# Building Customer trust with Cyber Security from the inside out

# Perception is key



### NEW YORK TIMES BESTSELLER

"Provocative and fascinating." — MALCOLM GLADWELL

# Daniel H. Pink

author of A Whole New Mind



The Surprising Truth
About What Motivates Us

The secret to high performance and satisfaction—at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves



## The Seven Deadly Flaws of carrot and stick motivation

- 1. They can extinguish intrinsic motivation.
- 2. They can diminish performance.
- 3. They can crush creativity.
- 4. They can crowd out good behaviour.
- 5. They can encourage cheating, shortcuts, and unethical behaviour.
- 6. They can become addictive.
- 7. They can foster short-term thinking.

The secret to high performance and satisfaction—at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves

## **Security is accessible**

Security involves itself with every part of the business

Reporting of problems is now a Risk free task

We work together for the benefit of all to resolve risks

