



# Security Economics Knowledge Guide

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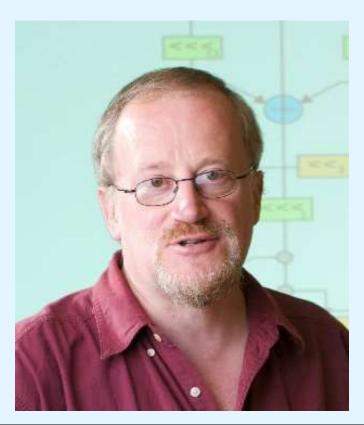
The CyBOK project would like to understand how CyBOK is being used and its uptake. The project would like organisations using, or intending to use, CyBOK for the purposes of education, training, course development, professional development etc. to contact it at contact@cybok.org to let the project know how they are using CyBOK.



- 1. Security Failures
- 2. Measurement
- 3. Firm-Level Solutions
- 4. Market-Level Solutions



# In Memoriam: Prof Ross J Anderson FRS, FREng (1956-2024)



https://weis.utdallas.edu/in-memoria/

**CyBCK** 

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## The power of incentives

Systems often **fail** because people who could protect a system *lack incentive* to do so



### Example: Retail banking in 1990s

USA ===

Banks forced to pay for ATM card fraud



- ♦ Who suffered more fraud? The UK
- Since US banks had to pay for disputed transactions, banks had strong incentive to invest in technology to reduce fraud
- ◆ Since UK banks could blame customers for fraud, they lacked incentive to invest in same anti-fraud mechanisms, hence the higher fraud



# Markets with asymmetric information





#### Akerlof's market for lemons

- Suppose a town has 20 similar used cars for sale
  - 10 "cherries" valued at \$20,000 each
  - 10 "lemons" valued at \$10,000 each
- What is the market-clearing price?
  - Answer: \$10,000. Why?
- Buyers cannot determine car quality, so they refuse to pay a premium for a high-quality car
- Sellers know this, and only owners of lemons will sell for \$10,000. The market is flooded with lemons



# Information asymmetries in cybersecurity markets

#### 1. Secure software is a market for lemons

- Vendors may believe their software is secure, but buyers have no reason to believe them
- So buyers refuse to pay a premium for secure software, and vendors refuse to devote resources to do so

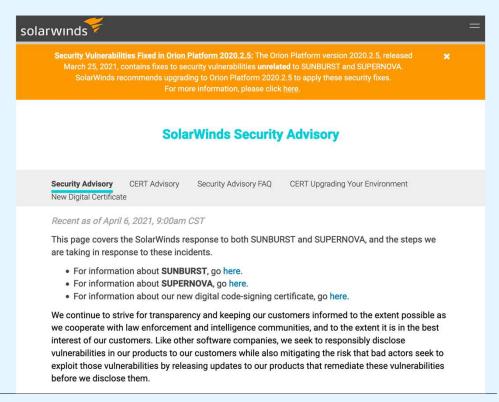
#### 2. Lack of robust cybersecurity incident data

- Unless required by law, most firms choose not to disclose when they have suffered cybersecurity incidents
- Thus firms cannot create an accurate a priori estimate of the likelihood of incidents or their cost
- Without accurate loss measurements, defensive resources cannot be allocated properly



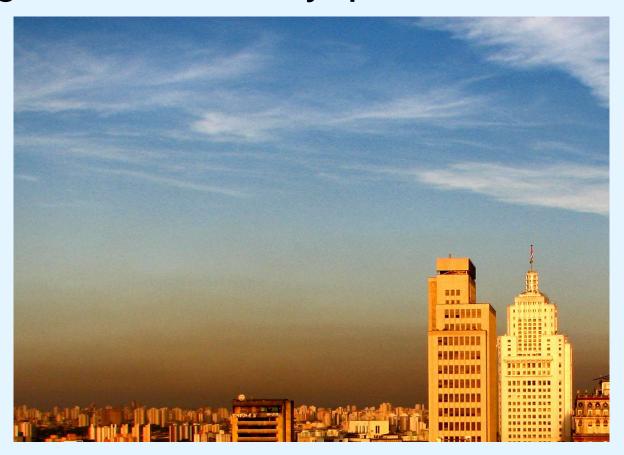
# Information asymmetries and the SolarWinds breach





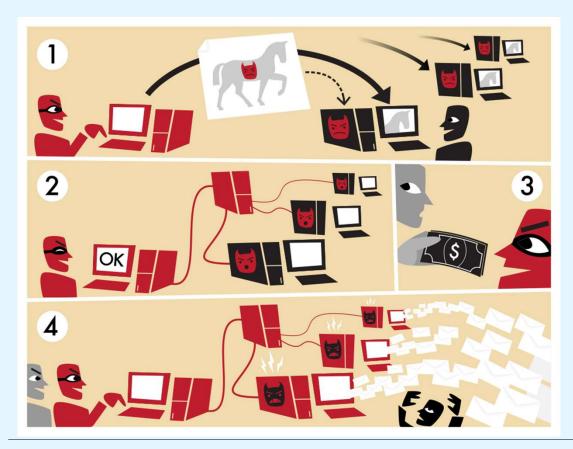


# Negative externality: pollution





# Negative externality: botnets

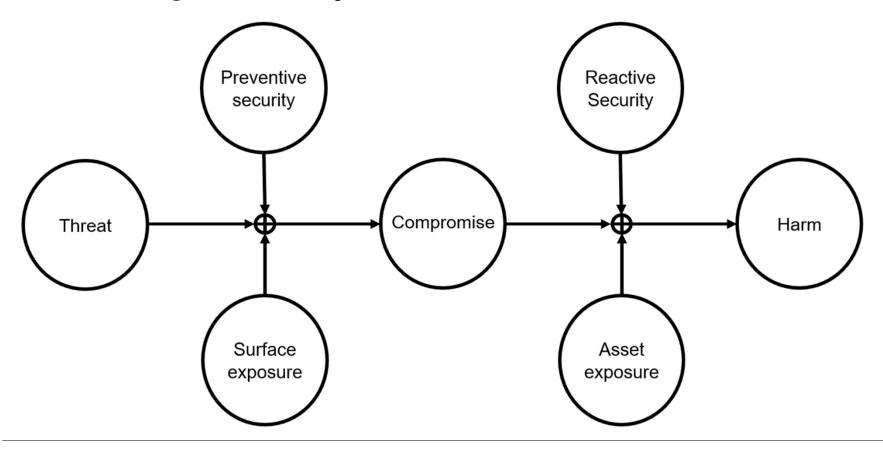


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## Measuring security effectiveness



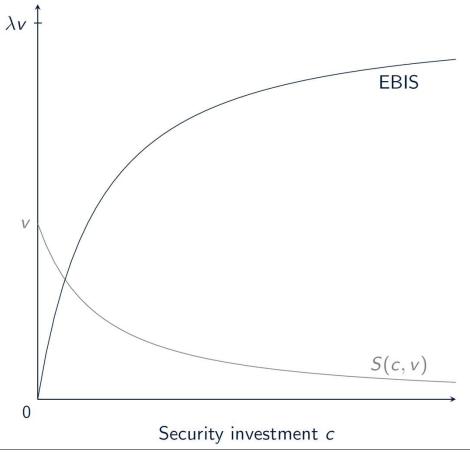


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Decreasing marginal returns to security

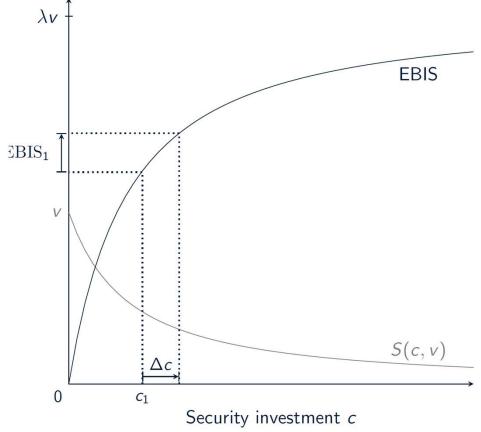
investment  $\lambda \nu \uparrow$ 





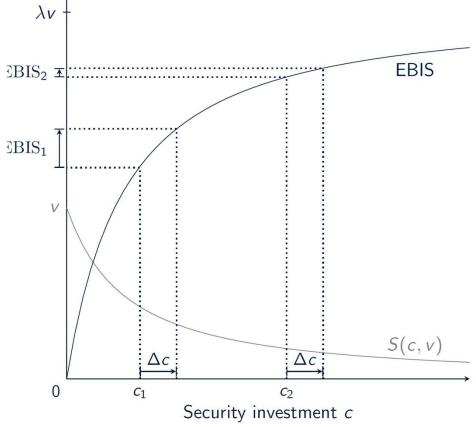
Decreasing marginal returns to security

investment



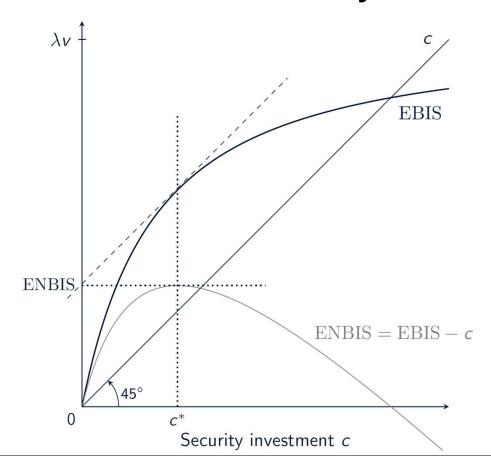


Decreasing marginal returns to security investment





### Gordon-Loeb model of security investment





# Security investment frameworks

- Quantitative investment metrics can be difficult to calculate
- Often depend on figures that are not readily available (e.g., probability of loss, loss amount)
- Frameworks emphasize the process of managing cybersecurity without explicit regard to loss, likelihood of attack



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#### **Market-Level Solutions**

- Ex-ante safety regulation
- Ex-post liability
- Certifying products and processes
- Information disclosure



# Recap of what economics offers cybersecurity

- Means of understanding strategic behavior (for attackers and defenders)
- The presence of market failures, notably information asymmetries and externalities, indicate the need for a strong policy role in promoting cybersecurity
- Makes information security empirically grounded
- Suggests policies to deploy technology better

