

After You've Joined the Company as the Security Leader

Your initial assessment needs to be unbiased

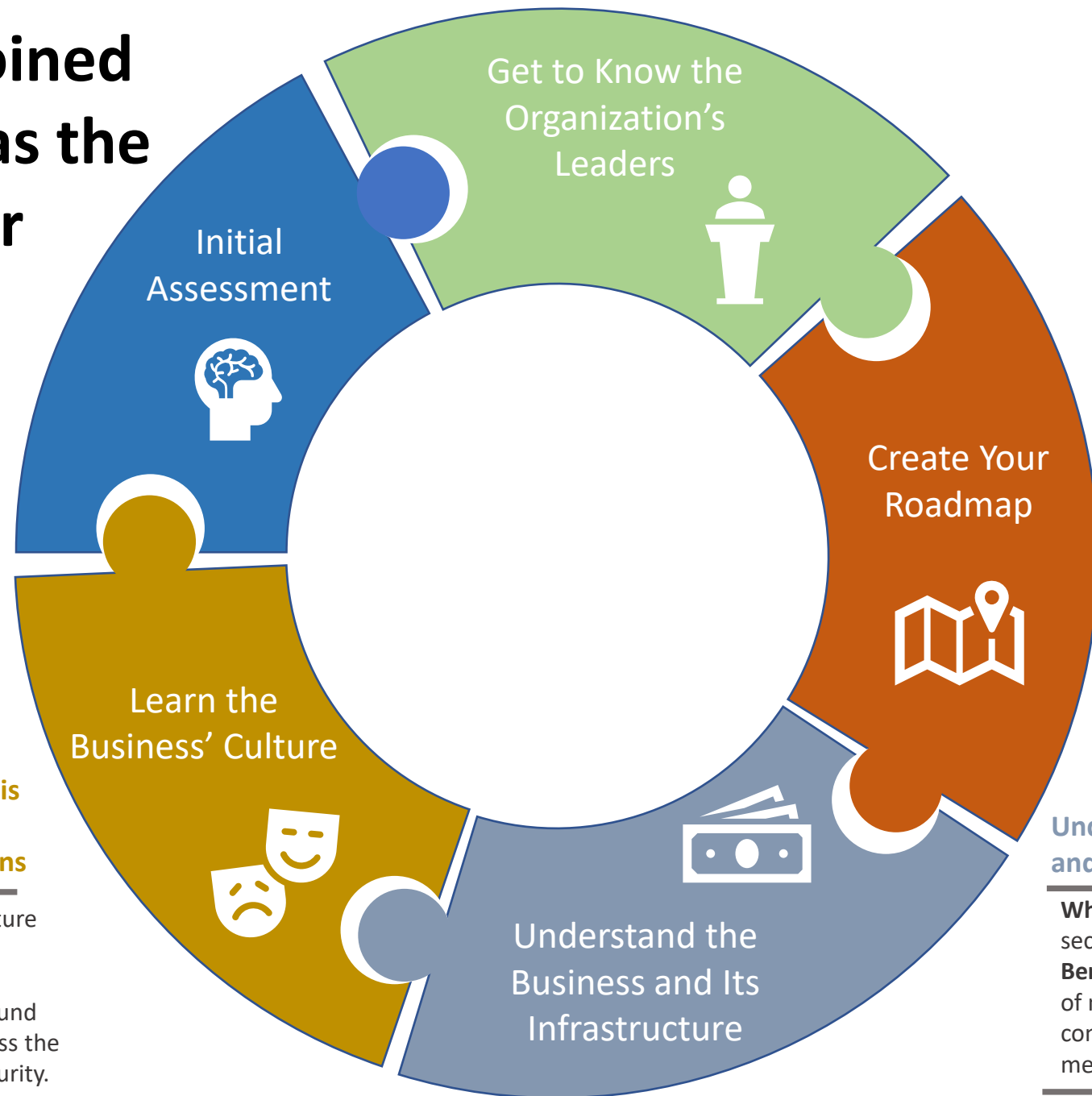
Why: Avoid coming into the company with a preconceived plan or a template on how to improve security in their business.

Benefit: It opens a dialogue. Each business has its own distinctive security needs and your job is to adapt smart security solutions to meet those needs.

Learning a business' culture is essential before making substantive recommendations

Why: Knowing the business' culture regarding security is essential to avoiding mistakes of the past.

Benefit: Visibility and clarity around who is doing what and why across the enterprise when it comes to security.



Meet with business leaders at all levels and focus on their business challenges

Why: It keeps security visible and in sync with business leaders and their operations.

Benefit: Other business leaders will appreciate that you really understand their world and will have greater respect for you and your team.

You are in the company primarily to make it safer, more secure and more profitable

Why: You need to demonstrate your enthusiasm by sharing how smart security can improve profitability.

Benefit: Business leaders' attention and engagement.

Understand how the business is run and how it measures success

Why: Done well it helps you to align the security program to business needs and goals.

Benefit: Being proactive helps you be ahead of many other issues such as pending union contracts, workforce reductions, and potential mergers or acquisitions.