

# ONE PRACTITIONER, FULL TRANSLATION

## A · SEED: THE THREAT IN ONE SENTENCE

Who, what, how. From a game, an exercise, a real incident, or a finding (use the Attack-Chain Worksheet if you start from a vulnerability).

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## B · COMMIT: MY READ, PRIVATE, 90 SECONDS

Likelihood 1-5 and Impact T1-T5 (ladders on the back; your Target importance sets the base tier, then the four shift questions, one bump max). If the timer ends, write what you have.

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## C · STEELMAN: THE CFO'S OBJECTION, WRITTEN FULLY

If you cannot write a real objection, your read needs more work before any actual meeting.

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## D · ARTICULATE: THE TWO-MINUTE JARGON-FREE SENTENCE

To someone who runs a business, not a SOC. Write it, then circle every acronym and technology name: each circle fails gate check 4.

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## E · BOARDROOM: DRAW ONE CARD BLIND, ANSWER IN WRITING

No team, no rephrase. Cannot answer? Note what you need to find out, and from whom, before the real conversation.

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## F · RECORD: THE BOARD BRIEF ROW

Asset (value 1-10) · Threat actor · Likelihood · Impact (band/money) · Control + framework tag · Residual · What we tell the board.

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# LADDERS AND THE GATE

## LIKELIHOOD LADDER (ACTOR STRENGTH)

|        |            |            |          |                  |
|--------|------------|------------|----------|------------------|
| 1 RARE | 2 UNLIKELY | 3 POSSIBLE | 4 LIKELY | 5 ALMOST CERTAIN |
|--------|------------|------------|----------|------------------|

## IMPACT TIER (FROM TARGET IMPORTANCE 1-10; 1 UNIT = 10K, ADJUST TO YOUR ORG)

| TARGET VALUE | TIER        | BAND (UNITS) |
|--------------|-------------|--------------|
| 1-2          | T1 Minor    | 1 to 5       |
| 3-4          | T2 Moderate | 5 to 25      |
| 5-6          | T3 Serious  | 25 to 100    |
| 7-8          | T4 Severe   | 100 to 500   |
| 9-10         | T5 Critical | 500 to 2,500 |

## SHIFT QUESTIONS (ONE BUMP PER ROW, TOTAL)

Is regulated or personal data involved?

Would the business act on the corrupted data before anyone noticed?

Revenue- or safety-critical? Read the band as cost per hour down, times duration.

Does this harm a person, not just a balance sheet?

## THE BOARD-READY GATE • SCORE YOUR ROW

1. The asset is named as a business thing, not a hostname.
2. The impact is a number with a unit and a band.
3. There is an ask with a price attached.
4. Zero circles in step D (no unexplained acronyms or technology names).
5. The row ends in a decision an exec can say yes or no to.

**5/5: walk in.** 3-4: one more pass at C, then rewrite D. 2 or less: the read is not ready. You found out now, not in the meeting. That is the tool working.