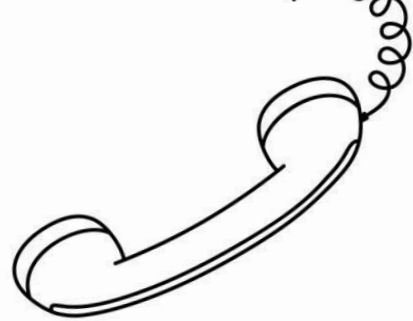




You Had Me at “Hello”: How Social Engineers Win



@soundsvishy



/in/maria-teresa-pereira



@starmtp_

Whoami

- Threat Intelligence
- Secured 8th place on DEF CON 33 Vishing Competition
- OWASP Leiria Founder & Co-Leader
- Creator of @soundsvishy
- APIsec University Ambassador & Course Creator
- Speaker @ Apidays Paris & London, OWASP Porto & Lisboa Meetups, Geek Girls Portugal Conference 2024, IT Security Conference Lisboa 2025, RootedPT, APISEC|CON 2025 & 2026, ...
- Creator of "Vulnerability Chaining" TryHackMe room
- Women in Security and Privacy (WISP) Volunteer
- Previous Experience: Senior IT Advisor/Pentester @ KPMG Portugal



What is Social Engineering?

influencing

- The **art of ~~manipulating~~** someone to give you **access to something** or **perform an action, that may or may not be** in their best interest



- Sensitive data/PII/IP
- Application or System
- Restricted Area/Room

Secret ingredient: Trust

Social Engineering

Phishing

Vishing

Smishing

Quishing

Tailgating

Piggybacking

DeepFakes

(...)

Some statistics

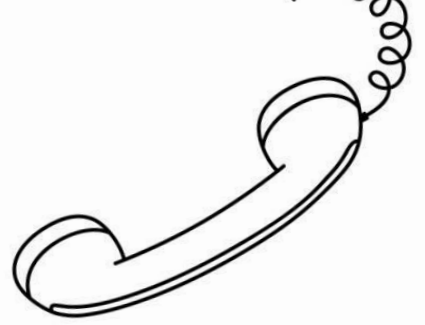
Fronts of Attack	Percentage of Cases
Endpoints	72%
Human	65%
Identity	63%
Network	58%
Email	28%
Cloud	27%
Application	21%
SecOps	14%
Database	1%

Ref: <https://www.paloaltonetworks.com/engage/unit42-2025-global-incident-response-report>

What is OSINT?

- **Finding information online**, using **open-source tools**, about a person, group of people or organization.
- **SOCMINT** (LinkedIn, Twitter, Facebook, Instagram, etc)
- **Google Dorking**
- Other **OSINT Tools**





**What techniques are
used in Vishing calls?**



Social Proof



**“Correct me if I
am wrong”**

**Just ask
for it!**

ASK ALL THE QUESTIONS!



Elicitation

* (use of statements)



**“Can you
help me?”**



“Let me help you”

Liking

Authority



Urgency

How to defend yourself from Vishing?

- Learn to doubt
 - Always confirm
 - Security Awareness Training
 - Follow @soundsvishy!
-
- Enable “Ask Reason for Calling” on iOS 26



Thank you!



@soundsvishy



/in/maria-teresa-pereira



@starmtp_



"Brain Hack" article (in PT)