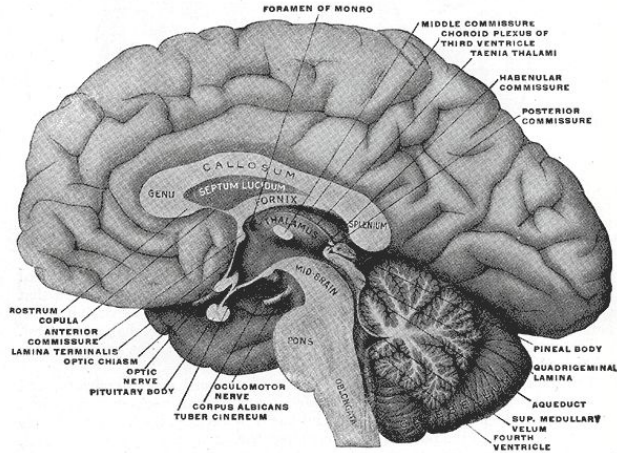


Toywar 1999 - 2000



Rational human - wish vs. reality

“Hmm, beer!”



Factor human often the weakest link in security systems.

Greek myth - Trojan horse



We (got) deliver(ed),
horses. A lot of horses.

Examples

\$28 million [diamond heist](#) - [bank](#) in Antwerpen

1971 [FBI Heist](#) - [“Please do not lock this door tonight” Sign](#)

The Burglary: The Discovery of J. Edgar Hoover's Secret FBI

Carl Bordelon / McNair - [Policemen and prisoner at large](#)

Oscar Party [2006](#)

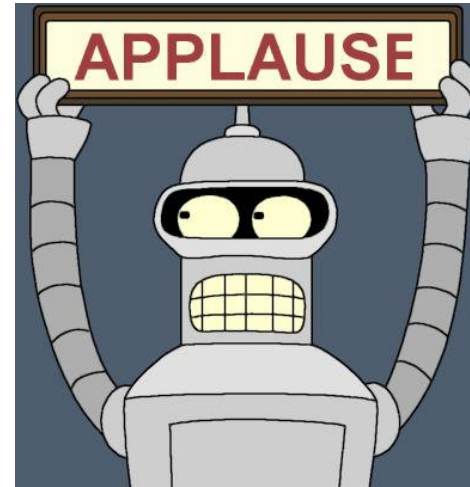


Defense - be aware of various limitations, perceptions & situational awareness

- Media competency (how to check news and facts)
- Filter-bubble
- Gellmann-[Amnesia-Effect](#)
- Election ads (AfD, [Trump](#), ... , advertising general)
- Short-term memory (see financial crisis '08)
- Short- vs. longterm “earnings” - [cookie study](#)
- Time and resources scarcity, and complexity
- ... endless list ... cognitive [dissonance](#) & [biases list](#)

-> leads overload and short cuts

Needed to make halfway usable decisions



Offense [global rules link](#)

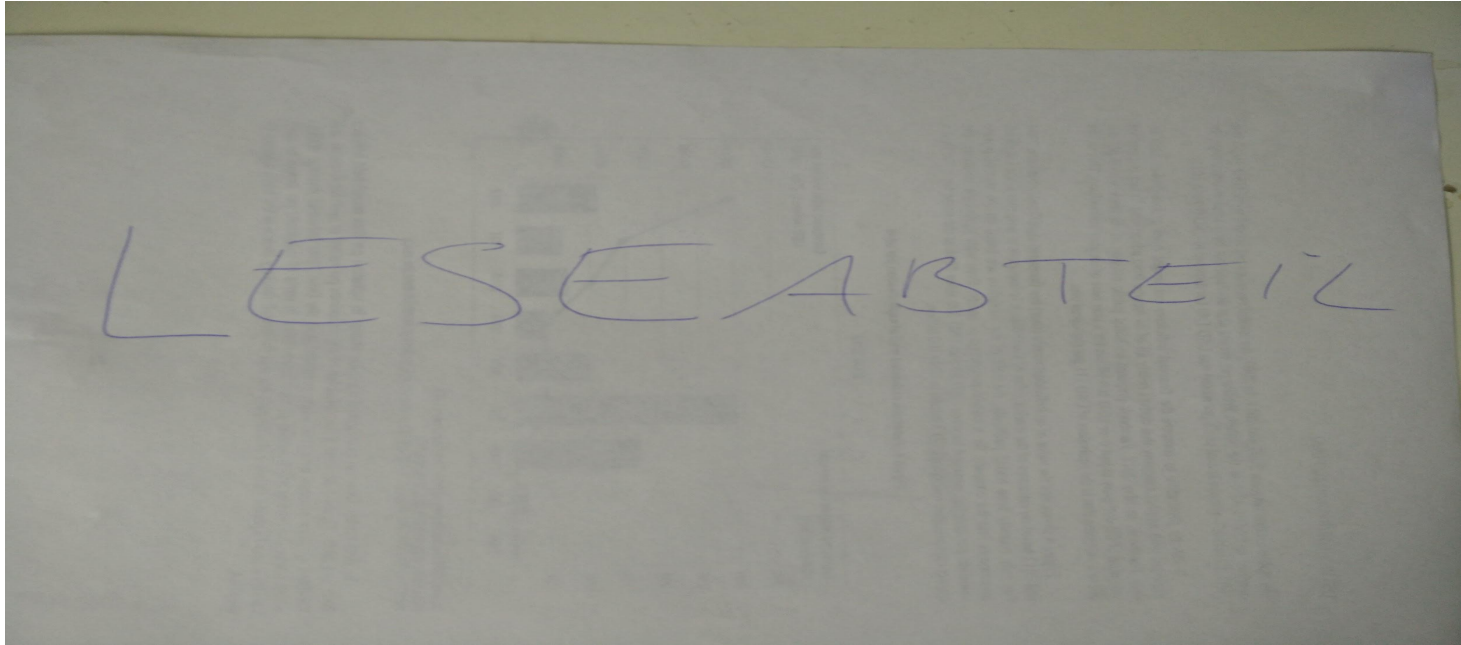
- Reciprocation
- Social Proof
- Commitment and Consistency
- Liking
- Authority
- Scarcity

Some common sense / street smartness.

Recommended reading (en) [Robert](#) (de) [Cialdini](#)



Taking a train ride and need silence?



Open Data Gesetz Law in Germany

Years of works ...

A big boost was a study by the Konrad Adenauer Stiftung

- Timing
- Framing (economic growth, jobs, ... not transparency, not NGO stuff)

You know “THEY” ... have a study about, you should read it ...

Finding your leverage.

Strategic Litigation

Using law suits to settle the record since

[Transparenzklagen.de](https://www.transparenzklagen.de) -> talk [“Irren ist staatlich”](#) **21:15 Saal 2**

Get involved! Up to you. Nobody else.

Local - ask your mom/dad, contact your major

Regional - contact your local council person

National - contact representatives

European - [list MEPs](#) to support, who attend #33c3
[@senficon](#), [@MarietjeSchaake](#)

Get involved! Up to you. Nobody else.

Get connected, see this [list of national and international](#) organisation.

- Compromiss
- Early connection
- Alliances
- 80% agree, enough time left to discuss the 20%

Get involved at #33c3

[OParl](#) German standard for open data of local government information systems

[Workshop](#) **Hall C.4 - 18:00**

Open transport data in Germany

[Workshop](#) **Hall B 15:00**

GET THERE - otherwise you will miss out bigly!

Defense mechanism

Difficult.

Basic approaches:

- Pattern recognition
- Learning & practice
- Awareness

More [Social Engineering Poetry Slam](#) **Hall B 20:45**

Thanks for you attention & further links

German: Vortrag [Die psychologischen Grundlagen des Social Engineering](#)
@chaoscamp, Datenschleuder [Artikel](#) von Stefan Schumacher

English: Kevin Mitnick [example](#), [Scanner](#), Yes Men & [Cinema for Peace video](#)

[Science of persuasion](#)

This is water David Foster Wallace [short](#) [long](#)

[Robert Cialdini](#) and [globale Regeln](#)

Keine krummen Dinger, gell!



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EM ROF SKROW