

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

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**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**

**GRC-X**

# Why Join Next Generation Security Practitioner?



**Profiling Risk**

Master the art of identifying and communicating emerging threats & risk



**Calculating Risk**

Calculate risk in strategic 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

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.

**Learn security through the lens of business risk**



Learn how to profile risk & consult with influence in ways that make you an indispensable business partner

**Transform from enforcer to strategic partner**



Learn how to communicate security in business terms and drive increased ownership

**Build powerful new allies and advocacy**



Learn how to align security with business goals & gain stronger engagement from executive leaders

**Deliver stronger security outcomes**



Learn how to navigate complex security problems & deliver security that drives business value and measurable results

**Create sustainable solutions and drive ownership**



Learn how to implement security by design and collaborate to solve the most critical vulnerabilities

# 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.

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# 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

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## Week 1 & 2

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

### 1. Profiling Risk



1. Risk Landscape
2. Profiling Threats
3. Identifying Risk
4. Scenario Planning



#### Workshop 1 Profiling Risk Instructor-led Training

## Week 3 & 4

### 2. Calculating Risk



5. Risk Assessment
6. Psychology of Risk
7. Risk Equation
8. Risk Environment



#### Workshop 2 Calculating Risk Instructor-led Training

## Week 5 & 6

### 3. Building Alliances



9. Stakeholders of Risk
10. Communication Styles
11. Competing Interests
12. Resolving Conflict



#### Workshop 3 Building Alliances Instructor-led Training

## Week 7 & 8

### 4. Security Consulting



13. PULSE Methodology
14. Authority & Influence
15. Questioning Skills
16. Negotiation Skills



#### Workshop 4 Security Consulting Instructor-led Training

## Week 9 & 10

### 5. Mitigating Risk



17. Characterising Risk
18. Mitigation Plans
19. Ownership of Risk
20. Communicating Risk



#### Workshop 5 Mitigating Risk Instructor-led Training

## Week 11 & 12

### 6. Delivery & Execution



21. Growth Mindset
22. Removing Obstacles
23. Handling Push-Back
24. 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



## Profiling Risk

Master the art of identifying and communicating emerging threats & risk

### 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

### Analysing The Enterprise Environment

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 Threats & Identifying Risk

Teams assess the Starline threat landscape, craft threat scenarios and build a profile of the top enterprise risks: Each team then presents the risks to the board and must get approval to put forward a mitigation plan.

### Predicting Future Risk

Participants go to work applying the PACT scenario planning method to predict Starline's future risk landscape and develop a range of proactive and protective strategies.



## The Video Lessons

1 hour - remote

- Enterprise Environment**  
How to stay abreast of critical factors influencing change in the enterprise environment
- Threat Scenarios**  
How to construct threat scenarios and communicate them clearly to key stakeholders.
- Business Risk Identification**  
How to pinpoint new risk to the business and escalate to key stakeholders
- Scenario Planning**  
How to anticipate future risk and build proactive and protective strategies

- 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



## Skills and Approaches

This course will teach you how to:

- Apply risk calculations across different environments for consistency
- Simplify complex risk methodologies and focus on outcomes
- Assess risk in terms of strategic priority and risk appetite
- Assess different types of risk – technical, operational human and more
- Assess business impact properly through collaboration



## Business Impact

Calculate impact in business terms and make 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

### The Pitfalls of Risk Assessment

Teams assess the risk landscape of **Orbital Healthcare – A private health company**. Armed with a patchy level of intel, teams are each given a critical business environment to assess, tasked with identifying the priority threats, vulnerabilities and potential business impact.

### Business Impact Meeting

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

### Weighing Up The Risk

Following a successful round of risk assessments, the security teams present their risk analysis to the Board and seek approval for additional resources and urgent action.



## The Video Lessons

1 hour - remote

- Risk Assessment**  
How to maximise the accuracy and business relevance of risk assessments
- The Psychology of Risk**  
How to interpret reactions to risk and remove cognitive biases
- The TVI Risk Equation**  
How to calculate risk, evaluate threats, identify 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 Risk**  
How to plan your interactions with critical stakeholders and maximise trust
- Translating Risk**  
How to communicate security risk in a language the business understands
- Competing Interests**  
How to understand the positions and interests of stakeholders and get security on agenda
- Why stakeholders push-back**  
How to understand and remove stakeholder barriers



## Building Alliances

From pushback to partnership.  
Get security on the business agenda



## The Workshop

1 Day - Microsoft Teams Virtual

### Who's Riding On It?

Teams study the fictional stakeholder network of **Zeus Media Corporation – A global news group**. Amidst 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



## The Video Lessons

1 hour - remote

1

### 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

2

### Shared Ownership Of Risk

How to achieve balance of power in security discussions and make security owned and shared



## Security Consulting

Move from Enforcer to Influencer.  
Make Security a Shared Responsibility



## The Workshop

1 Day - Microsoft Teams Virtual

### Jim's Car Crash

Practitioners observe and dissect a security meeting between Jim and Klaus from **Zeus Media**. Jim is unprepared, and Klaus finds his patience wearing thin! The session (played by actors) enables practitioners to learn where authority is won and lost in security meetings.

### Putting PULSE into Action

Participants practice skills across each stage of the PULSE Consulting methodology, including classic Socratic questioning skills, conditioning, balance of power and problem-solving.

### Driving Ownership

Participants learn the principles of negotiation and take part in resolving three powerful scenarios: 1. "When Yes Means Know" (low business ownership), "It's Not Our Risk" (IT pushback) and "You Don't Run Our Show" (3rd Party vendor risk).

## 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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# 5. Mitigating Risk

Risk mitigation fails when leaders don't see 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 ways that make 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

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

### 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

### Characterising Risk Through Storytelling

Teams explore how to share case studies through powerful storytelling. The session explores the psychology of the pain principle and how to put across a disruptive message that persuades executive leaders to act.

### Disrupter and Challenger Mindset

Participants are given a range of critical risks facing our three fictional companies. Each team makes a case for security investment to mitigate some critical risks.

### The Closing Argument – Presenting a Risk Management Plan

Teams presents a risk remediation plan incorporating required investment and resource. Actors play the part of the executive leadership team, who question the strategy while the teams must gain approval.



## The Video Lessons

1 hour - remote

- Creating Urgency**  
How to create disruption and convey risk through storytelling to create urgency
- Risk Reduction**  
How to construct a risk reduction strategy with blended controls and a clear business benefit
- Security Business Case**  
How to present a compelling case for risk mitigation as an enabler not cost
- Driving Action**  
Collaborating with key stakeholders to determine business impact

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

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# 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
- Apply design thinking principles to create stronger solutions
- Develop strategies to manage security constraints
- Learn a growth mindset and overcome apathy toward security
- Assess business impact properly through collaboration



## The Video Lessons

1 hour - remote

- Security Growth Mindset**  
How to overcome negative mindsets and barriers toward security
- Removing Obstacles**  
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 stronger more sustainable security using EDIPT

Empathise | Define | Ideate  
Prototype | Test



## Delivery & Execution

Strive for operational excellence through continuous improvement



## The Workshop

1 Day - Microsoft Teams Virtual

### The Delivery Challenge

Each team is given a 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.

### 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.

### Final Reflections

Teams reflect on the GRC-X Learning Journey and review their key take-aways and personal successes.

## 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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# 2025 Schedule

## Spring

### Turing Cohort



**Profiling Risk** - Tuesday 15 April  
**Calculating Risk** - Friday 2 May  
**Building Alliances** - Tuesday 13 May  
**Security Consulting** - Thursday 22 May  
**Mitigating Risk** - Tuesday 3 June  
**Delivery & Execution** - Thursday 12 June

### Einstein Cohort



**Profiling Risk** - Tuesday 22 April  
**Calculating Risk** - Wednesday 7 May  
**Building Alliances** - Thursday 16 May  
**Security Consulting** - Friday 23 May  
**Mitigating Risk** - Wednesday 4 June  
**Delivery & Execution** - Friday 13 June

## Summer

### Tesla Cohort



**Profiling Risk** - Thursday 5 June  
**Calculating Risk** - Wednesday 18 June  
**Building Alliances** - Tuesday 1 July  
**Security Consulting** - Thursday 10 July  
**Mitigating Risk** - Tuesday 22 July  
**Delivery & Execution** - Tuesday 29 July

### Edison Cohort



**Profiling Risk** - Friday 6 June  
**Calculating Risk** - Friday 20 June  
**Building Alliances** - Wednesday 2 July  
**Security Consulting** - Friday 11 July  
**Mitigating Risk** - Wednesday 23 July  
**Delivery & Execution** - Wednesday 30 July

## Autumn

### Feynman Cohort



**Profiling Risk** - Thursday 18 September  
**Calculating Risk** - Tuesday 30 September  
**Building Alliances** - Tuesday 14 October  
**Security Consulting** - Thursday 28 October  
**Mitigating Risk** - Wednesday 12 November  
**Delivery & Execution** - Tuesday 25 November

### Berners-Lee Cohort



**Profiling Risk** - Friday 19 September  
**Calculating Risk** - Wednesday 1 October  
**Building Alliances** - Wednesday 15 October  
**Security Consulting** - Wednesday 29 October  
**Mitigating Risk** - Friday 14 November  
**Delivery & Execution** - Wednesday 27 November

# 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](http://www.grc-x.com/enrol)

# Contact



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



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