

CISO Talking Points To Present To The Board

Increasing cyber insurance premiums, tightening regulations and the devastating impact that cyber attacks and data breaches can have means that cybersecurity is moving from the back office to the boardroom. Now more than ever, CISOs are increasingly important in C-level and boardroom meetings and they are now expected to articulate their organization's security and technology strategy, provide regular updates and make critical recommendations.

Presenting this information in a concise, engaging way to leadership teams that might not be the most tech-savvy can be tricky.

Here are 11 talking points to consider when presenting to C-level executives and boards of directors:

- Position yourself as a thought leader on technology. Be able to articulate how technology can be used to make your business more vibrant, competitive and successful.
- Speak to how your technology initiatives are helping the company achieve its revenue goals.
- Discuss how your security measures are helping to establish a brand reputation for the company as secure and tech enabled.
- Highlight the offensive benefits of your technology initiatives, such as how they are helping to personalize the customer experience and drive revenue. Do not only focus on the defensive stance, such as fending off / mitigating a cyber security incident.
- Talk about the benefits of your risk mitigation strategies, such as how they are helping to prevent ransomware attacks.
- Explain how you are collaborating with all business units to ensure that your technology initiatives are meeting the needs of the company.
- Provide specific examples of how your technology initiatives are driving efficiency and saving money. Boards want to know how and what specific value you have extracted from previous investments.
- Discuss how your technology initiatives are helping to differentiate the company and create value for the brand.
- Touch on key tech themes that are important to the board, such as security, ransomware, AI, machine learning and analytics.
- Be prepared to talk about generative AI and how it is being used to drive innovation in your industry.
- Lastly, use clear and concise language. Leadership and board of directors don't have the time or patience to wade through jargon and technical terms.

By focusing on these key areas, you can provide C-level leadership and the board of directors with the information needed to make thoughtful decisions about the company's technology strategy. It also accurately conveys the ROI you and your team are delivering across all facets of the company, not just in the back office.

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