

A new era of security demands a new kind of practitioner

Next Generation Security Practitioner

Participant Guide



Profiling Risk

Master the art of identifying and communicating emerging risks



Business Impact

Calculate the impact in business terms and make every assessment count



Building Alliances

Increase resilience by building allies and driving stronger security adoption



Security Consulting

Transition from policy enforcer to trusted advisor and make security shared



Mitigating Risk

Make risk mitigation a business enabler not just a defensive tactic



Delivery & Execution

Strive for operational excellence through continuous improvement

Contents

Welcome to Next Generation Practitioner from GRC-X	<u>3</u>
Not Just a Training Programme – A New Skills Agenda	<u>4</u>
Why Join?	<u>5</u>
The 6 Courses	<u>6</u>
Video Lessons & Workshops	<u>7</u>
Experiential Case Studies	<u>8</u>
The Learning Journey	<u>9</u>
Profiling Risk	<u>11</u>
Calculating Risk	<u>12</u>
Building Alliances	<u>13</u>
Security Consulting	<u>14</u>
Mitigating Risk	<u>15</u>
Delivery & Execution	<u>16</u>
2025 Schedule	<u>17</u>
Join the Programme	<u>18</u>
Contact	<u>19</u>

3

**6 Courses
One Goal.
*To Transform***

**The role of information security has never been more challenging..
Or critical.**

Many leaders now recognise that the future of security must go beyond the traditional heartland of technology and compliance.

Artificial intelligence and the shifting geopolitical landscape, is transforming enterprise risk and this means **security teams must adapt**.

At GRC-X, we see the seismic shift happening and the urgent need for practical, skills-oriented training to empower today's practitioners. **Security is no longer just about protecting data, its about protecting the business**. This means security teams must assess security risk inclusively, with the support and input from business stakeholders and make security, part of the DNA.

Security teams and leaders, must **adapt and evolve for the future**. GRC-X is here to guide this transformation, preparing teams to lead security with new levels of confidence, amidst a complex and constantly-evolving business landscape.

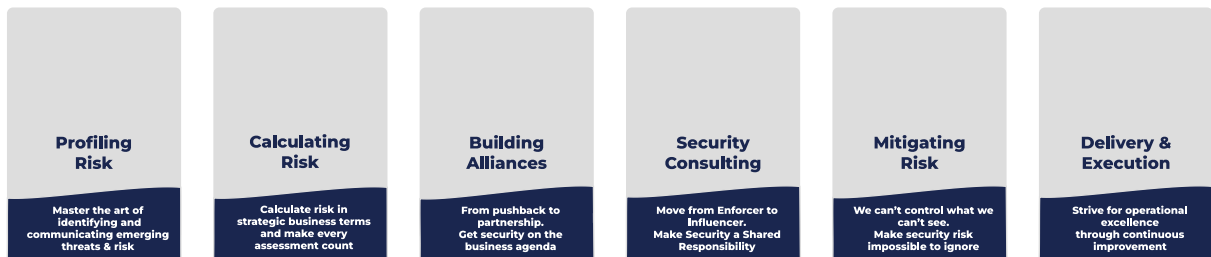
Our programmes are designed to meet these demands head-on, equipping practitioners with the **tools to navigate complex risks, bridge security gaps through thought-leading insight, and to inspire trust and confidence in their approach**.

Our programme features six highly practical courses with **blended video-lessons and interactive workshops**. Participants will nurture essential skills, from profiling and assessing emerging risks to mastering the art of stakeholder engagement and consulting.

Welcome to Next Generation Security Practitioner

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Why Join Next Generation Security Practitioner?



In an industry dominated by technology, it's no surprise that many industry programmes, are technical in nature. Our programme emphasises that for security to be successful, we must be part of the value chain running across teams and functions.

Technical training does not achieve this alone. **Next Generation Security Practitioner**, is a six-course learning journey designed to transform the way teams assess, plan, communicate and execute security in ways that help it become part of the organisation DNA.

Practitioner Benefits

Over a 12-week learning journey, you'll gain the critical skills to assess, communicate, and execute security with new-found levels of confidence - ensuring you stay ahead in a rapidly evolving security landscape.



The 6-Courses

The six courses in the GRC-X Next Generation Practitioner Programme are a rich blend of future focused learning, covering six key areas of skills. The courses are themed and use fictional case studies to orient participants.



Profiling Risk

Master the art of identifying and communicating emerging threats & risk



Business Impact

Calculate impact in business terms and make every assessment count



Building Alliances

From pushback to partnership. Get security on the business agenda



Security Consulting

Move from Enforcer to Influencer. Make Security a Shared Responsibility



Mitigating Risk

We can't control what we can't see. Make security risk impossible to ignore



Delivery & Execution

Strive for operational excellence through continuous improvement

Video Lessons & Workshops

Our courses have been designed to be heavily practical. The video lessons contain the tools, skills, techniques and approaches, so that maximum time is spent on practical activities during the workshops.

Video Lessons & Workshops

Next Generation Risk Practitioner is a 6-course learning journey which unfolds over a 12-week period. The programme is a mixture of video lessons and live workshops led by seasoned, expert industry trainers.

The video lessons precede each course and are broken into **drip-fed chapters**, enabling you to learn at a pace that suits your schedule.

The Learning Journey is housed in a state-of-the-art learning management system to provide a seamless learning experience throughout.



Video Lessons

The video lessons are instructional-styled screencasts delivered by real trainers - designed to 'pre-train' you ahead of the live workshops.

Our learning management system captures your progress throughout and provides you with email reminders to stay on track.



Workshops

All our live workshops are facilitated via Microsoft Teams, with breakouts, interactive sessions and practical outputs.

During the workshops, you'll apply tools, techniques and approaches to develop your skills, personal mastery and tactical approach.



The Learning Journey

Next Generation Security Practitioner is a 6-course programme that is drip-fed over a 12-week period.

Everything is housed within a state-of-the-art learning management system and your learning is captured as you go.

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Experiential Case Studies

Throughout the learning journey teams work through a range of experiential activities based on **fictional enterprise case-studies**.

Each of the case-studies have been designed to reflect real-life situations and challenges faced by security teams, making for an authentic learning experience.



Starline are a private high-tech space enterprise who specialise in launching satellites for EMEA corporate clients and governments. Starline are about to launch astronauts for the first time...



Zeus are one of the largest TV networks in EMEA. Their main platforms are Astraflax and The INK Global News Agency. The company pride themselves on being first with breaking news...



Orbital own over 300 private healthcare clinics and hospitals across EMEA. Their rapid expansion has not been without controversy following recent patient data leaks...

Case Studies

On each workshop teams apply skills, approaches & tactics to solve key security challenges contained in the case studies.

Case Study Data Includes

- The enterprise Landscape
- The business strategy
- Key functions and people
- Critical asset map
- Past attacks
- Key stakeholders of risk
- Critical security programmes

Blended Workshop Activities

GRC-X programmes feature blended mix of different types of learning activities to deliver an immersive learning experience.



Deep Dive – Teams unpack problems and challenges



Construct – Teams build approaches and solutions



Personal Mastery – Practitioners grow their mindset influence and authority



Skills Mastery – Practitioners apply new tactics and techniques



Reflection – Practitioners consolidate personal learning and receive feedback

The Learning Journey

The Learning Journey

10

Week 1 & 2

- LMS onboarding
- Personal goal-setting
- Self-assessment

1. Profiling Risk



- 1. Enterprise Environment
- 2. Threat Profiling
- 3. Escalating Risk
- 4. Scenario Planning



Workshop 1 Profiling Risk Instructor-led Training

Week 3 & 4

2. Business Impact



- 5. Risk Assessment
- 6. The Psychology of Risk
- 7. The TVI Risk Equation
- 8. Business Impact Scenarios



Workshop 2 Calculating Risk Instructor-led Training

Week 5 & 6

3. Building Alliances



- 9. Stakeholders of Risk
- 10. Communication Bridge
- 11. Competing Interests
- 12. Overcoming Pushback



Workshop 3 Building Alliances Instructor-led Training

Week 7 & 8

4. Security Consulting



- 13. PULSE Consulting Methodology
- 14. Negotiating Security Outcomes



Workshop 4 Security Consulting Instructor-led Training

Week 9 & 10

5. Mitigating Risk



- 15. Risk mitigation Strategy
- 16. 1. Creating Urgency
- 17. Making The Case
- 18. Managing Risk



Workshop 5 Mitigating Risk Instructor-led Training

Week 11 & 12

6. Delivery & Execution



- 19. Security Culture
- 20. Removing Obstacles
- 21. Security by Design



Final Workshop Delivery & Execution Instructor-led Training

- 60 hr CPE Certificate
- Course Certificate
- Community Access

1. Profiling Risk

Profiling information security risks across many diverse environments is one of the key challenges faced by InfoSec teams. An even tougher challenge, is bringing new risk to light and getting the most important people in the room to listen



Outcomes

This course will enable you to:

- Spot external forces influencing the risk landscape and build proactive response strategies
- Translate complex security risks into business language that executives and stakeholders understand
- Predict and plan security better for the future amidst a backdrop of uncertainty



Skills and Approaches

This course will teach you how to:

- Adopt a structured methodology to stay on top of emerging risk
- Link new threats to vulnerabilities and pinpoint new emerging risk
- Translate technical risks in strategic business terms
- Target risk efforts in the areas of most criticality to the business
- Gain buy-in and support to tackle risk from executive leaders



The Video Lessons

1 hour - remote

- Enterprise Environment**
How to analyse the enterprise environment and key factors influencing emerging risk
- Vulnerability & Threat Profiling**
How to link threats to technical, human and operational vulnerabilities
- Pinpointing Emerging Risk**
How to pinpoint new risk to the business and escalate to key stakeholders



Profiling Risk

Mastering the art of identifying and communicating Emerging risk



The Workshop

1 Day - Microsoft Teams Virtual

The Risk Landscape

Teams analyse the enterprise environment of **"Starline – A high-tech new space company"**. Understanding the strategy, operational and commercial priorities, assets at risk and the current levels of vulnerability.

Profiling Vulnerabilities

Teams take part in a simulation, assessing the risk landscape of Orbital Health – a make-believe private healthcare company. In part 1, they assess the change environment and examine new vulnerabilities through the THOR lens (Technical, Human, Operational & Regulatory).

Profiling Threats

In part two of the simulation threats are identified and new risks emerge. The teams work to identify, classify and communicate these risks to a senior stakeholder.

Session Key:

- Deep Dive** – Unpack problems and challenges
- Construct** – Build approaches and solutions
- Skills Mastery** – Practice new tactics and techniques



Personal Mastery – Grow your mindset influence and authority



Reflection – Consolidate personal learning and receive feedback

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2. Business Impact

Assessing information risk is unquestionably necessary in today's complex enterprise environments. But complex methodologies can mean risk assessments get lost in data and the potential business impact lost on others.



Outcomes

This course will enable you to:

- Calculate risk with greater precision and purpose
- Assess real business impact with accuracy and elevate new risk with authority
- Increase ownership of the risk through improved collaboration and communication



Skills and Approaches

This course will teach you how to:

- Assess different types of business impact
- Calculate risk using TVI
- Handle reactions to new risk and overcome stakeholder biases
- Apply impact variables and get closer to the real business risk
- Collaborate with risk owners to construct accurate BIA (business impact assessments)



Business Impact

Assessing impact in business terms and making every assessment count

Session Key:

- Deep Dive** – Unpack problems and challenges
- Construct** – Build approaches and solutions
- Skills Mastery** – Practice new tactics and techniques



The Workshop

1 Day - Microsoft Teams Virtual

Assessing Business Impact

Teams collaborate to consider the business impact variables across various types of functions and business environments, strengthening their analysis and assessment skills.

Business Impact Meetings

Participants conduct a series of fictional 'business impact' meetings with various Orbital Healthcare risk owners. The end goal, to predict potential business impact and to get risk owners to see the risk more clearly.

Escalating Risk

Following a successful round of risk assessments, the security team must present a full **FACTR** risk assessment to senior stakeholders.



The Video Lessons

1 hour - remote

- Assessing Business Impact**
How to maximise the accuracy and drive consistency when assessing business impact
- Cognitive Biases & Barriers**
How to interpret reactions to risk and tackle cognitive biases
- Calculating Risk (TVI)**
How to assess threats, vulnerabilities and determine business impact
- Business Impact Scenarios**
How to collaborate with key stakeholders to predict business impact scenarios

- Personal Mastery** – Grow your mindset influence and authority
- Reflection** – Consolidate personal learning and receive feedback

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3. Building Alliances

The risk of a cyber attack has become one of the most significant risks facing enterprise today.
But security alone, cannot solve the problem.
We need allies...



Outcomes

This course will enable you to:

- Win hearts and minds on security matters and gain powerful allies
- Overcome apathy and indifference toward security and instead build advocacy
- Handle stakeholder conflicts with confidence and drive better levels of security adoption



Skills and Approaches

This course will teach you how to:

- Build trust and credibility with executive leaders and decision-makers
- Influence non-technical stakeholders across different functions
- Navigate, competing interests and create opportunities to collaborate
- Tune-in to the needs of stakeholders and adapt your communication
- Resolve conflict and overcome pushback in security situations



The Video Lessons

1 hour - remote

- Stakeholders of Security**
How to plan your interactions with critical stakeholders and maximise trust from the outset
- Breaking the Firewall**
Using the power of influence to leverage security decisions
- Competing Interests**
How to understand the positions and interests of stakeholders and get security on agenda
- Overcoming Pushback**
How to understand and remove stakeholder barriers



Building Alliances

From pushback to partnership.
Getting security on the agenda



The Workshop

1 Day - Microsoft Teams Virtual

Breaking the Firewall – Influencing Key Stakeholders

Teams study the fictional stakeholder network of **Zeus Media Corporation – A global news group**. Following a major attack on the group's network, each team must rally stakeholders around a new security agenda and rebuild bridges.

Competing Interests

In security's mission to re-establish stronger controls, the business is pushing-back. Teams work to overcome the many types of barriers and blockers who try to defend their turf – influencing and negotiating their way toward a more integrated security footing.

Overcoming Stakeholder Resistance

Practitioners take part in an 'all in' skills session in how to overcome stakeholder resistance – using the APAC technique

Acknowledge – Probe – Activate – Close

Session Key:

- Deep Dive** – Unpack problems and challenges
- Construct** – Build approaches and solutions
- Skills Mastery** – Practice new tactics and techniques

- Personal Mastery** – Grow your mindset influence and authority
- Reflection** – Consolidate personal learning and receive feedback

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4. Security Consulting

Security teams that dictate policies get resistance - those who advise and collaborate drive real change. If security isn't shared it fails; move from policy-enforcer to consultant and learn how to get everyone on board.



Outcomes

This course will enable you to:

- Apply a consulting framework to diagnose security problems and drive real solutions
- Navigate difficult security conversations with confidence and build new levels of trust
- Get a 'seat at the table' early and get security prioritised from the outset



Skills and Approaches

This course will teach you how to:

- Diagnose the root cause of security problems
- Adopt a consulting mindset to position yourself as a trusted advisor
- Communicate security priorities in ways that drive action
- Frame discussions, and navigate difficult conversations with confidence
- Increase your personal gravitas and authority as a security leader



Security Consulting

From Enforcer to Influencer.
Solving security problems and driving ownership

Session Key:

- Deep Dive** – Unpack problems and challenges
- Construct** – Build approaches and solutions
- Skills Mastery** – Practice new tactics and techniques



The Workshop

1 Day - Microsoft Teams Virtual

The ACCESS Files

Practitioners observe and dissect a security meeting between Matt and Gina from **Orbital Health**. Matt solves an access issue faced by Gina on a major project using PULSE! The session (video-acted) enables practitioners to learn the PULSE stages, behaviours and skills.

Putting PULSE into Action

Participants practice skills across each stage of the PULSE Consulting methodology, including:

- An Introduction to the PULSE consulting Methodology
- Position** – Framing
- Unpack** - SPIN and 5-WHY questioning skills
- Solve** - Problem Definition, THOR Solutions, Force Field Analysis, Features & Benefits
- Execute** - APAC resistance-handling.



The Video Lessons

1 hour - remote

- PULSE Consulting Methodology**
How to adopt a consulting methodology, featuring a range of consulting skills and techniques:
Prepare - Stage the discussion
Unpack - Diagnose the problem
Lockdown - Pinpoint the need
Solve - Collaborate on solutions
Execute - Agree next steps
- The Access Files**
A video demonstration of PULSE in action, with participant observation and critique.
- Shared Ownership**
A video introduction to negotiation, in a security setting

- Personal Mastery** – Grow your mindset influence and authority
- Reflection** – Consolidate personal learning and receive feedback

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5. Mitigating Risk

Risk mitigation fails when leaders don't see the urgency. Learn how to communicate risk in a way that demands action. Make risk mitigation a business enabler not just a defensive tactic.



Outcomes

This course will enable you to:

- Convey security urgency in a way that makes key people listen
- Create risk reduction strategies that business leaders actively support
- Secure better buy-in, budget, resources and support for security investment



Skills and Approaches

This course will teach you how to:

- Apply disruptive thinking and convey risk with confidence
- Present powerful stories and bring the threat of cyber-risk to life
- Carry yourself with authority in front of executive decision makers
- Build risk mitigation strategies that work long-term
- Drive action and improve accountability and ownership



Mitigating Risk

**Making risk manageable.
Empowering the business
to act with confidence**

Session Key:

- Deep Dive** – Unpack problems and challenges
- Construct** – Build approaches and solutions
- Skills Mastery** – Practice new tactics and techniques



The Workshop

1 Day - Microsoft Teams Virtual

Building an Effective Risk Mitigation Plan

Participants apply all the tools they have learned across the programme to build an effective risk mitigation plan. Incorporating THOR, PDC controls, Resources and Assurance. Incorporating must-include considerations and the critical importance of including a 'trade-off' value-case using Smart-Controls.

Presenting a Risk Mitigation Plan using FACTR

Teams present their risk mitigation plan using the FACTR communication model – Frame, Align, Consequence, Trade-offs, Response. Facilitators play the part of the executive leadership team, who question the strategy while the teams must gain approval.



The Video Lessons

1 hour - remote

- Risk Mitigation Plan**
How to reduce risk with blended controls that link to a tangible business benefit
- Connecting Through Stories**
How to impart fear without scaremongering through storytelling to create urgency
- FACTR Comms Methodology**
How to present a compelling case for risk mitigation as an enabler not cost
- Managing Risk**
How to resource, cost and execute a risk management plan

- Personal Mastery** – Grow your mindset influence and authority
- Reflection** – Consolidate personal learning and receive feedback

GRC-X

6. Delivery & Execution

Stop Firefighting - build security programmes that deliver long-term impact.
Turn security into strategy and seamless execution – without the bottlenecks



Outcomes

This course will enable you to:

- Overcome the barriers that slow down security initiatives and drive measurable impact
- Implement integrated security solutions that align with business operations
- Embed security into operations so initiatives don't stall, fail or drift



Skills and Approaches

This course will teach you how to:

- Solve security execution challenges using Reframe, Rework, Remove
- Understand the root cause of security problems
- Develop more sustainable security solutions
- Learn a growth mindset and overcome apathy toward security
- Apply design thinking principles to build better security from scratch



The Video Lessons

1 hour - remote

- Growth Mindset**
How to overcome negative perceptions and develop a winning mentality toward security
- Overcoming Barriers to Delivery**
How to get to the root of delivery problems and resolve them quickly and effectively
- Security By Design**
How to apply design thinking to create strong & sustainable security
**Empathise | Define | Ideate
Prototype | Test**



Delivery & Execution

**From blueprint to resilience.
Safeguarding the business by better design**



The Workshop

1 Day - Microsoft Teams Virtual

Negotiation Security Outcomes

Teams examine a range of win-lose type scenarios for security and the underlying causes. They then learn to recognise where security resource gets undermined and how to negotiate better outcomes.



Removing Barriers To Delivery

Participants share the key delivery obstacles they face in their own role and unpack these with fellow participants, applying the 3R framework to reframe, rework or remove the obstacles.



Security by Design

Each team is given a ground-up security initiative to construct, plan and execute for their chosen enterprise case study. Teams must react to changing conditions and revise their plan, overcoming the problems.



Session Key:

- Deep Dive** – Unpack problems and challenges
- Construct** – Build approaches and solutions
- Skills Mastery** – Practice new tactics and techniques



Personal Mastery – Grow your mindset influence and authority



Reflection – Consolidate personal learning and receive feedback

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Join the Programme Today!

Pricing

Seats on our Open Programme are **£2750 + Vat | €3250 + Vat**. Payment is by credit card via our site, or invoicing for multiple seats. Speak to our team for options. Price includes:

- ★ **A quality onboarding experience**
- ★ **A fully-staged learning journey via our state-of-the-art LMS**
- ★ **All 24 video lessons (drip-fed)**
- ★ **Enrolment onto all six workshops**
- ★ **A facilitator one-to-one coaching session (any time in your learning journey)**
- ★ **Individual CPE Certificates for each course (up to 60 hours)**

To Enrol

Visit:

www.grc-x.com/enrol

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Book a 30-minute Programme Introduction with one of our trainers



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