

1.67 – Introduction and Training Course in Social Engineering

Course Format and Duration

Delivery format: Live online

Duration: Minimum 8 hours

The provider shall deliver a training course in Social Engineering, presenting techniques and practices used to manipulate individuals in order to gain access to confidential data for fraudulent purposes. The course explores a wide range of malicious activities carried out through human interaction. The course has the following minimum characteristics:

The course provides foundational knowledge in social engineering, enabling professionals from various fields—including IT security experts, business executives, and employees handling confidential data—to master this domain. Social engineering knowledge is essential in today's digital landscape, as it equips individuals to recognize and counter deceptive tactics aimed at compromising security.

The content and training materials are up to date.

The course aims to equip participants with the knowledge and skills required to understand, detect, and defend against social engineering attacks, using real-life examples. Participants will gain insights into the psychology behind social engineering, learn common tactics used by attackers, and develop strategies to mitigate the risks associated with social engineering.

Course Content (Minimum Scope)

Introduction to Social Engineering

Introduction

How does social engineering work?

Types of social engineering:

Email

Phone

Baiting

Fax

Pretexting

Influence Techniques

Reciprocity

Obligation

Concession

Scarcity

Authority

Commitment and consistency

Liking

Consensus / social proof

Information Gathering Overview

Flattery

False statements

Feigned ignorance

Offering opinions

Classification

Pretexting Fundamentals

Overview

Research and planning

Body language

Information Collection

Introduction

How information is gathered

Dradis framework

Information sources

Computerized and Physical Tools

Kali Linux

Social Engineering Toolkit (SET)

Metasploit framework

Maltego

Surveillance cameras

GPS trackers

Lock picking

Telephone techniques

Training Materials

Each participant receives training materials in physical and/or electronic format, including at least:

A document containing the complete course and related documentation

Specific software tools / virtual machines

The course also provides the knowledge required to pursue the Social Engineering Certificate.

Instructor Requirements

Instructors must have proven experience delivering similar training sessions such as “The Knowledge Academy: Social Engineering Training” or equivalent, covering the curriculum described above. Proof of instructor qualifications must be provided through certificates, accreditations, authorizations, or equivalent documentation.

Main Differences Between the Two Social Engineering Courses

1. Level and Purpose

Course 1.67 – Introduction and Training in Social Engineering

Introductory / awareness & foundation course

Designed for a broader audience (IT staff, managers, executives, employees handling sensitive data)

Focuses on understanding, recognizing, and preventing social engineering attacks

No prior technical background required

2. Depth of Technical Content

Course 1.67

Moderate technical depth

Focuses on:

Psychology and influence techniques

Pretexting and information gathering

Introduction to tools (SET, Metasploit, Maltego)

Tools are introduced conceptually, with limited hands-on usage

3. Hands-On / Practical Component

Course 1.67

Light to moderate practical component

Uses real-life examples and guided exercises

Focus is on awareness, detection, and prevention rather than execution

Course 1.67 Participants will be able to:

Recognize common social engineering techniques

Understand attacker psychology and manipulation tactics

Reduce organizational risk through informed behavior

6. Certification and Professional Requirements

Course 1.67

Prepares participants for a Social Engineering Certificate

Instructor experience required, but at a foundational training level