

SEC

SECURITY EXECUTIVE COUNCIL
A research and advisory firm

**Nine Practices of the
SUCCESSFUL
Security Leader**

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INTERNAL AWARENESS

Create an internal awareness program including formal marketing and communication

CLARITY

Ensure that senior management understands what security is and does

WALK AND TALK

Talk with business leaders about their issues and how security can help

COMMON LANGUAGE

Converse in business risk terminology, not "security"

ADAPTABILITY

Understand and adapt to the corporate culture

LEVEL HEADEDNESS

Win respect by refusing to exploit fear, uncertainty and doubt

ENABLE THE BUSINESS

Base Security goals on business goals

CORPORATE BACKING

Have top-level support from day one

REDUCE SILOS

Portray Security as a facilitator across functions