1.	Record Nr.	UNINA9910865246803321
	Autore	Butler Michael
	Titolo	The Business of Hacking : Creating, Developing, and Maintaining an Effective Penetration Testing Team / / by Michael Butler, Jacob G. Oakley
	Pubbl/distr/stampa	Berkeley, CA : , : Apress : , : Imprint : Apress, , 2024
	ISBN	9798868801747 9798868801730
	Edizione	[1st ed. 2024.]
	Descrizione fisica	1 online resource (311 pages)
	Altri autori (Persone)	OakleyJacob G
	Disciplina	005.8
	Soggetti	Data protection Computer crimes Risk management Data protection - Law and legislation Data and Information Security Computer Crime Security Services IT Risk Management Privacy
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Livello bibliografico	Monografia
	Nota di contenuto	Chapter 1: Introduction. -Chapter 2: The Capability -- Chapter 3: Finding and Retaining Talent -- Chapter 4: Team Management -- Chapter 5: Operational Management -- Chapter 6: Developing Hackers -- Chapter 7: Understanding Clients -- Chapter 8: Engagement Management and Security -- Chapter 9: Effective Web and Mobile Application Testing -- Chapter 10: Effective Testing in Cloud Environments -- Chapter 11: Effective Network Testing -- Chapter 12: Reporting -- Chapter 13: The Wedge -- Chapter 14: The Cyber Arms Dealer -- Chapter 15: New Frontiers -- Chapter 16: Infinite Cost Benefit.
	Sommario/riassunto	There is a plethora of literature on the topic of penetration testing, hacking, and related fields. These books are almost exclusively

concerned with the technical execution of penetration testing and occasionally the thought process of the penetration tester themselves. There is little to no literature on the unique challenges presented by creating, developing, and managing a penetration testing team that is both effective and scalable. In addition, there is little to no literature on the subject of developing contractual client relationships, marketing, finding and developing talent, and how to drive penetration test execution to achieve client needs. This book changes all that. The Business of Hacking is a one-of-a-kind book detailing the lessons the authors learned while building penetrating testing teams from the ground up, making them profitable, and constructing management principles that ensure team scalability. You will discover both the challenges you face as you develop your team of offensive security professionals and an understanding of how to overcome them. You will gain an understanding of the client's requirements, how to meet them, and how to surpass them to provide clients with a uniquely professional experience. The authors have spent combined decades working in various aspects of cybersecurity with a focus on offensive cybersecurity. Their experience spans military, government, and commercial industries with most of that time spent in senior leadership positions. What you'll learn How to handle and ongoing develop client relationships in a high end industry Team management and how the offensive security industry comes with its own unique challenges. Experience in other industries does not guarantee success in penetration testing. How to identify, understand, and over-deliver on client expectations. How to staff and develop talent within the team. Marketing opportunities and how to use the pentesting team as a wedge for upsell opportunities. The various structures of services available that they may present to their clients. Who This Book Is For This book is written for anyone curious who is interested in creating a penetration testing team or business. It is also relevant for anyone currently executing such a business and even for those simply participating in the business.