



RECLAMERE
DATA SECURITY EXPERTS

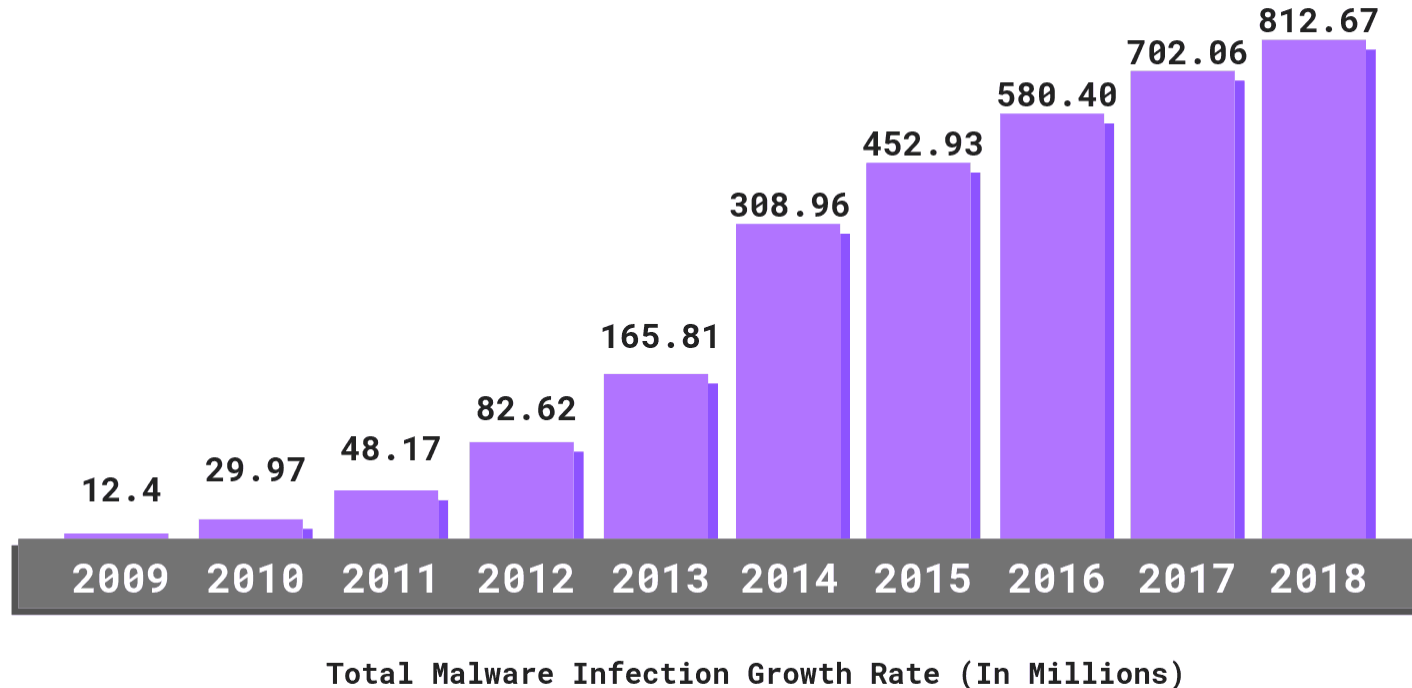
Developing an Entrepreneurial Mindset to Compete in the Cyber War

October 26, 2021

- Entrepreneurial Mindset
- Organizational Culture
- Attitude / Aptitude / Altitude
- P I V O T



Why the Topic Matters



Source: <https://purplesec.us/resources/cyber-security-statistics/>

How Will You Prepare

Why the Topic Matters

The cybersecurity unemployment rate is at zero percent in 2019, where it's been for the past 8 years.



There will be 3.5 million unfilled cybersecurity jobs by 2021, up from 1 million positions in 2014.



How Will You Prepare

Entrepreneurial Mindset



An entrepreneurial mindset is a **set of skills** that enable people to identify and make the most of opportunities, **overcome and learn** from setbacks, and succeed in a **variety of settings**.

Organizational Culture



Organizational culture is a system of shared assumptions, values, and beliefs, which governs how people behave in organizations. These shared values have a strong influence on the people in the **organization** and dictate how they dress, act, and perform their jobs.

Attitude / Aptitude / Altitude



Attitude - a settled way of thinking or feeling about someone or something, typically one that is reflected in a person's behavior.

Aptitude - capability; ability; innate or acquired capacity for something; talent.

Altitude – how great will you be in the moment.

P - Passion

I - Innovation

V - Versatility

O - Openness

T - Tenacity





Strong and barely controllable emotion.



“This defines entrepreneur and entrepreneurship - the entrepreneur always **searches for change**, responds to it, and **exploits** it as an opportunity.” Peter Drucker



Ability to adapt or be adapted to many different functions or activities.




Lack of restriction; accessibility.



The quality or fact of being very determined
and continuing to exist.

Do You Want It

A bright, multi-pointed sunburst or starburst graphic is centered on a solid blue background. The sunburst is white and yellow, with a bright center that fades into a soft glow. The words "YOU ARE" are written in a bold, black, sans-serif font across the middle of the sunburst.

YOU ARE

Joseph P. Harford, Ph.D., CSDS

Founder and President

joseph@reclamere.com

www.linkedin.com/in/josephharford