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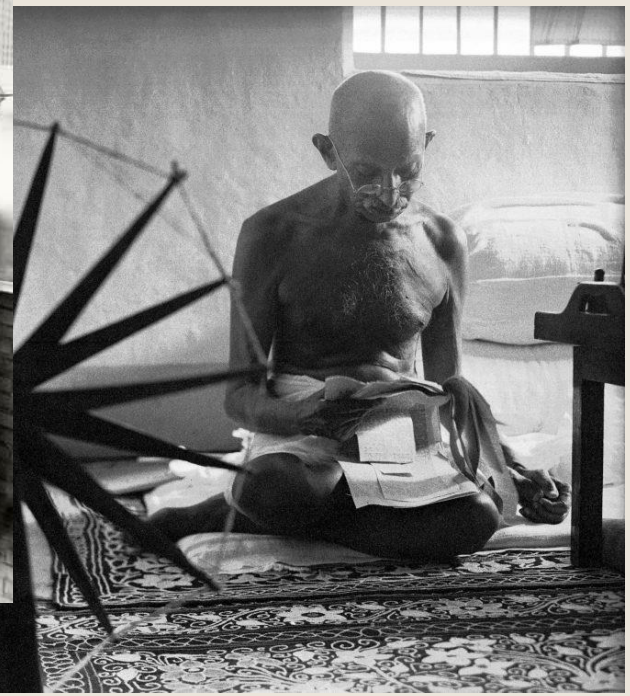
"I feel as if the world has been opened up and I hold all the keys."

— *Margaret Bourke-White*







WHOAMI



Daniel Isler, Team Leader of Fr1endly RATs, Awareness & Social Engineering Unit at Dreamlab Technologies.

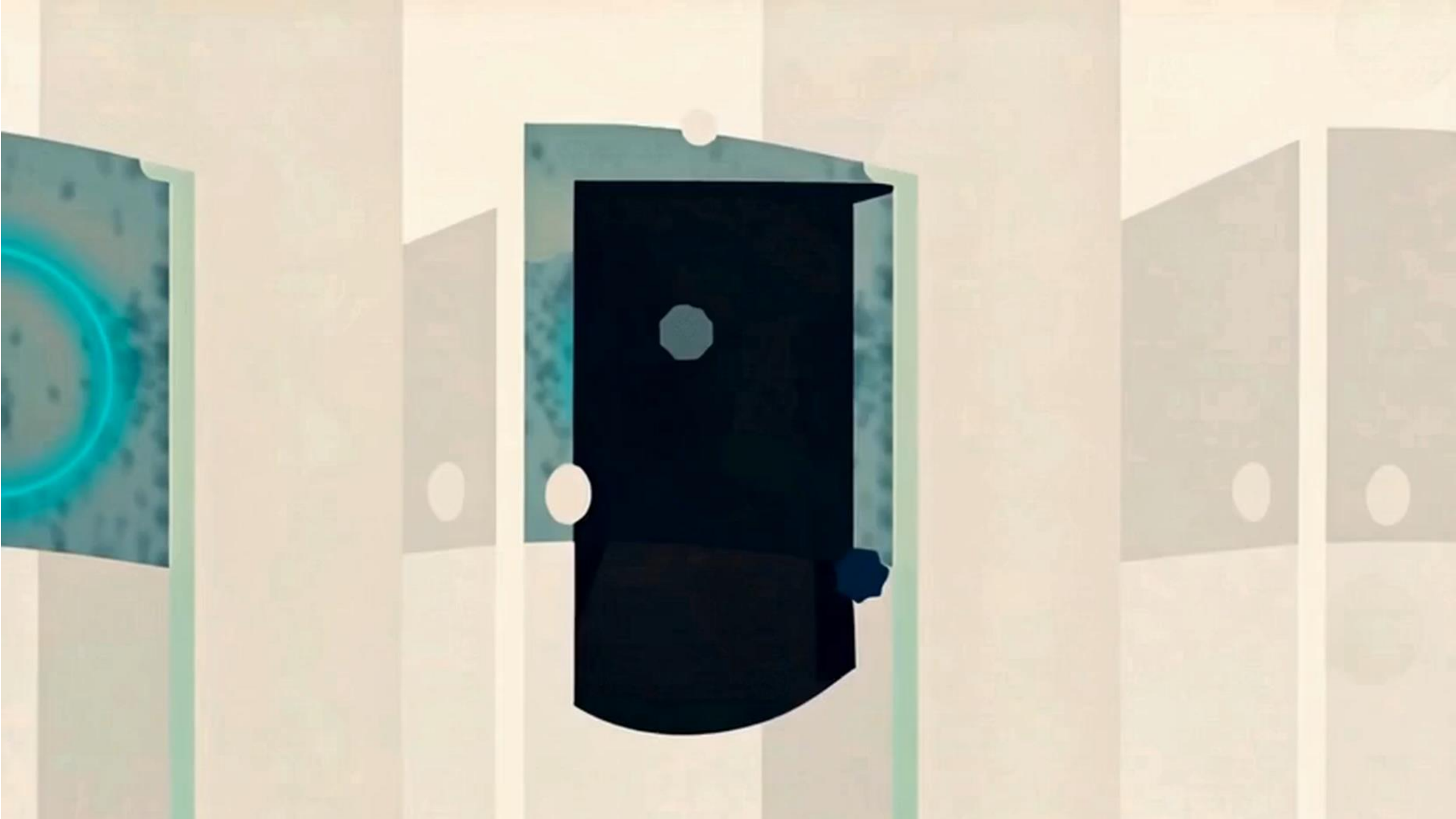
Speaker at Defcon, Ekoparty, Osintomático, 8.8



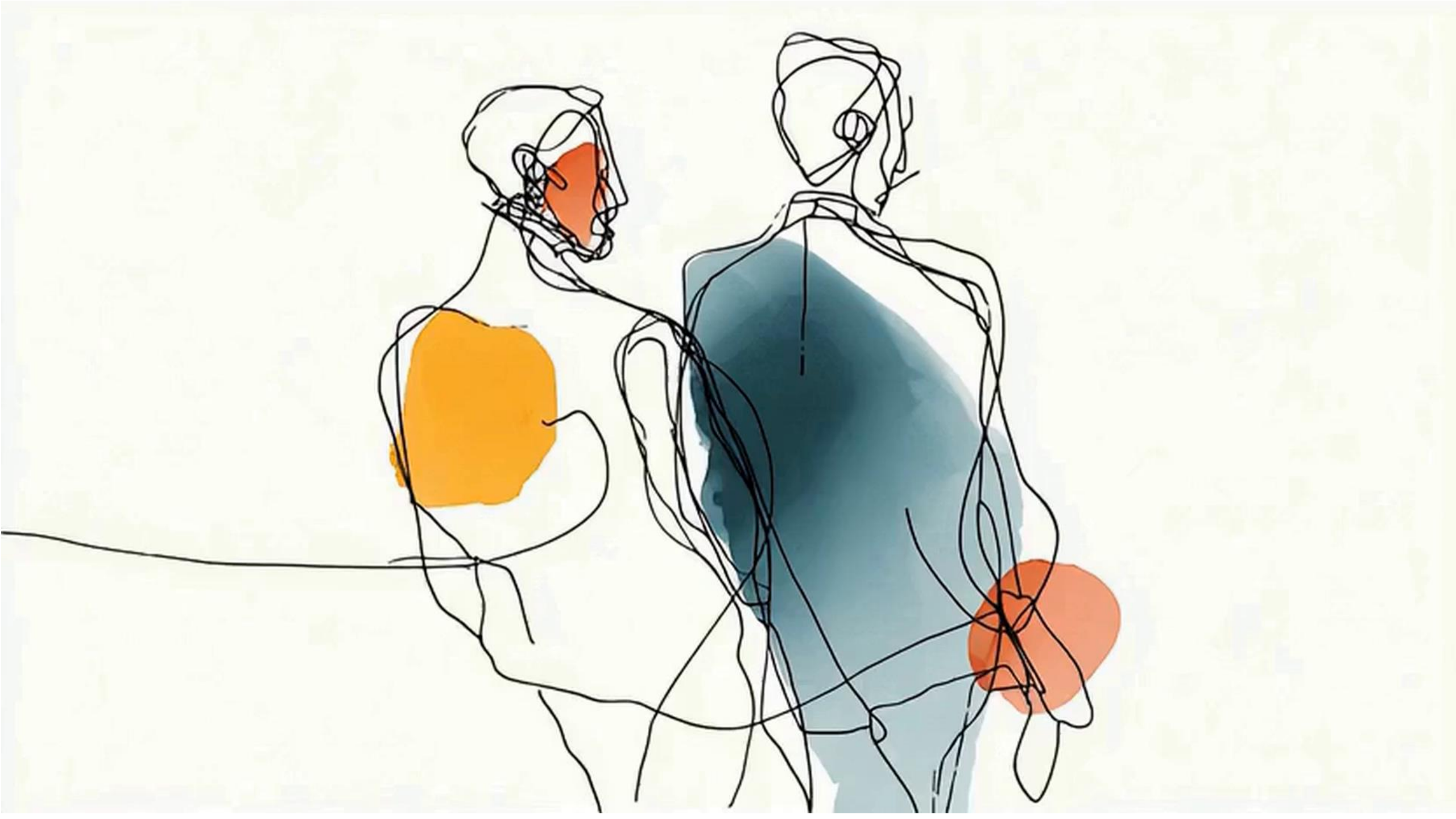
Here & Now:

Exploiting the Human Layer at the Right Moment









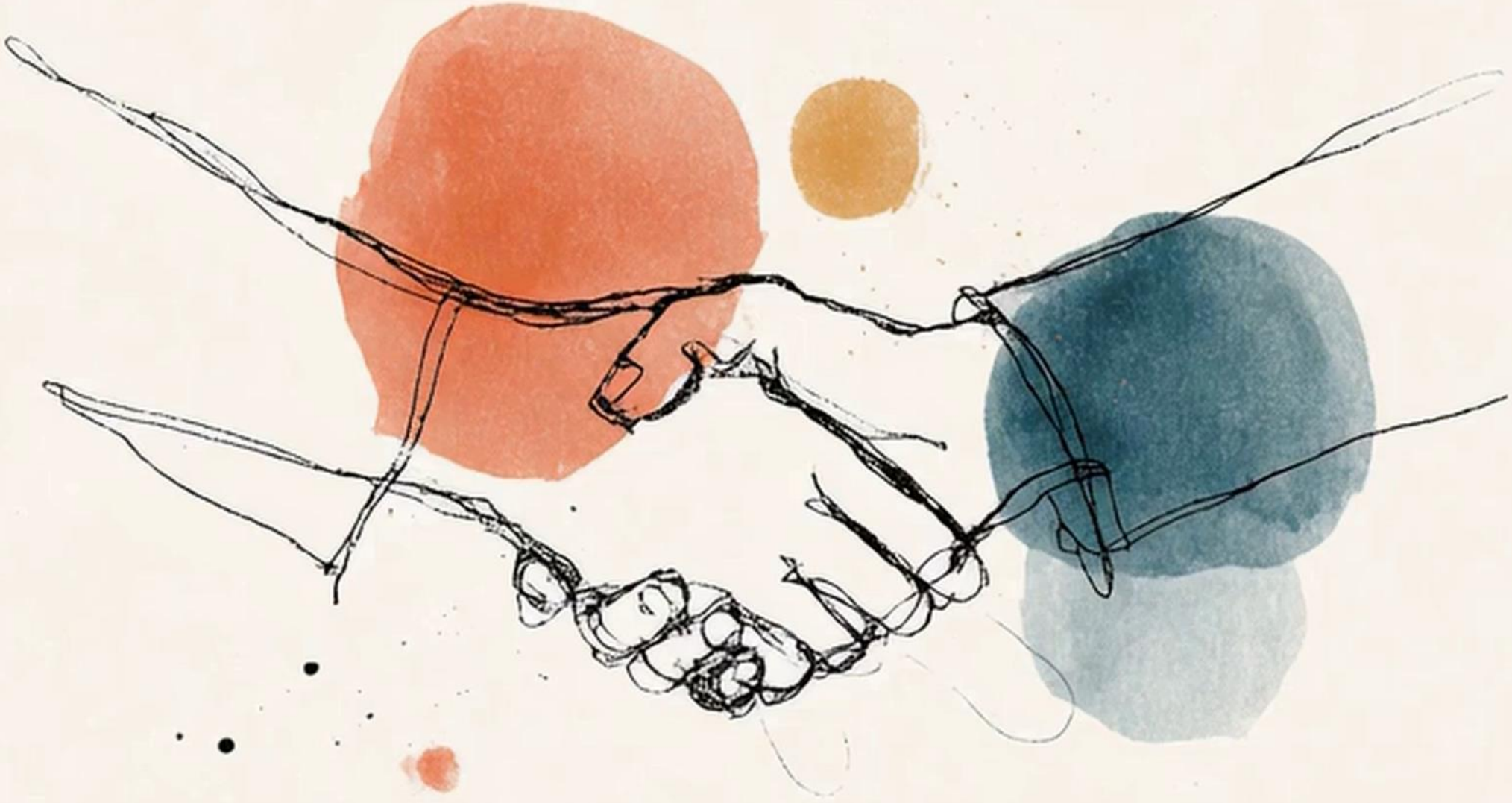


Framework: Timing the Human Layer

Stage	Key Principle	Guiding Questions
Perceive	Observe without bias, detect signals	What is happening now? What has changed? “Keep your attention active and flexible.”
Value	Analyze possibilities and risks	Is my plan still optimal? Is there a better way? “Recognize without ego when it is time to change the plan.”
Decide & Act	Adapt and execute with presence	Is it time for a change? Can I act calmly? “Use real details as anchors. Flows and reinforce the narrative without hesitation.”

Alfried Längle model of Perceive – Value – Decide – Act 1980
John Boyd Cicle OODA (Observe, Orient, Decide, Act) 1976



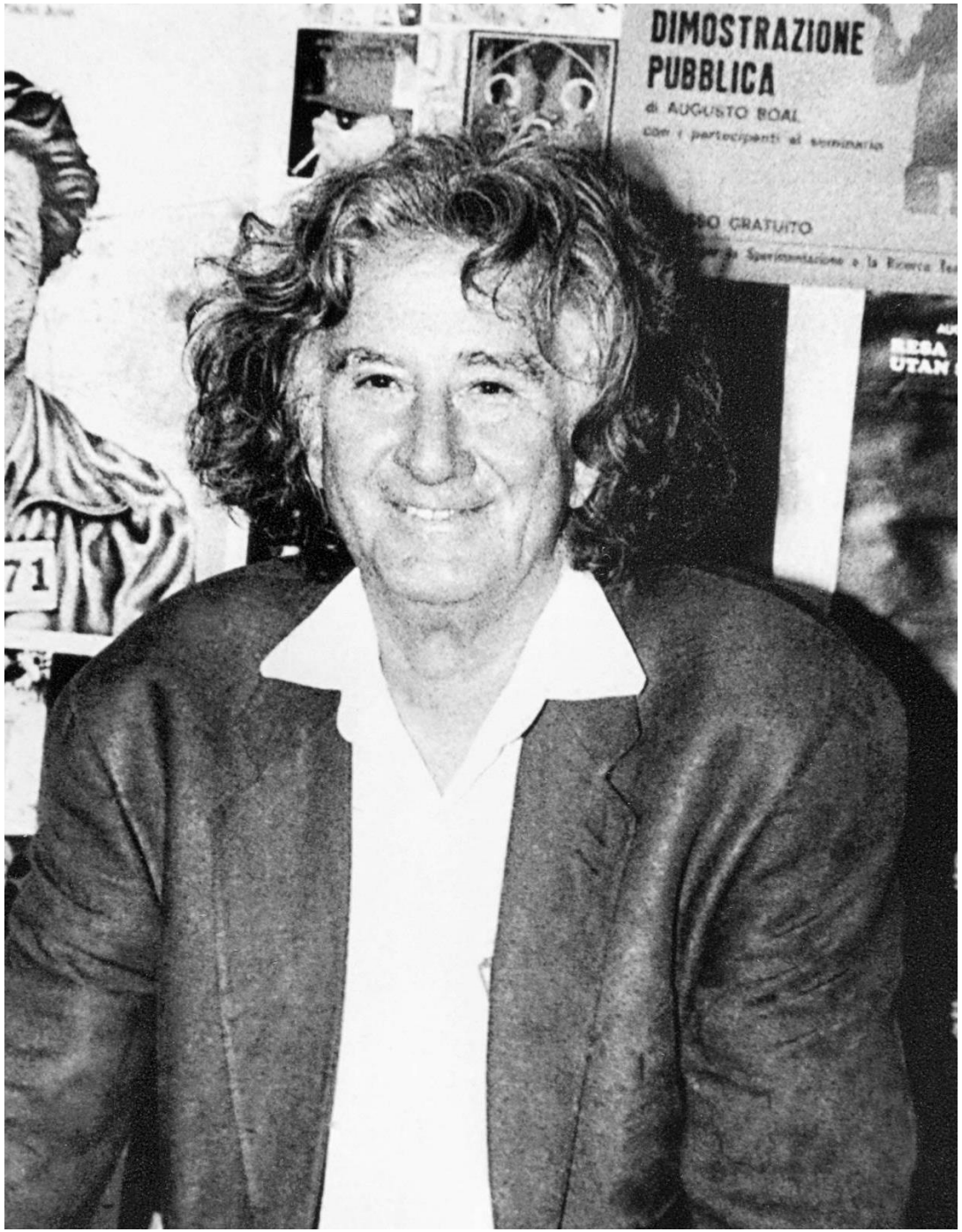






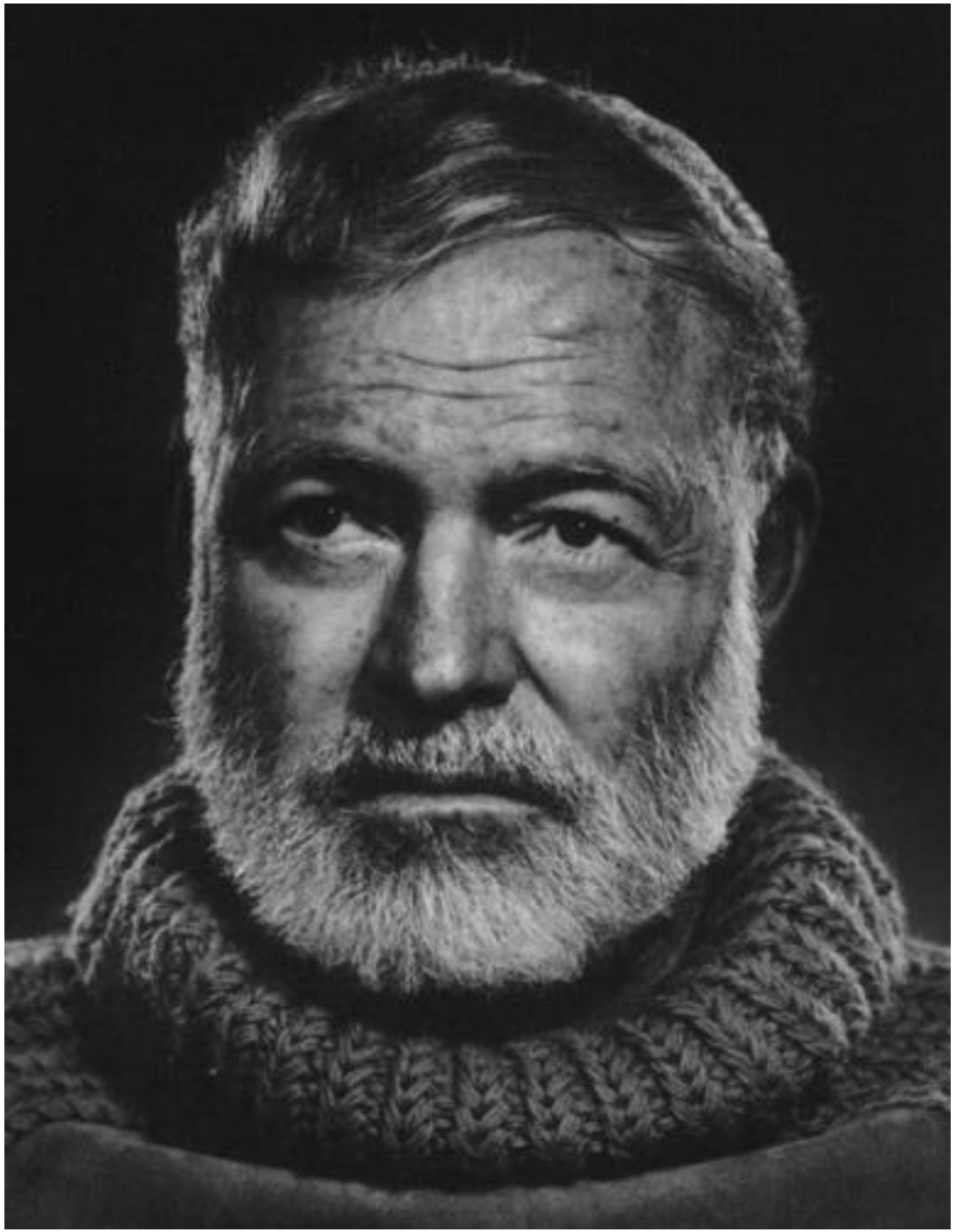
“To photograph is to align the head, the eye, and the heart on the same axis. There’s a brief, decisive instant when all the elements in a scene fall into place. You must recognize it intuitively and act without hesitation. **Miss it, and it’s gone forever**.”

Henri Cartier-Bresson



“When the spectator does not realize they are watching a performance, they offer no resistance. **They accept it as reality.”**

Augusto Boal



“If a writer of prose knows enough of what he is writing about he may omit things that he knows and the reader, if the writer is writing truly enough, will have a feeling of those things as strongly as though the writer had stated them. **The dignity of movement of an iceberg is due to only one-eighth of it being above water.**”

Ernest Hemingway

Framework: Interpreting the Human Layer

Dimension	Stage	Key Principle	Guiding Questions
Procedural	Play the role	Become what the environment needs to see, integrating yourself naturally through costume, language, rhythm and coherent presence. **(Boal)**	What role does the environment expect? Does it project coherence and naturalness? Does it fit visually and attitudinally?
Attitudinal	Read and write the moment	Observe signals, tensions, and opportunities; act with rhythm, strategic pauses, and silences at the precise moment. **(Cartier-Bresson)**	Is this the right moment to intervene? What does the other person need to see or hear? How do I manage pause and calm?
Cognitive	Narrative invisibility	Show only what is necessary so the other can complete the story through their own fear or desire, reducing friction. **(Hemingway)**	Am I saying too much? What minimal details are enough? Do I allow the other to complete the narrative?

Augusto Boal (Teatro del Oprimido, 1974)
Henri Cartier-Bresson (The Decisive Moment, 1952)
Ernest Hemingway (Death in the Afternoon, 1932)

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