

Cyber Whaling – Part II

Why Should You (Really) Care About Cyber Whaling If You're A Business Executive, Board Member, Political Figure, Entrepreneur, or Government Official, aka "Organizational VIP?"

(For previous introductory and consecutive coverage of Cyber Whaling, see end of document)

Cyber Whaling Statistics:

Cyber whaling statistics are staggering and are getting worse. Consider these:

1. Cyber Whaling has become not just a highly lucrative profession for hackers but one that is highly effective at hurting you personally, as the "Whale" of your organization, and your organization itself. Oftentimes, you're not aware of this until it is too late.
2. Hackers use whaling to extract from you large money transfers or trade secrets (among others), monetizing any of which is highly lucrative. This is why FBI says "whaling attacks have seen a sharp rise and are expected to go up, [with resulting] losses of more than [\\$12.5bn](#) as of 2018," and that is significantly under-reported as not everyone has traditionally disclosed being a victim.
3. "[Technical security solutions](#) mostly fail to protect organizations against whaling attacks" because hackers use the power and authority of the Whale (the senior executive they're impersonating) to persuade people to do what is being asked without questioning details or looking too closely at the request and instead "just do as they're told."
4. 27% of respondents in a study said their CEOs had been the target, while [17% reported](#) attacks on their CFO, both suggesting that most senior of the executive ranks are the favored targets of cybercriminals.
5. Whaling emails are [more difficult to identify](#) because many of these attacks don't include URLs or malicious attachments & generally rely exclusively on [social-engineering](#) to deceive their targets and bypass most of the security solutions. Therefore, many executives have fallen victim to specifically this attack vector.

Cyber Whalers (aka "Hackers") And Their Motivations:

The below diagram shows some of the main nation-state actors & their activities focused on whaling you.

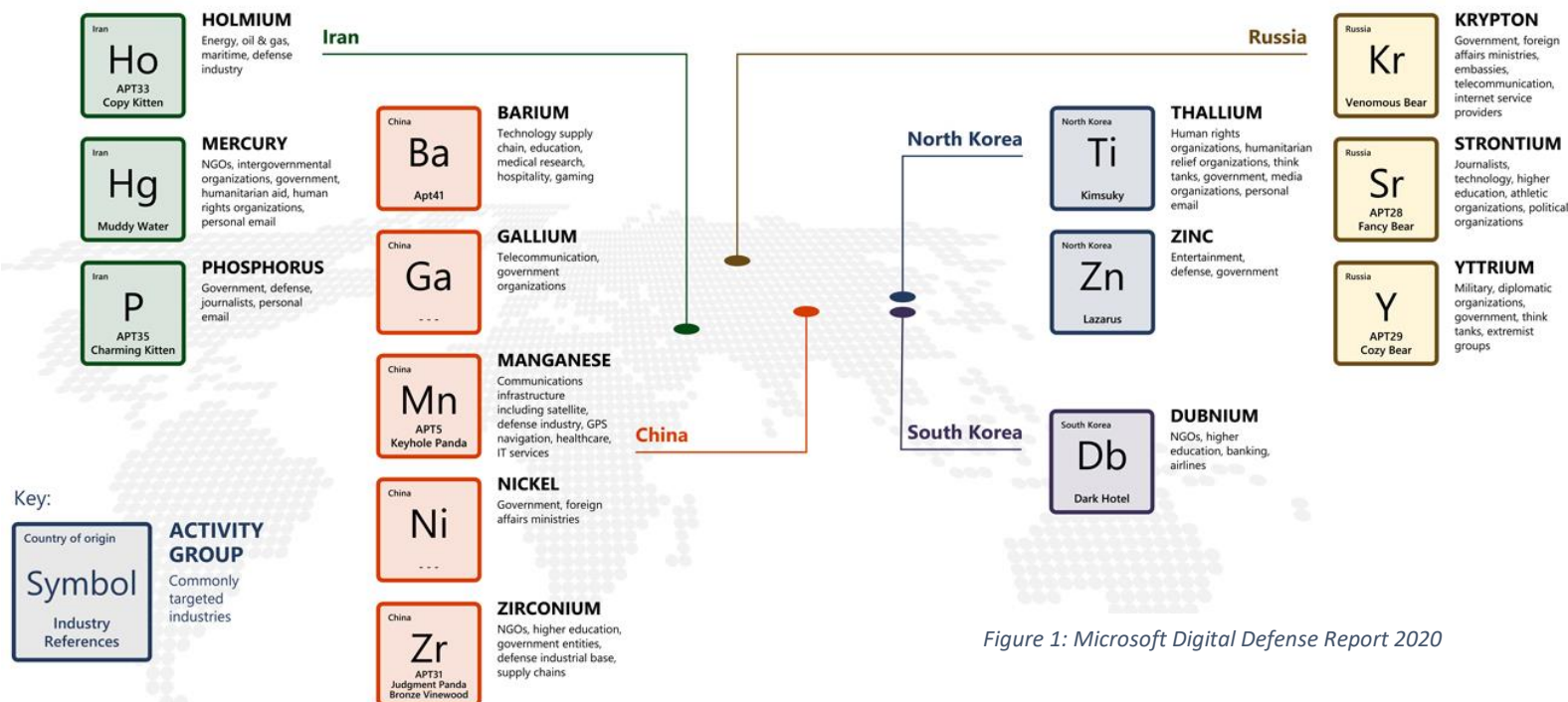


Figure 1: Microsoft Digital Defense Report 2020

A Typical Cyber Whaling Route:

Below diagram demonstrates a common, easily executable approach to attacking a whale & inducing compliance.



Figure 2: Microsoft Digital Defense Report 2020

Your Risks in Being Cyber Whaled¹:

- 1. Financial Loss:** A principal objective is to extract money from targeted organizations. When second-order financial penalties (e.g. fines) are accounted for, whaling attacks can prove extremely damaging.
- 2. Data Breach:** Data breaches are rarely out of the press these days. One of the scams that resonates most with the media is credential harvesting and the stealing of user data. With organizations now holding more information on individuals (employees and customers) than ever before, these attacks can cause immense harm to people and to businesses. What's more, data breaches are expensive to manage; the [average cost of a breach is \\$3.9mm and as high as \\$350mm](#).
- 3. Fines:** It's hard to think of data breaches and email attacks without the associated fines brought about by new regulation. In one of the first big GDPR fines, the UK's Information Commissioner earlier in 2019 announced its intention to [fine British Airways £183 million after a 2018 data breach](#).
- 4. Reputational Damage:** It's harder to quantify on a balance sheet, but after a whaling-induced data breach, hard-won brand reputation could be put at serious risk. An email security failure can negatively affect an organization's relationships with their customers. Another second-order effect could be knocking employees' morale and denting confidence, making rebuilding work still more difficult.

To access previous Cyber Whaling posts:

- 1) Part I – 2020.11.23: [Why must business executives, Board Directors, politicians, entrepreneurs & other leaders focus on their cybersecurity differently than cybersecurity of their broader organization?](#)
- 2) Intro – 2020.11.20: [Why are Organizational VIPs such a perfect target for hackers and why am I therefore obsessed with helping leaders avoid these attacks?](#)



About the Author: Mr. Cetnarski is a national & cyber security strategist, Founder & CEO of cyber defense ecosystem Cyber Nation Central® & Executive Producer of [VIP Cybersecurity Blueprint™](#). Formerly an investment banker with UBS technology & real estate groups & Chairman/CEO of a global tech & hospitality venture, he is an alumnus of Harvard's Kennedy School of Government, The Wharton School, and the University of Chicago, and writes on integration of strategy, tech innovation, and policy in the areas of cybersecurity, national security, countering disinformation campaigns, and privacy.

¹ From <https://www.tessian.com/blog/whaling-phishing-attack/>