

SURF



Beyond the e-learning: Towards a more sustainable approach to cybersecurity awareness

Rosanne Pouw, SURF

2 June, 2026

| About me

Rosanne Pouw MSc, MPIM, MBA, CISM, CISSP, CIPM

- Social and Organisational Psychology
- Public Information Management
- Business Administration

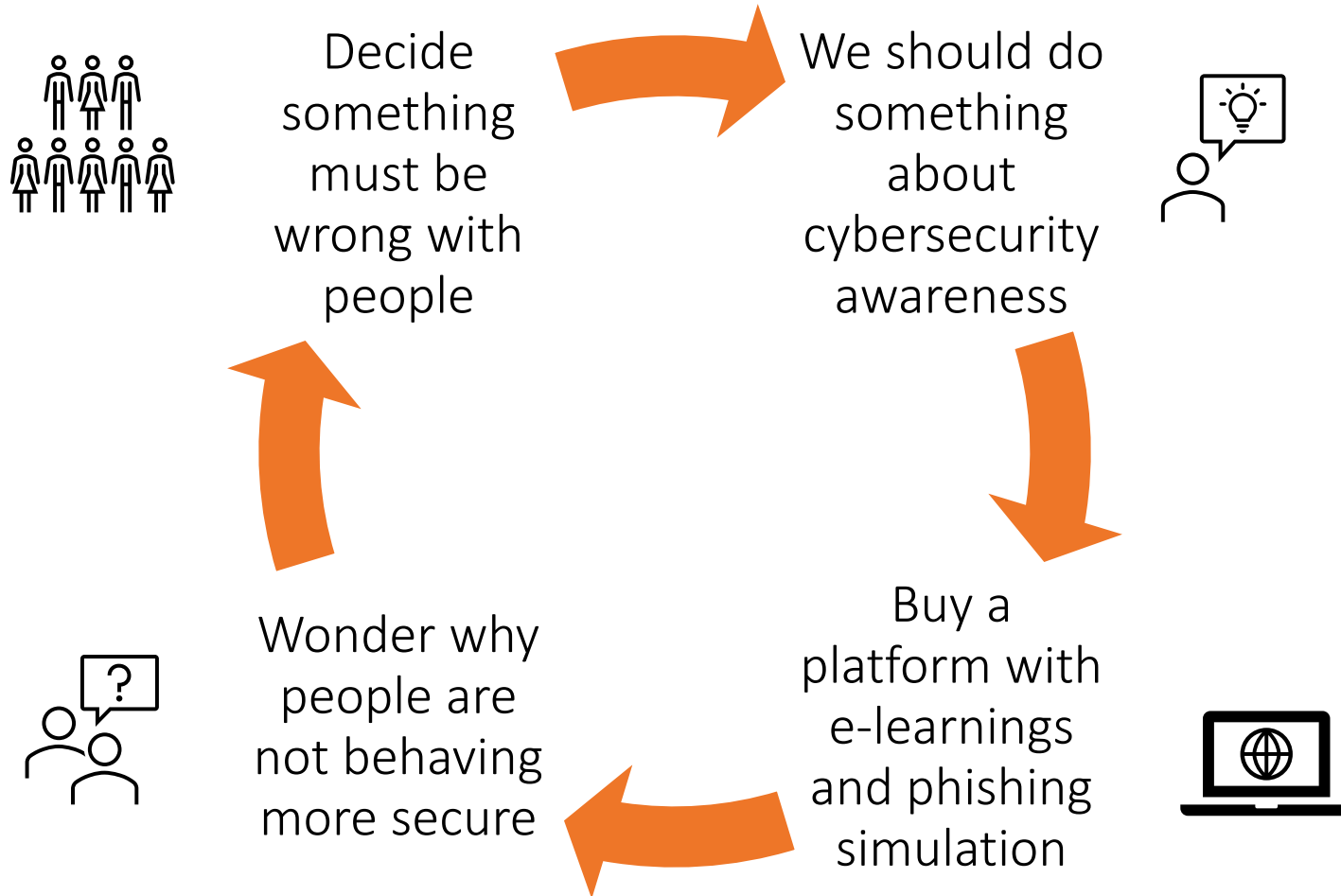
12 years - Security Officer & Privacy Officer

3 years - Product Manager Awareness & Training – SURF

SURF: the Dutch National Research & Education Network



| The cycle we need to break



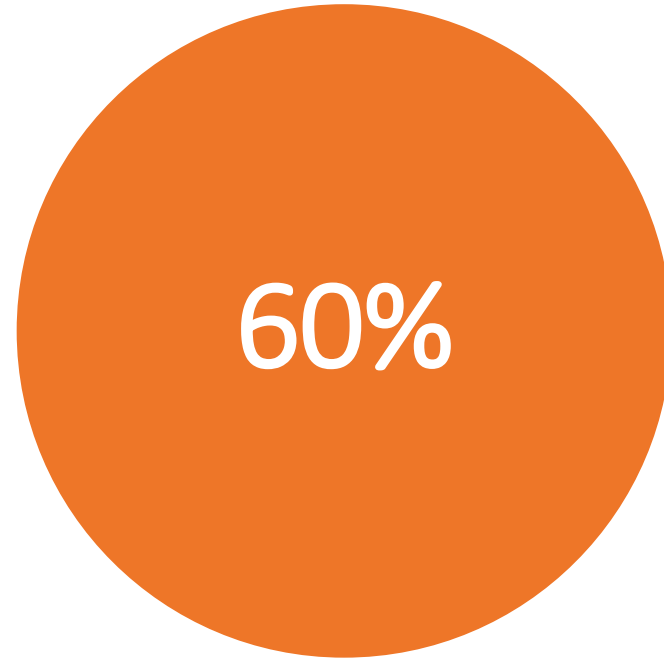
| Today's goal

To give you concrete steps to help you break this cycle

Create a sustainable and effective approach for cybersecurity awareness



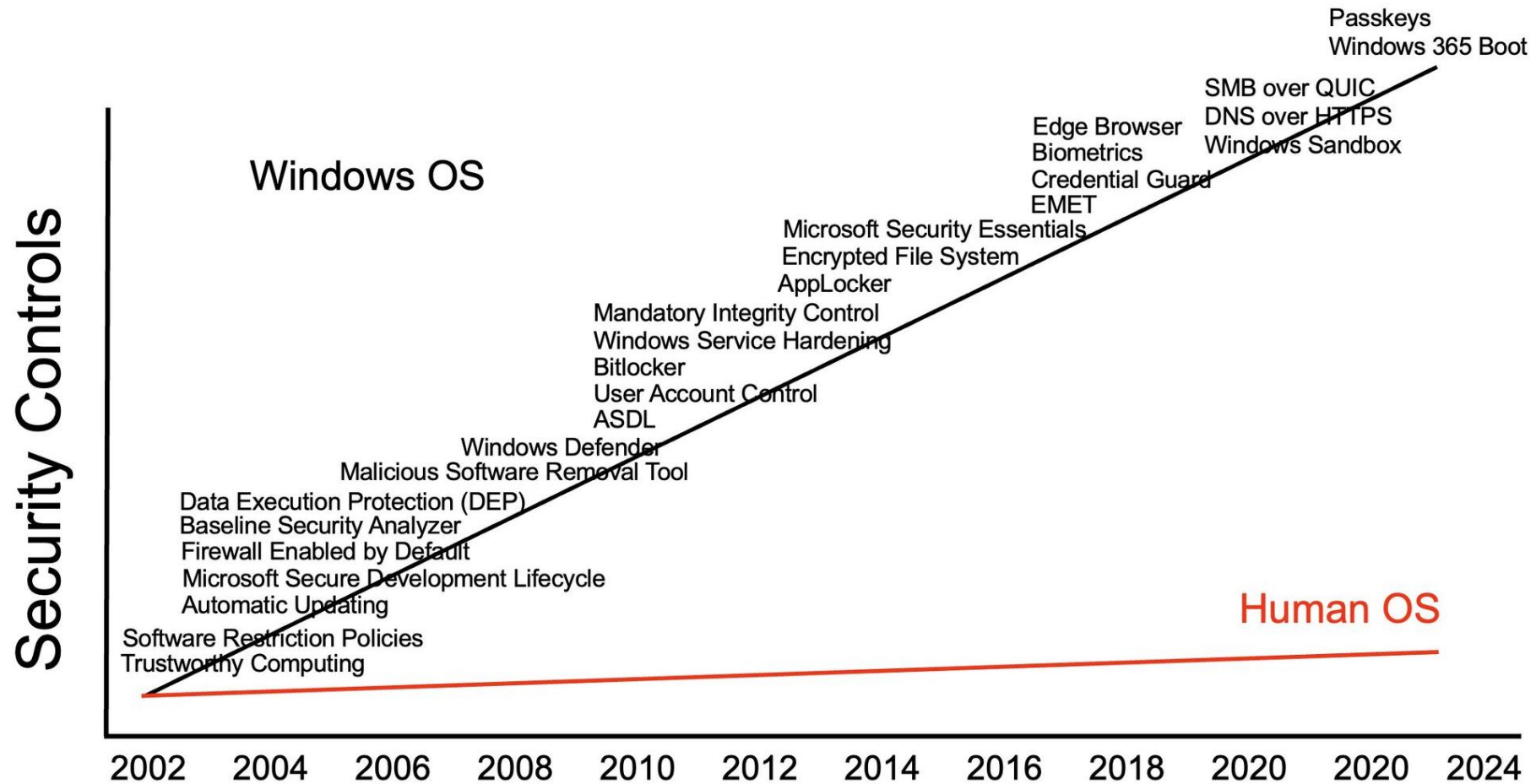
| Security incidents and people



People are involved in **60%** of all breaches

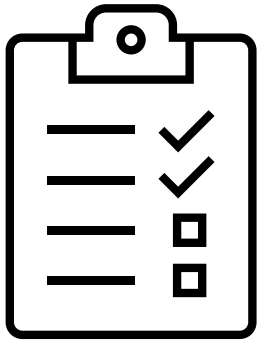
- Verizon Data Breach Investigation 2025

| Why are humans a target?

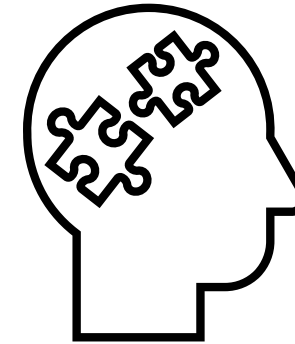


Source: Lance Spitzner, SANS

| From compliance to behavioural change



Compliance
Accountability
Proof
Top-down



Behavioural change
Visible change
Resilience
Bottom-up

Examples of compliance based awareness

SURF

| Phishing simulations

Phishing simulations give insight in:

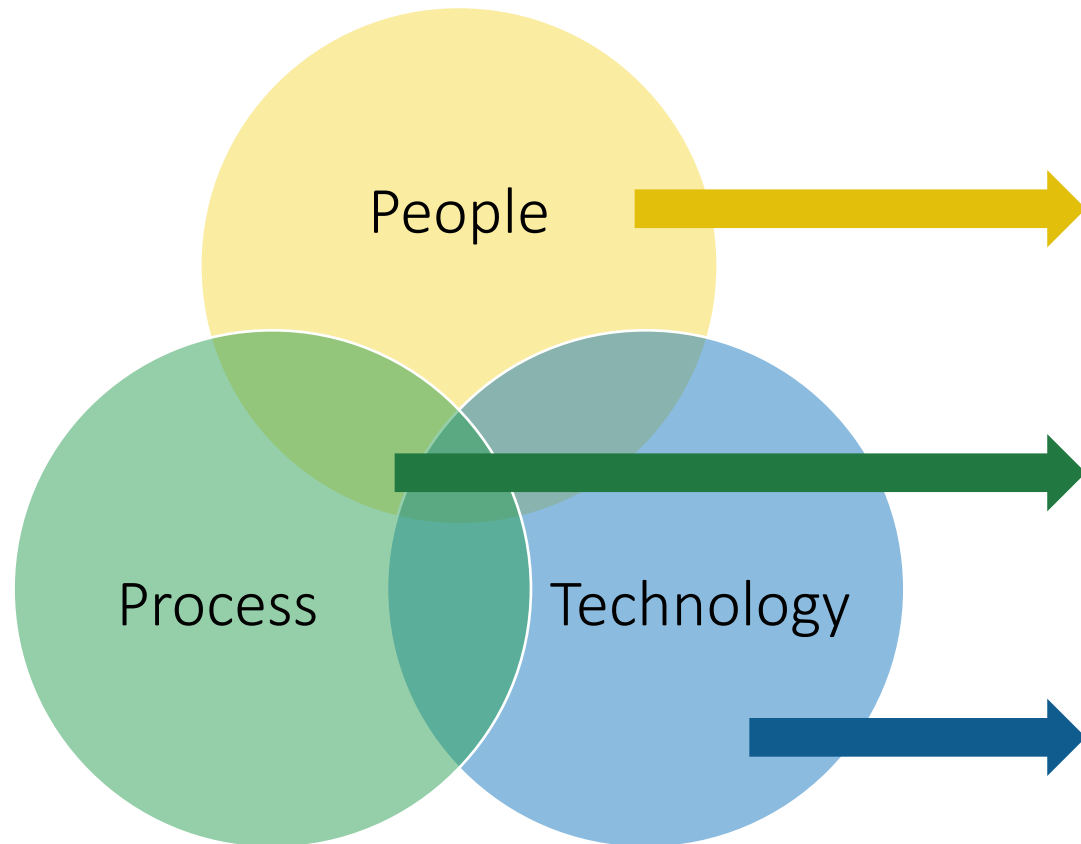
- how many people click your phishingmail
- How many people report your phishingmail

They don't offer an insight or explanation why people ignore, click or report

A balanced awareness program can contain phishingsimulation as one of the tools



| People, Process, Technology



Risk: phishing

User training & Email reporting

Incident management & Reporting processes

Employ anti-spoofing measures (Including DKIM, SPF, DMARC)

Full phishing treatment plan:
<https://www.ncsc.gov.uk/guidance/phishing>

CYBER SAFETY: ONLINE SAFETY AND PRIVACY

Home Cyber safety

+ Cybersafety

+ Privacy: personal data

News

+ How to protect yourself

+ Recognizing incidents

Report an incident

+ Responsible disclosure

Contact



| Mandatory training

Gives insight in percentage of employees that finished a training

Measures knowledge (quiz or test)

But does it change the behaviour of employees?

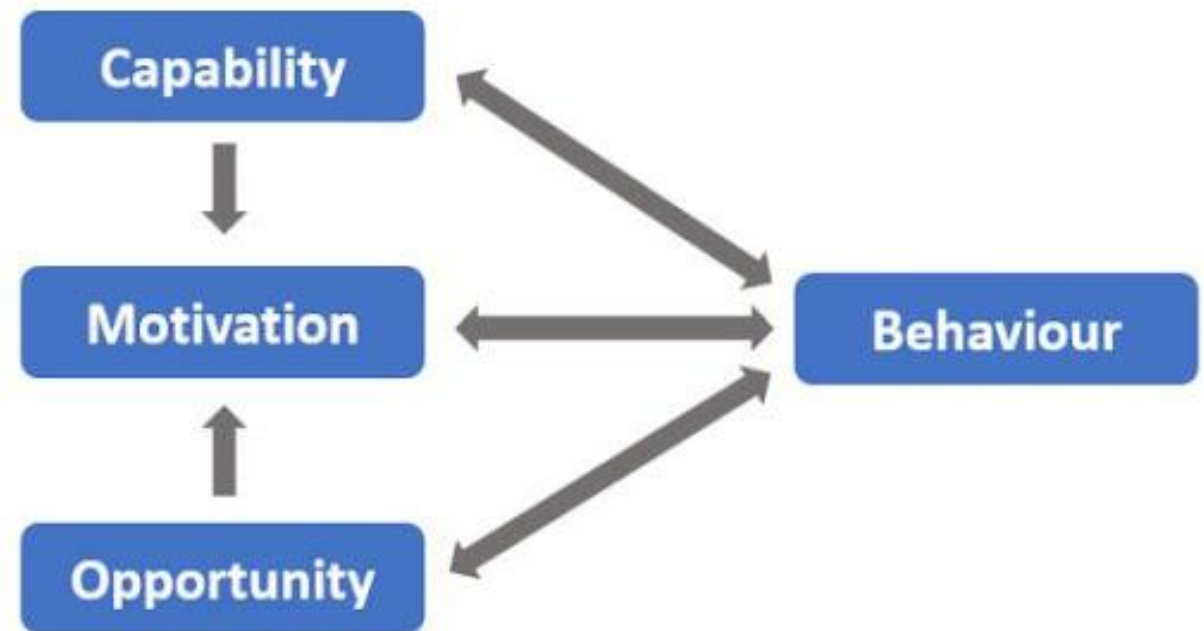


COM-B model

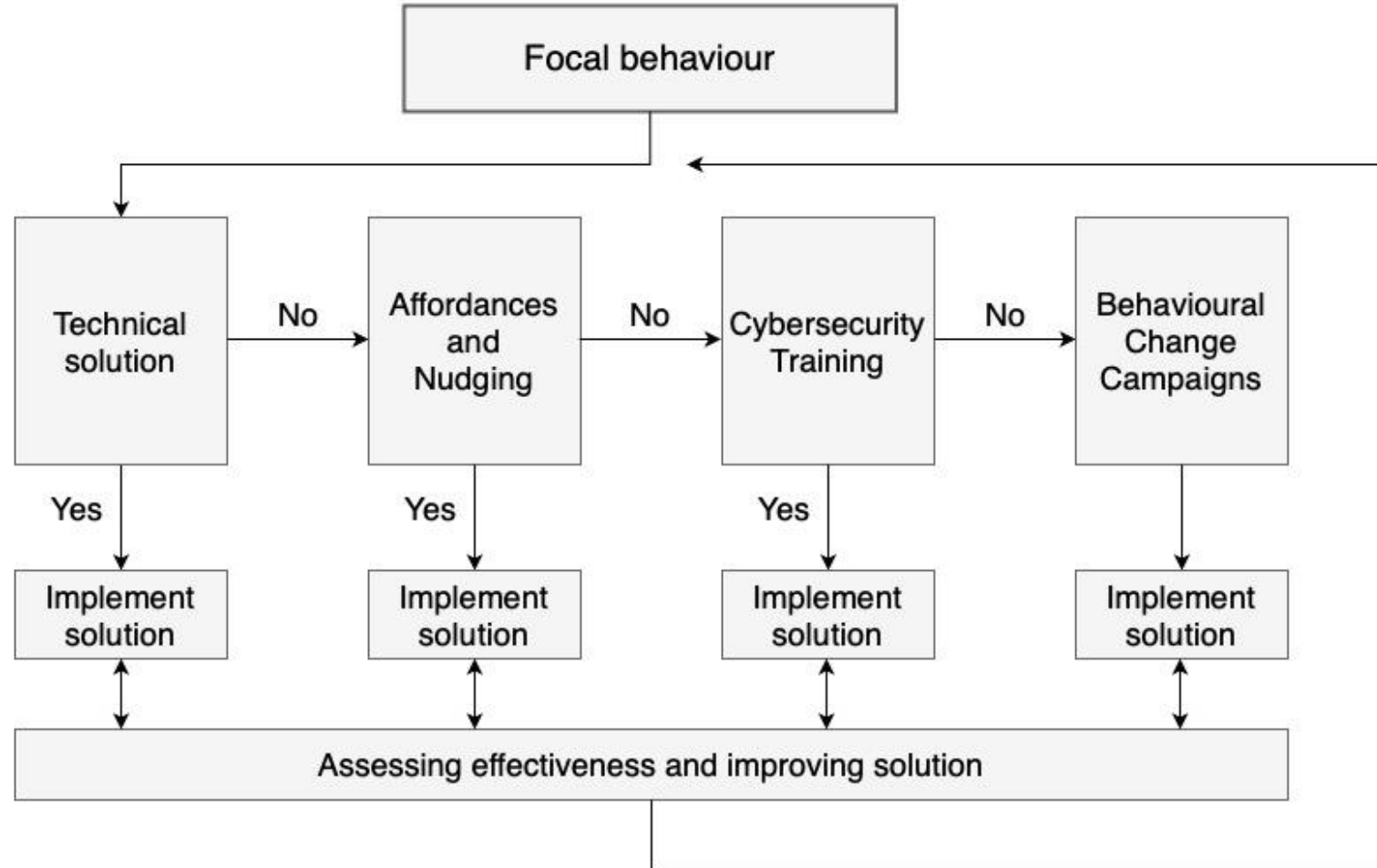
Is the person capable ? Did they receive training and possess the knowledge and skills to recognize phishing mail?

Is the person motivated? Do they believe it is important and useful to report phishing mail?

Does the person have an environment that supports this behaviour? Is reporting phishing mail appreciated? Is it easy to report a phishing mail with a button?



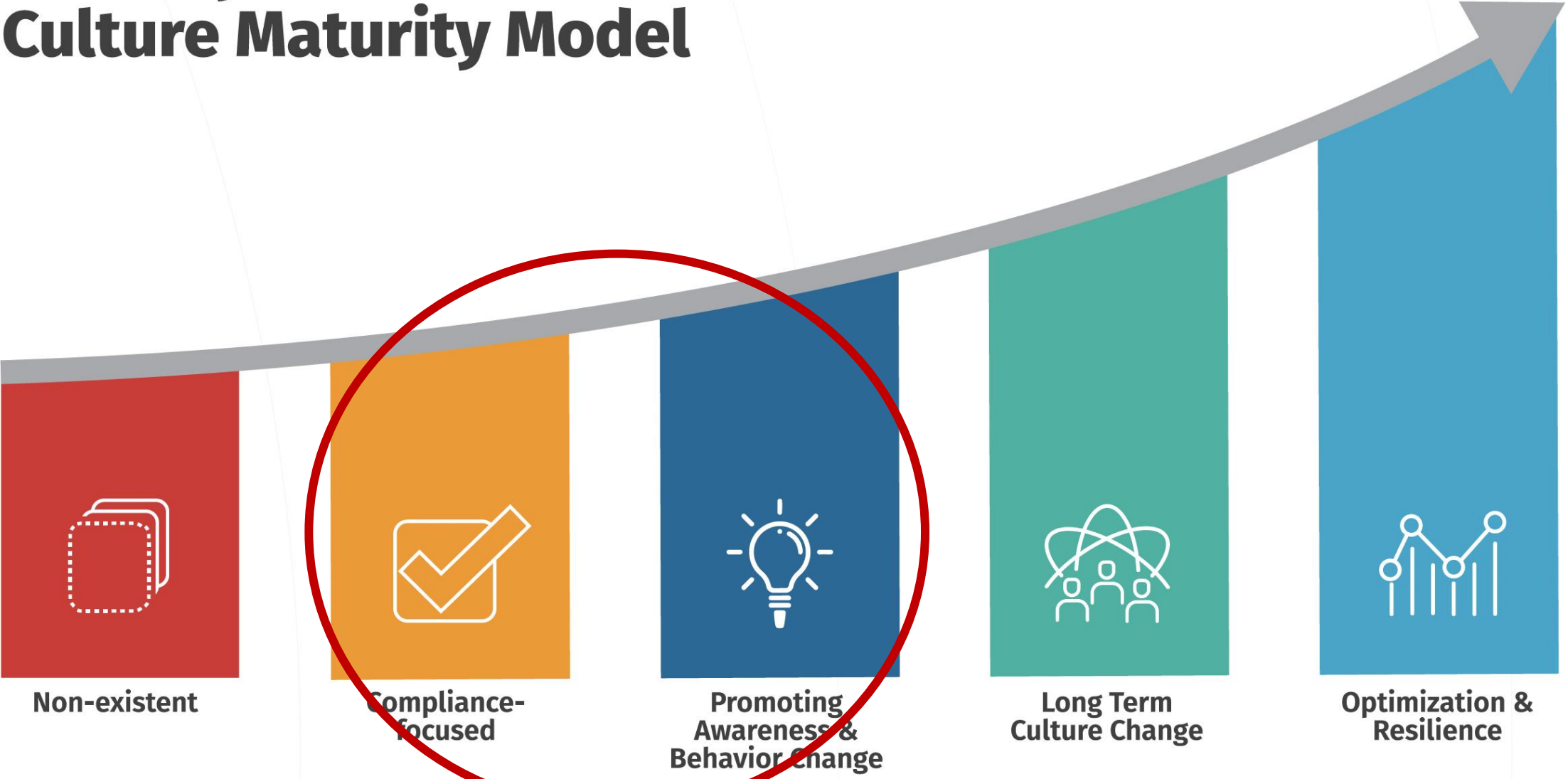
Changing behaviour through training



Now what?



Security Awareness & Culture Maturity Model



| Awareness as a process

Awareness is not a quick fix

Start looking at cybersecurity awareness as a process

A cycle that helps you change behaviour



What are your risks?

What behaviour do you want to change?

People, Process, Technology
Behaviour change model

RISK MANAGEMENT
& BEHAVIOUR



PROGRAMME
PLAN



AWARENESS



EVALUATE
& REPORT



INFORM
& TRAIN

Create a cohesive programme

Commitment from the board
Manage stakeholders

Support from other departments

Evaluate your whole program

SANS Awareness Maturity Model

What would you change in the next cycle?

Involve educational expert

Use tools that support your programme plan

Measure effectiveness
Evaluate activities

Concrete tips

Think outside the (cybersecurity) box: multi-disciplinary approach

Don't know where to start? Start with risk management!

You need everyone inside your organisation to contribute

Use recent insights from scientific research to improve your program

Small steps lead to big changes



| Want to read more?

[Find more info on the structured approach for awareness in the GÉANT Wiki](#)

[GÉANT Article: Inside PDCA: a practical framework for sustainable cybersecurity awareness](#)





Thank you for
your attention!

✉ Rosanne.pouw@surf.nl

SURF