

# Security Management Consulting

Michael Silva

*Effective Security Management* Charles A. Sennewald, Curtis Baillie, 2020-01-17 *Effective Security Management*, Seventh Edition teaches practicing security professionals how to build their careers by mastering the fundamentals of good management. Charles Sennewald and Curtis Baillie bring common sense, wisdom and humor to this bestselling introduction to security management. For both new and experienced security managers, this resource is the classic book on the topic. Provides a new chapter on problem-solving, a critical skillset for effective security management Includes expanded coverage of international topics, cases and examples Features contributions from leading security experts

*Security Design Consulting* Brian Gouin, 2007-05-02 A crucial reference for the practicing or aspiring design consultant, *Security Design Consulting* brings you step by step through the process of becoming a security consultant, describing how to start the business, market services, write proposals, determine fees, and write a report. Specific elements of assessment, design and project management services as well as acquiring product and industry knowledge are all covered in detail. Concentrating on client-focused marketing and sales strategies as well as the crucial elements of preparing, running, and succeeding at the security consulting business, *Security Design Consulting* gives the reader a working knowledge of all the steps necessary to be a successful security design consultant and a smarter business owner. Security directors, architects and security management consultants will also find this reference invaluable in understanding the security design consultant's important and growing role in an overall security program. \* Focuses on consulting in security design, not security

management \* Provides sample service agreements, specifications, and reports to use as models \* Emphasizes the highest technical and ethical standards for this increasingly crucial profession

**Security Consulting** Charles A. Sennewald, 2012-12-31 Since 9/11, business and industry has paid close attention to security within their own organizations. In fact, at no other time in modern history has business and industry been more concerned with security issues. A new concern for security measures to combat potential terrorism, sabotage, theft and disruption -- which could bring any business to it's knees -- has swept the nation. This has opened up a huge opportunity for private investigators and security professionals as consultants. Many retiring law enforcement and security management professionals look to enter the private security consulting market. Security consulting often involves conducting in-depth security surveys so businesses will know exactly where security holes are present and where they need improvement to limit their exposure to various threats. The fourth edition of Security Consulting introduces security and law enforcement professionals to the career and business of security consulting. It provides new and potential consultants with the practical guidelines needed to start up and maintain a successful independent practice. Updated and expanded information is included on marketing, fees and expenses, forensic consulting, the use of computers, and the need for professional growth. Useful sample forms have been updated in addition to new promotion opportunities and keys to conducting research on the Web. The only book of its kind dedicated to beginning a security consulting practice from the ground-up Proven, practical methods to establish and run a security consulting business New chapters dedicated to advice for new consultants, information security consulting, and

utilizing the power of the Internet The most up-to-date best practices from the IAPSC

**Becoming an Independent Security Consultant** Michael Silva, 2016-05-15 The demand for security consulting services is at an all-time high. Organizations of all types face unprecedented challenges in dealing with workplace violence, internal and external theft, robbery and crimes of all varieties. These organizations need help in dealing with these challenges, and are reaching out to independent security consultants to assist them. Operating an independent security consulting practice can be a profitable and rewarding business for those with the right skills. Many people retiring from law enforcement, military, or security careers would like to enter the security consulting profession, but don't know how. These people have extensive skills in security and loss prevention, but don't know how to translate these skills into a successful security consulting practice. While they have some idea about the type of services that they would like to provide, they have no idea of how to go about selling these services, what to charge for them, or how to run a profitable security consulting business. It is for these people that this book was written. Within this book, Michael A. Silva, an independent security consultant with over thirty years of experience, provides practical how-to advice on how to start and run a successful security consulting practice. Pulling no punches, Michael tells what it takes to be a successful security consultant, and explains why so many new security consultants fail within the first eighteen months. Chapters in this book include: Chapter 1 - What is an Independent Security Consultant? Chapter 2 - A Week in the Life of a Security Consultant Chapter 3 - The Skills needed to be Successful Chapter 4 - Planning Your Consulting Practice Chapter 5 - Determining What and How to

Charge Chapter 6 - Selling Security Consulting Services Chapter 7 - Proposal Writing for the Security Consultant Chapter 8 - Selling to Government Agencies Chapter 9 - Selling to Architects and Engineers Chapter 10 - Security Consulting Services That Sell Chapter 11 - Creating a Business Plan Chapter 12 - Taking the Plunge Chapter 13 - Taking Your Practice to the Next Level Chapter 14 - Continuing Education Chapter 15 - Avoiding Pitfalls and Common Mistakes This book is crammed with practical tips based on the actual day-to-day experiences of a working security consultant. Within this book, Michael tells you what works - and more importantly, what doesn't work. This book is specifically written for the person starting a one-person security consulting practice, and answers questions such as: - What types of skills do I need to be successful? - What types of licenses and certifications do I need? - What should I name my business? - Do I need a website? - What types of insurance do I need? - Should I rent an office, or work out of my home? - How much should I charge? - How do I sell my services and get consulting jobs? - How do I write a proposal? - What consulting services should I offer? - How much money do I need to get started? - What steps should I take before I quit my present job? - Can I start my consulting practice part-time while I'm still working? - How do I grow my practice and take it to the next level? - What are some common mistakes made by new consultants and how can I avoid them? About The Author Michael A. Silva is an independent security consultant that has over forty years of security industry experience. Michael founded Silva Consultants, his independent security consulting and design firm, in 1985. In late 2001, Michael suspended the operations of Silva Consultants to accept a position with Kroll, the world's largest security and risk consulting company. From 2001 to 2006, he managed Kroll's security consulting

and engineering practice in Seattle, and was responsible for projects throughout Washington, Oregon, California, and Nevada. In 2007, Michael resigned his position with Kroll and resumed the operations of Silva Consultants.

*Introduction to Security Consulting* William F. Blake, 2019-08-29 Today's business owner is facing a new set of challenges to provide for a safe and secure business environment. But the prudent business owner has only to look to the professional security consultant for assistance in developing strategies to achieve that goal. This unique book provides the private investigator with the information to become a proactive partner with the business owner in enhancing the safety and security within the business. The text includes information pertaining to the legal ramifications of negligent security claims; how to ensure employees are whom they claim to be; optimum utilization of security personnel and electronic security devices and systems; development of relevant security-related policies and procedures; and supervision and management controls. The book's 34 chapters are written in a very clear and concise style and include such topics as: elements of premises liability and negligent security, inadequate security, adequate background investigations, qualifications of a security force, warehouse and cargo security, successful business marketing, armed or unarmed status, separating high-risk employees, workplace violence programs, officer training, preventing internal theft and fraud, employing subcontractors, home and personal safety, guard post orders, parking lot lighting, home security weaknesses, preparation for litigation, crisis management guidelines, convenience store security, protecting human assets, and developing a business safety and security plan.

**Risk and Security Management** Michael Blyth, 2015-05-14 Learn to measure risk and develop a plan to protect employees and company interests by applying the advice and tools in Risk and Security Management: Protecting People and Sites Worldwide. In a world concerned with global terrorism, instability of emerging markets, and hazardous commercial operations, this book shines as a relevant and timely text with a plan you can easily apply to your organization. Find a series of strategic to granular level policies, systems, and concepts which identify and address risk, enabling business to occur in a manner which best protects you and your company.

**Global Security Consulting: How to Build a Thriving International Practice** Luke Bencie, 2018-07-27 Every year, thousands of highly qualified individuals from the intelligence community, the military and law enforcement - as well as related areas of government and private industry - look to strike out on their own. The excitement and the prospect of making it big leads many to choose the fastpaced and potentially lucrative field of global security consulting. Some go on to live the dream. Most do not. The vast majority of new businesses, consultants included, fail to make it even through their first year. The reasons are myriad, but the trends are visible - the most frequent cause of failure is being unprepared to meet the difficult and sometimes dangerous challenges of this highly specialized market. Luke Bencie is one of the many global security consultants who struck out on his own and one of the few who has succeeded - at lightning speed. Bencie has traveled to 120 countries and has been an adviser and confidant to multinational corporations, governments, militaries - even royalty. His success did not come without obstacles. Yet, as a friend to many in the security industry, an adherent to the philosophy of paying it forward, and a firm believer in the

promise of global security consulting, Bencie has decided to share his experiences and expertise to help newcomers navigate this increasingly crowded field. Global Security Consulting, his second book, has been lauded as a font of information and insight, an invaluable guide for avoiding the pitfalls that can wreck any business, particularly ones that deal with potentially lethal adversaries. Frequently dead serious, occasionally lighthearted and always clear-headed, Global Security Consulting promises to become a standard reference for consultants worldwide - a blueprint for those with the skills, determination and raw courage to succeed in one of the 21st century's true growth industries. Read it, and be prepared.

**Security Convergence** Dave Tyson, 2011-04-08 Security Convergence describes the movement in business to combine the roles of physical security and security management with network computer security measures within an organization. This is the first book to discuss the subject of security convergence, providing real-world illustrations of implementation and the cost-saving benefits that result. Security Convergence discusses security management, electronic security solutions, and network security and the manner in which all of these interact. Combining security procedures and arriving at complete security solutions improves efficiency, greatly improves security, and saves companies money. Implementation of convergence principles has increased rapidly and the number of businesses moving to this model will continue to grow over the next few years. All security professionals, regardless of background, will find this a useful reference and a practical look at the benefits of convergence and a look to the future of how organizations and corporations will protect their assets. \* A high-level, manager's overview of the movement in corporations to combine the physical



and IT Security functions \* Details the challenges and benefits of convergence with an assessment of the future outlook for this growing industry trend \* Contains case examples that detail how convergence can be implemented to save money and improve efficiencies

CyRMSM David Martin, 2021-04-12 Is your enterprise's strategy for cybersecurity just crossing its fingers and hoping nothing bad ever happens? If so...you're not alone. Getting cybersecurity right is all too often an afterthought for Fortune 500 firms, bolted on and hopefully creating a secure environment. We all know this approach doesn't work, but what should a smart enterprise do to stay safe? Today, cybersecurity is no longer just a tech issue. In reality, it never was. It's a management issue, a leadership issue, a strategy issue: It's a must have right...a survival issue. Business leaders and IT managers alike need a new paradigm to work together and succeed. After years of distinguished work as a corporate executive, board member, author, consultant, and expert witness in the field of risk management and cybersecurity, David X Martin is THE pioneering thought leader in the new field of CyRMSM. Martin has created an entirely new paradigm that approaches security as a business problem and aligns it with business needs. He is the go-to guy on this vitally important issue. In this new book, Martin shares his experience and expertise to help you navigate today's dangerous cybersecurity terrain, and take proactive steps to prepare your company—and yourself—to survive, thrive, and keep your data (and your reputation) secure.

Enterprise Security Risk Management Kevin Peterson, 2018-01-01 Enterprise Security Risk Management: Developing an Effective Asset Protection Program shows how to think about the underlying risks organizations face and how they

connect to the threats and challenges in today's global environment. Security management in many organizations is often based on a reaction to the latest threat or a recent major loss. In contrast, this book advocates for an ongoing analytical and strategic process that responds to the ever changing risk environment, connecting practical applications to the real world challenges that all organizational and security professionals face daily. Offering a menu of strategies for success, Enterprise Security Risk Management provides the foundation with which both professionals and students can understand, build, and implement an effective asset protection program. Beginning with a conceptual overview of enterprise security risk management, the book explores the key tools that can be orchestrated into a comprehensive assets protection strategy. Covering applications and issues in a variety of organizational settings and industry sectors, the book draws a critical nexus between the security function and organizational management for any organization. Blends conceptual precepts with practical application, making it accessible for both real world and academic settings Illustrates key points using case studies Provides context with a Setting the Stage section at the start of each chapter Includes "Thought Exercises to challenge readers to identify how to they would respond to real-world scenarios Provides a Digging Deeper section with specific references and resources related to the topic in each chapter and section for further reading

*Strategic Security Management* Karim Vellani, 2006-11-27 Strategic Security Management supports data driven security that is measurable, quantifiable and practical. Written for security professionals and other professionals responsible for making security decisions as well as for security management and criminal justice students, this text provides a fresh perspective on the

risk assessment process. It also provides food for thought on protecting an organization's assets, giving decision makers the foundation needed to climb the next step up the corporate ladder. Strategic Security Management fills a definitive need for guidelines on security best practices. The book also explores the process of in-depth security analysis for decision making, and provides the reader with the framework needed to apply security concepts to specific scenarios. Advanced threat, vulnerability, and risk assessment techniques are presented as the basis for security strategies. These concepts are related back to establishing effective security programs, including program implementation, management, and evaluation. The book also covers metric-based security resource allocation of countermeasures, including security procedures, personnel, and electronic measures. Strategic Security Management contains contributions by many renowned security experts, such as Nick Vellani, Karl Langhorst, Brian Gouin, James Clark, Norman Bates, and Charles Sennewald. Provides clear direction on how to meet new business demands on the security professional Guides the security professional in using hard data to drive a security strategy, and follows through with the means to measure success of the program Covers threat assessment, vulnerability assessment, and risk assessment - and highlights the differences, advantages, and disadvantages of each

*The Art of Successful Security Management* Dennis R. Dalton, 1998 This is the first book to apply contemporary business theory & practices directly to asset protection management. It blends the ideas of noted management theorists and practitioners, and provides tips for the ultimate measure of success

**Developing a Comprehensive Security Program** Bob Hayes, Kathleen

Kotwica, Elizabeth Lancaster, 2014-02-14 Developing a Comprehensive Security Program answers the question common among security managers, What is a model security program, and how does our program compare to it? In this seven-minute Proven Practices presentation, narrator Elizabeth Lancaster outlines the baseline elements of a security program, which have been defined by experienced Security Executive Council members and research. This presentation is not sector-specific--meaning it's applicable for all organizations and industries. In addition to the baseline security program elements, Lancaster also discusses business-aligned program elements, program characteristics, a program maturity model, and the skills and knowledge the security department needs to possess. Developing a Comprehensive Security Program may be used as a benchmark for existing programs and to educate senior management. It also provides a general understanding of the security function as it currently exists. Developing a Comprehensive Security Program is a part of Elsevier's Security Executive Council Risk Management Portfolio, a collection of real world solutions and how-to guidelines that equip executives, practitioners, and educators with proven information for successful security and risk management programs. The seven-minute, visual PowerPoint presentation with audio narration format is excellent for group learning Information is drawn from the many years of collective knowledge and experience of the Security Executive Council community Identifies program characteristics and the knowledge areas and skills security leaders should possess

**The Security Consultant's Handbook** Richard Bingley, 2015-09-17 A compendium of essential information for the modern security entrepreneur and practitioner The modern security practitioner has shifted from a

predominantly protective site and assets manager to a leading contributor to overall organisational resilience. Accordingly, The Security Consultant's Handbook sets out a holistic overview of the essential core knowledge, emerging opportunities and approaches to corporate thinking that are increasingly demanded by employers and buyers in the security market. This book provides essential direction for those who want to succeed in security, either individually or as part of a team. It also aims to stimulate some fresh ideas and provide new market routes for security professionals who may feel that they are underappreciated and overexerted in traditional business domains. Product overview Distilling the author's fifteen years' experience as a security practitioner, and incorporating the results of some fifty interviews with leading security practitioners and a review of a wide range of supporting business literature, The Security Consultant's Handbook provides a wealth of knowledge for the modern security practitioner, covering: Entrepreneurial practice (including business intelligence, intellectual property rights, emerging markets, business funding and business networking) Management practice (including the security function's move from basement to boardroom, fitting security into the wider context of organisational resilience, security management leadership, adding value and professional proficiency) Legislation and regulation (including relevant UK and international laws such as the Human Rights Act 1998, the Data Protection Act 1998 and the Geneva Conventions) Private investigations (including surveillance techniques, tracing missing people, witness statements and evidence, and surveillance and the law) Information and cyber security (including why information needs protection, intelligence and espionage, cyber security threats, and mitigation approaches such as the ISO 27001

standard for information security management)Protective security (including risk assessment methods, person-focused threat assessments, protective security roles, piracy and firearms)Safer business travel (including government assistance, safety tips, responding to crime, kidnapping, protective approaches to travel security and corporate liability)Personal and organisational resilience (including workplace initiatives, crisis management, and international standards such as ISO 22320, ISO 22301 and PAS 200) Featuring case studies, checklists and helpful chapter summaries, The Security Consultant's Handbook aims to be a practical and enabling guide for security officers and contractors. Its purpose is to plug information gaps or provoke new ideas, and provide a real-world support tool for those who want to offer their clients safe, proportionate and value-driven security services. About the author Richard Bingley is a senior lecturer in security and organisational resilience at Buckinghamshire New University, and co-founder of CSARN, the popular business security advisory network. He has more than fifteen years' experience in a range of high-profile security and communications roles, including as a close protection operative at London's 2012 Olympics and in Russia for the 2014 Winter Olympic Games. He is a licensed close protection operative in the UK, and holds a postgraduate certificate in teaching and learning in higher education. Richard is the author of two previous books: Arms Trade: Just the Facts(2003) and Terrorism: Just the Facts (2004).

**Introduction to Security** Robert Fischer,Edward Halibozek,David Walters,2012-11-23 Introduction to Security has been the leading text on private security for over thirty years. Celebrated for its balanced and professional approach, this new edition gives future security professionals a

broad, solid base that prepares them to serve in a variety of positions. Security is a diverse and rapidly growing field that is immune to outsourcing. The author team as well as an outstanding group of subject-matter experts combine their knowledge and experience with a full package of materials geared to experiential learning. As a recommended title for security certifications, and an information source for the military, this is an essential reference for all security professionals. This timely revision expands on key topics and adds new material on important issues in the 21st century environment such as the importance of communication skills; the value of education; internet-related security risks; changing business paradigms; and brand protection. New sections on terrorism and emerging security threats like cybercrime and piracy Top industry professionals from aerospace and computer firms join instructors from large academic programs as co-authors and contributors Expanded ancillaries for both instructors and students, including interactive web-based video and case studies

**Facility Security Principles for Non-Security Practitioners** Art Crow, Jr., 2018-05-15

**Managing Security Overseas** Scott Alan Ast, 2009-08-18 Threats to multinational corporations come in two forms: natural and man-made. This book illustrates the types of risks that confront corporations when working outside of North America. It provides key tools and understanding that are required to do business in a safe and secure manner, no matter the level of risk. It walks through a logical framework for safety and security program development from Day One. Using real-world case studies and examples, the book is a useful reference to security managers, security consultants, contractors, frequent global business travelers, and for those who are

presently or soon-to-be assigned in overseas positions.

*Physical and Logical Security Convergence: Powered By Enterprise Security Management* William P Crowell, Brian T Contos, Colby DeRodeff, Dan Dunkel, 2011-04-18 Government and companies have already invested hundreds of millions of dollars in the convergence of physical and logical security solutions, but there are no books on the topic. This book begins with an overall explanation of information security, physical security, and why approaching these two different types of security in one way (called convergence) is so critical in today's changing security landscape. It then details enterprise security management as it relates to incident detection and incident management. This is followed by detailed examples of implementation, taking the reader through cases addressing various physical security technologies such as: video surveillance, HVAC, RFID, access controls, biometrics, and more. This topic is picking up momentum every day with every new computer exploit, announcement of a malicious insider, or issues related to terrorists, organized crime, and nation-state threats The author has over a decade of real-world security and management expertise developed in some of the most sensitive and mission-critical environments in the world Enterprise Security Management (ESM) is deployed in tens of thousands of organizations worldwide

*Strategic Security Management* Karim Vellani, 2019-09-05 Strategic Security Management, Second Edition provides security leadership and decision-makers with a fresh perspective on threat, vulnerability, and risk assessment. The book offers a framework to look at applying security analysis and theory into practice for effective security program, implementation, management and evaluation. Chapters examine metric-based security resource allocation of



countermeasures, including security procedures, utilization of personnel, and electronic measures. The new edition is fully updated to reflect the latest industry best-practices and includes contributions from security industry leaders—based on their years of professional experience—including: Nick Vellani, Michael Silva, Kenneth Wheatley, Robert Emery, Michael Haggard. *Strategic Security Management, Second Edition* will be a welcome addition to the security literature for all security professionals, security managers, and criminal justice students interested in understanding foundational security principles and their application.

*Information Security* Vincent LeVeque, 2006-04-07 Bridging the gap between information security and strategic planning This publication is a reflection of the author's firsthand experience as an information security consultant, working for an array of clients in the private and public sectors. Readers discover how to work with their organizations to develop and implement a successful information security plan by improving management practices and by establishing information security as an integral part of overall strategic planning. The book starts with an overview of basic concepts in strategic planning, information technology strategy, and information security strategy. A practical guide to defining an information security strategy is then provided, covering the nuts and bolts of defining long-term information security goals that effectively protect information resources. Separate chapters covering technology strategy and management strategy clearly demonstrate that both are essential, complementary elements in protecting information. Following this practical introduction to strategy development, subsequent chapters cover the theoretical foundation of an information security strategy, including: \* Examination of key enterprise planning models

that correspond to different uses of information and different strategies for securing information \* Review of information economics, an essential link between information security strategy and business strategy \* Role of risk in building an information security strategy Two separate case studies are developed, helping readers understand how the development and implementation of information security strategies can work within their own organizations. This is essential reading for information security managers, information technology executives, and consultants. By linking information security to general management strategy, the publication is also recommended for nontechnical executives who need to protect the value and security of their organization's information.

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materials from the Massachusetts Institute of Technology, and the Digital Public Library of America, which provides a vast collection of digitized books and historical documents. In conclusion, Security Management Consulting books and manuals for download have transformed the way we access information. They provide a cost-effective and convenient means of acquiring knowledge, offering the ability to access a vast library of resources at our fingertips. With platforms like Project Gutenberg, Open Library, and various digital libraries offered by educational institutions, we have access to an ever-expanding collection of books and manuals. Whether for educational, professional, or personal purposes, these digital resources serve as valuable tools for continuous learning and self-improvement. So why not take advantage of the vast world of Security Management Consulting

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