

# What the heck are Hermeneutics?

...and how you can use this to level up your  
CTI game

# Intro – Training session

- What exactly did you get yourself into for the next 40 mins.
- We are going to learn about Cyber threat intelligence
- How to use skills you may already have to create finished intelligence
- Where and how to practice your skills
- Why liberal arts are the missing element of CTI and Cyber
- And of course.. What the heck is Hermeneutics



## Reflection – Why Cyber Threat Intelligence

For me.. it's the Aha moments which is the heart of information sharing.

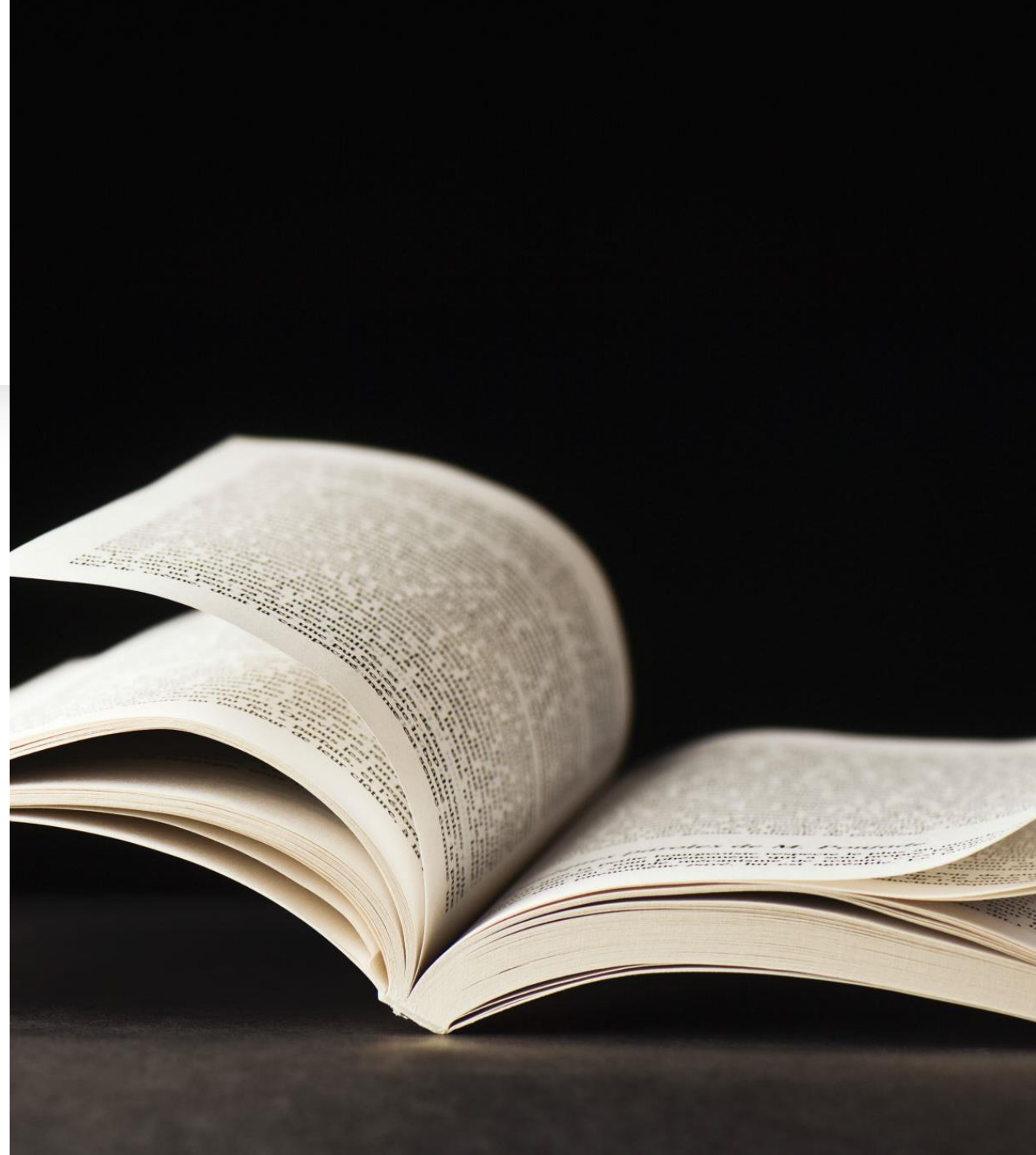
# Hermeneutics

From Wikipedia

Hermeneutics: is the theory and methodology of interpretation especially the interpretation of biblical texts, wisdom literature, and philosophical texts. As necessary, hermeneutics may include the art of understanding and communication.

Modern hermeneutics includes both verbal and non-verbal communication as well as semiotics, presuppositions, and pre-understandings. Hermeneutics has been broadly applied in the humanities, especially in law, history and theology.

Hermeneutics – As a framework for creating finished intelligence



# Hermeneutics fundamentals

Hermeneutics circle

Presuppositions

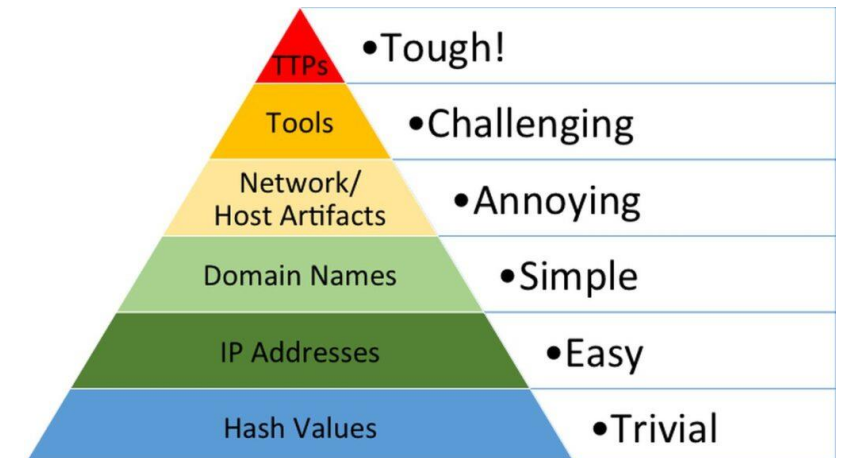
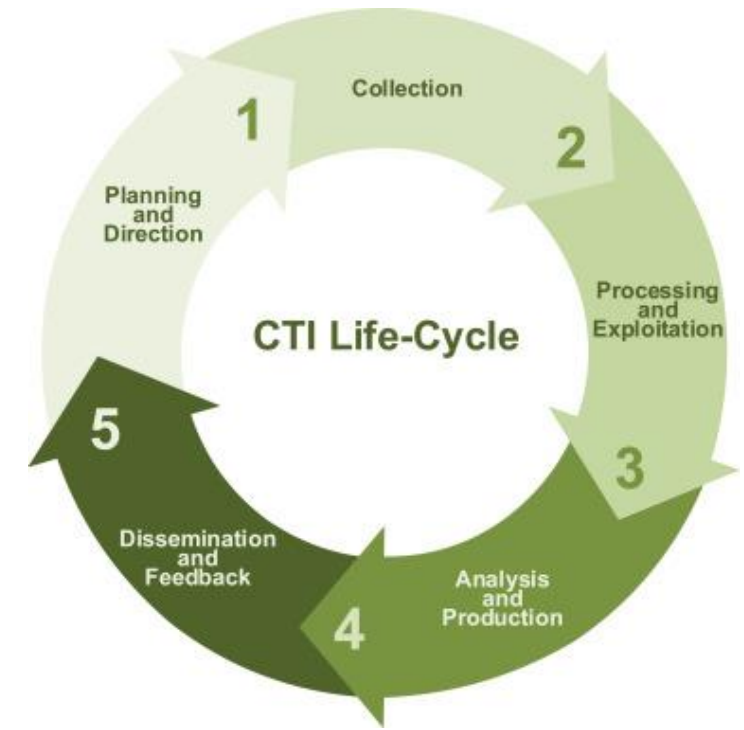
Signs and symbols –  
(Emoji's and Memes)



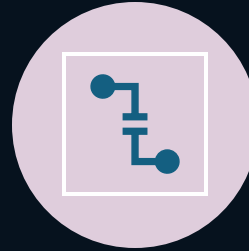
# What CTI training looks like today

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Lifecycle + Pyramid = Profit



Congrats you're  
all now threat  
analysts!!



NOW WHAT?



HOW DO YOU CREATE  
FINISHED  
INTELLIGENCE?



WHERE DO YOU  
START?

# The feedback loop

The background features several decorative elements: a large dotted circle on the left, a smaller dotted circle on the right, and a vertical dotted line on the far right. There are also some faint dotted lines in the bottom left corner.

.... Often broken

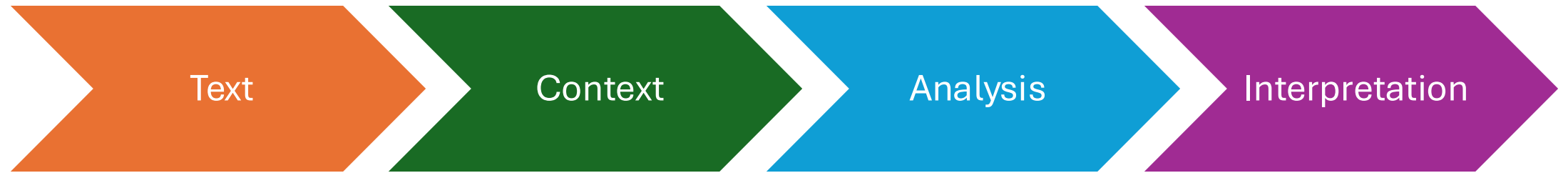


# Still a circle?

**Source: A Roadmap for SMEs to Adopt an AI Based Cyber Threat Intelligence.**



# Visualizing the analysis process



# The problem with AI

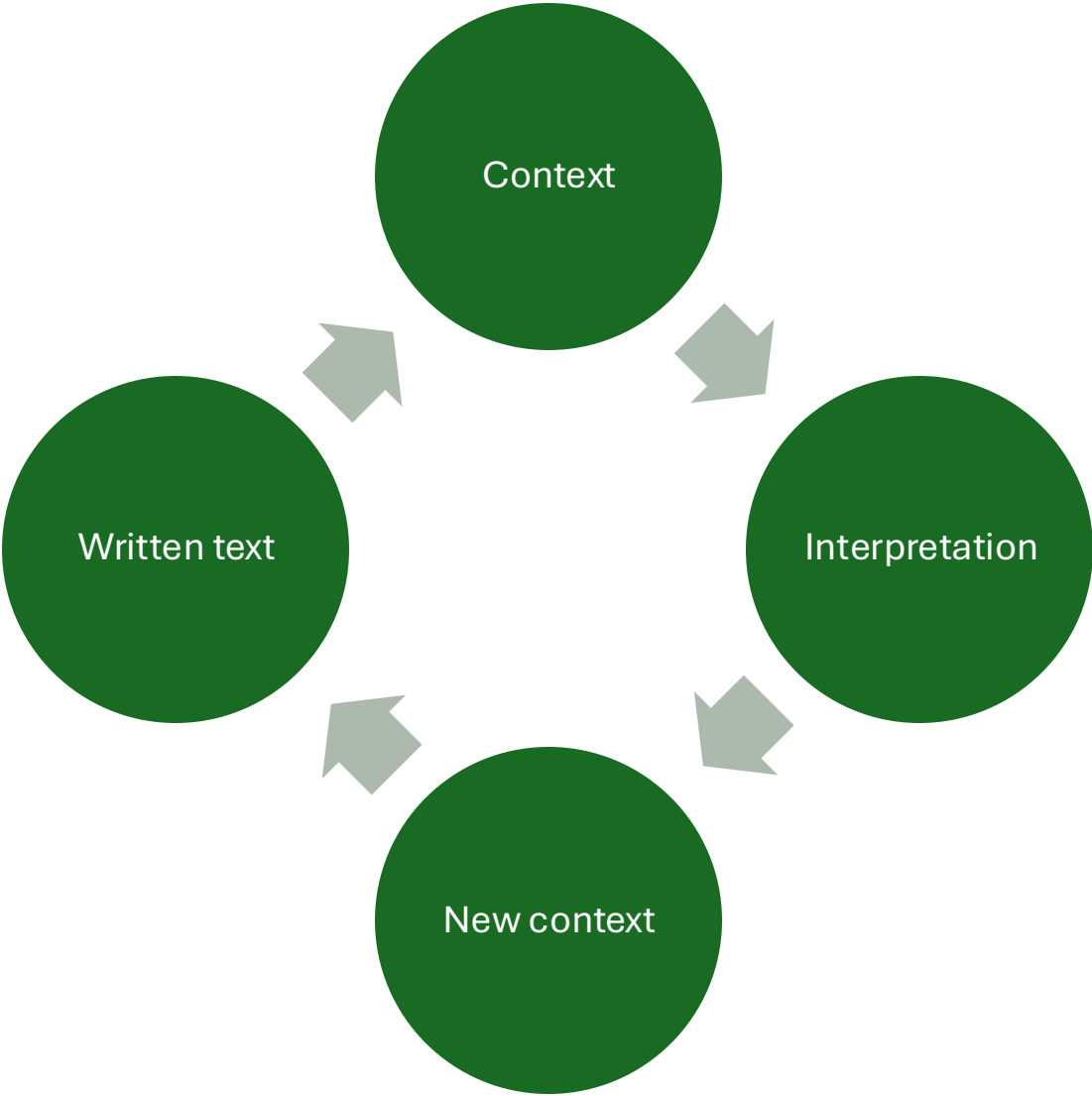
If AI developers don't understand the how and why of what makes good intelligence. How can we expect them to train the models to produce the end product we are looking for?

# Not a linear process

Text must be revisited when:

- Challenging bias
- When provided with new information
- Considering differing points of view
- If the process were linear – How would we be able to change our mind when presented with new information.

# The hermeneutic circle



# Have a Human In the loop

AI's answer of how things SHOULD work!

# If done well – AI in CTI

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- Amazon Fresh – Just walk out stores.







# Hermeneutics as a framework

And how to use it to create finished  
intelligence.

# Why the why?



Understanding priorities.



Answering the question – Why is this important. And how will this information help you.

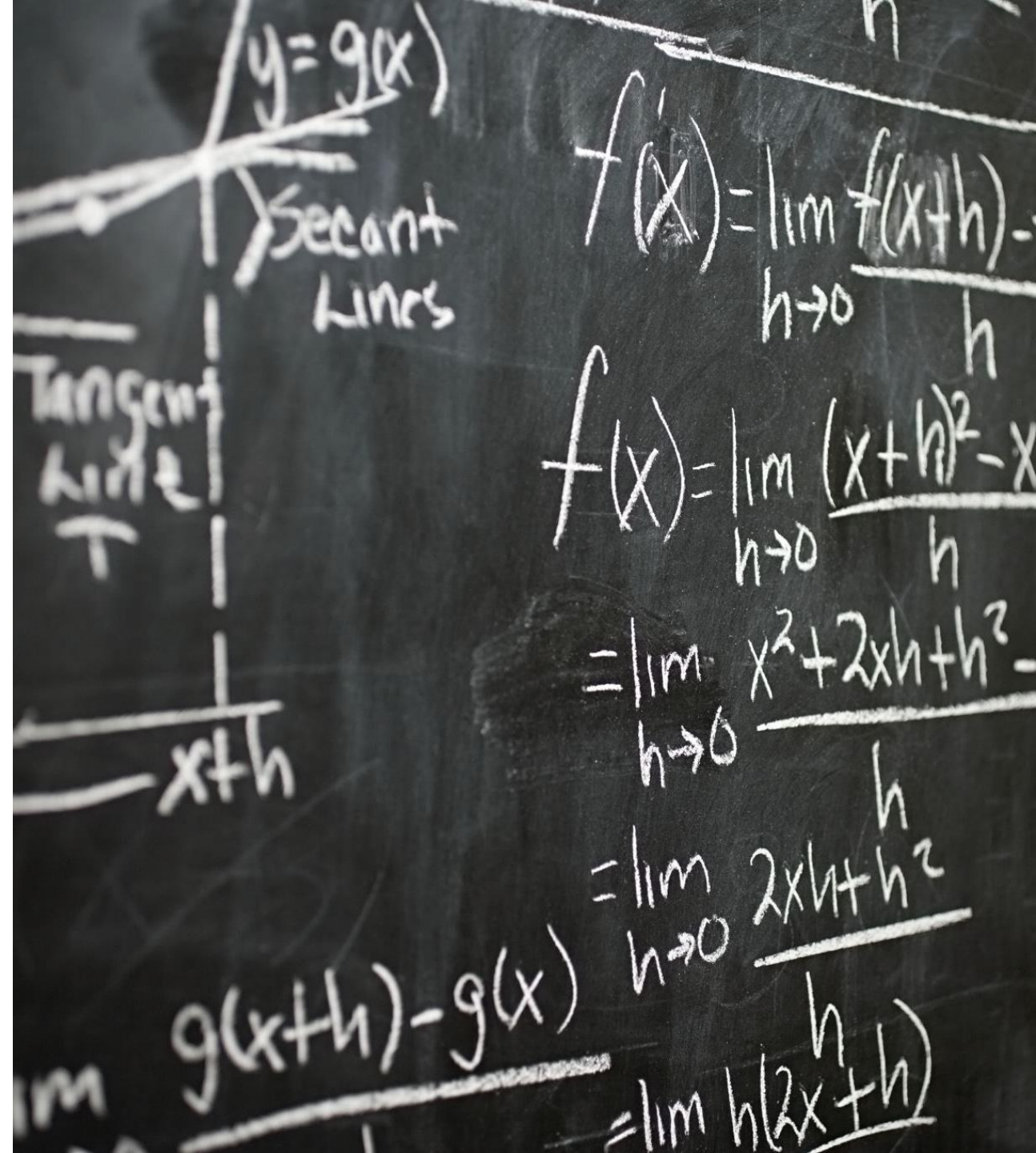
# Where to start?

- Understand the objectives of the entity you are providing the intelligence to.
- Find the fallacies – it may be important to call them out
- Limit your information to only what is needed. Respect time and resources of the people, organizations, you are sharing the information with.



# Presuppositions

Be aware of the fallacies of built-in presuppositions



... ..  
+++++

- If you refuse to cooperate with us, it will lead to the following consequences for your company:
1. All data downloaded from your network will be published for free or even sold
  2. Your system will be re-attacked continuously, now that we know all your weak spots
  3. We will also attack your partners and suppliers using info obtained from your network
  4. It can lead to legal actions against you for data breaches

.....

IF THEN



# The Delivery Matters!



GIVING A BRIEFING



WRITING A REPORT



WRITING A BULLETIN



INFORMATION SHARING  
CALLS (OFTEN CALLED  
“STORY TIME”)

# Briefings

- Keep them short and concise
- Not the time to share your credentials or all your research.
- Respect TIME!
- 3-part briefings work well



# 3 Part Briefings + Call to action



Each part limited to only the information necessary



Builds upon the last section



Delivered as a part of the whole



Include a final call to action

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# Briefing

you will have access to sensitive info of manufacturing used to gain access to your network  
+-----+

If you refuse to cooperate with us, it will lead to the following consequences for your company:

1. All data downloaded from your network will be published for free or even sold
2. Your system will be re-attacked continuously, now that we know all your weak spots
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# Empathy

Experience what it is to be human.

# Where to practice your skills

- Social media
- Movies
- Music
- Poetry
- Art
- Philosophy
- Psychology

Thank you!

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