

8-5-2011

Designing Viable Security Solutions

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Recommended Citation

Zibuschka, Jan and Rossnagel, Heiko, "Designing Viable Security Solutions" (2011). *AMCIS 2011 Proceedings - All Submissions*. 284.
http://aisel.aisnet.org/amcis2011_submissions/284

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ABSTRACT

Technological solutions that address issues like security, privacy and reliability have been developed by companies and in research projects. However, they often appear disconnected from markets, user needs and economic contexts. As a result several security and privacy technologies have become market failures in recent years. Economic issues are often neglected by technology developers. Instead security solutions continue to be designed with technological factors in mind, valuing increases in security guarantees and even technical complexity over practical relevance. This paper argues that the widely lamented failure of many security solutions in the market is due to an overly technology- and complexity-driven design approach. Building on a literature review, we derive a set of factors influencing the viability of security solutions in the market, and thus the overall security level. We build on earlier approaches and findings from IT security and related disciplines, but integrate them in a larger paradigmatic framework targeting specifically the security domain.

Keywords

Security, Stakeholder Analysis, Diffusion.