

AI Prompting for Security Professionals: A Starter Guide

How to get better results from ChatGPT, Claude and other AI tools

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AI tools like ChatGPT and Claude are transforming how security professionals work - from writing proposals to preparing for customer meetings to translating technical concepts for executives. But most people are only scratching the surface of what these tools can do. The difference between a mediocre AI response and a genuinely useful one often comes down to how you ask. This guide will give you a simple framework and practical prompts you can use immediately to work smarter.

Choosing the Right Tool

There are several AI assistants worth knowing. Each has strengths, and most offer free tiers to get started:

ChatGPT (OpenAI)

The most widely used AI assistant. Great for general writing, brainstorming, and quick answers. The free version is capable; the paid version adds faster responses, image generation, and web browsing.

Claude (Anthropic)

Excels at longer, more nuanced tasks like document analysis, detailed writing, and complex reasoning. Particularly strong for professional communications and strategic thinking. Free tier available.

Gemini (Google)

Google's AI assistant, integrated with Google Workspace. Strong for research and tasks involving Google's ecosystem. Includes Nano Banana for AI image generation - useful for creating visuals for proposals, presentations, and marketing materials.

Grok (xAI)

Built into the X (Twitter) platform. Has real-time access to posts and trending topics, making it useful for current events and social media research.

My recommendation: Start with the free versions of ChatGPT and Claude. Use both for a few weeks and see which fits your workflow. The prompts in this guide work across all of these tools.

The Mega-Prompt Framework

Most people type a quick question and hope for the best. That approach gets quick answers, but rarely great ones. The Mega-Prompt Framework gives AI the context it needs to deliver genuinely useful results. Think of it like briefing a new colleague - the more relevant background you provide, the better they can help you.

The four components:

- **CONTEXT** - Who you are, what you're working on, relevant background
- **TASK** - What you need the AI to do (be specific)
- **RULES** - Constraints, preferences, what to include or avoid
- **OUTPUT** - The format you want (email, bullet points, one-pager, etc.)

Example: Before vs. After

Weak prompt: "Help me justify our access control upgrade."

Strong prompt using the framework:

CONTEXT: I'm a Security Director preparing a budget justification for upgrading our access control system across 12 facilities. I report to the CFO who is skeptical of security spending and primarily cares about risk reduction and operational efficiency.

TASK: Help me build a compelling business case for this upgrade.

RULES: Focus on quantifiable benefits. Avoid technical jargon. Address likely objections around cost and disruption. Include industry benchmarks if relevant.

OUTPUT: A one-page executive summary I can present in our budget meeting.

Why it works: The second prompt gives the AI everything it needs to produce something you can actually use - not a generic response you have to heavily edit.

Five Prompts Every Security Professional Should Know

1. Customer/Prospect Meeting Prep

CONTEXT: I have a meeting with [COMPANY NAME] on [DATE]. They are a [COMPANY TYPE/VERTICAL]. My contact is [NAME, TITLE]. This is a [first meeting / follow-up / proposal review].

TASK: Help me prepare for this meeting.

OUTPUT: Include (1) Key questions to ask, (2) Likely priorities based on their industry, (3) Potential objections to anticipate, (4) Talking points that differentiate our solution.

RULES: Keep recommendations practical. Focus on building rapport and uncovering needs, not pitching.

Why it works: Walking into a meeting prepared separates professionals from amateurs. This prompt gives you a quick brief tailored to the specific opportunity.

2. RFP Response Builder

CONTEXT: I am responding to an RFP for [PROJECT TYPE: access control, video surveillance, integrated system]. CLIENT: [END USER TYPE: K-12, healthcare, enterprise, government]. RFP REQUIREMENTS: [Attach or summarize key requirements]

TASK: Help me structure a compelling response.

OUTPUT: (1) Executive summary that speaks to their specific pain points, (2) How our solution meets each requirement, (3) Differentiators from likely competitors, (4) Implementation approach.

RULES: Focus on outcomes, not features. Be specific about what we can and cannot do.

Why it works: RFP responses are time-consuming. This prompt helps you structure a response that addresses requirements while telling a compelling story - not just filling in blanks.

3. Technical-to-Executive Translation

CONTEXT: I need to explain [TECHNICAL CONCEPT: cybersecurity vulnerabilities in IP cameras, edge vs. server analytics, credential technology options, encryption standards] to [AUDIENCE: CFO, board, facilities director, non-technical stakeholder].

TASK: Translate this into business terms.

OUTPUT: (1) What it is in plain language, (2) Why they should care (business impact), (3) What happens if we ignore it, (4) What the investment looks like, (5) One clear recommendation.

RULES: No jargon. No fear-mongering. Focus on business outcomes they care about.

Why it works: The ability to translate technical concepts for non-technical stakeholders is one of the most valuable skills in our industry. This prompt bridges that gap instantly.

4. Proposal Executive Summary

CONTEXT: I'm writing a proposal for [PROJECT DESCRIPTION]. Customer: [ORGANIZATION TYPE]. Total investment: [AMOUNT]. Key stakeholders: [DECISION MAKERS]. Competition: [WHO ELSE IS BIDDING].

TASK: Write a compelling executive summary.

OUTPUT: Include (1) Their challenge in their words, (2) Our recommended approach and why, (3) Key Outcomes and ROI, (4) Why us - differentiators that matter to them, (5) Clear next step.

RULES: Lead with their problem, not our solution. Keep it to one page. Make the value undeniable.

Why it works: Executive summaries are often the only page decision-makers read carefully. This prompt ensures yours leads with customer value, not product features.

5. Site Survey Report

CONTEXT: I completed a site survey at [FACILITY TYPE]. OBSERVATIONS: [Key findings - vulnerabilities, existing systems, infrastructure notes, Stakeholder concerns you noted during the visit]

TASK: Create a professional site survey report.

OUTPUT: (1) Executive summary, (2) Current state assessment by area, (3) Identified vulnerabilities with risk ratings, (4) Recommended solutions with rationale, (5) Priority sequencing, (6) Next steps.

RULES: Professional document suitable for client presentation.

Why it works: Transforms your field notes into a polished deliverable that positions you as a trusted advisor, not just a vendor.

Getting Started

You don't need to use the full framework for every interaction. Start by adding just one element - context about who you are and what you're trying to accomplish. As you get comfortable, layer in more specificity. The goal is to treat AI like a capable colleague who needs a proper briefing, not a search engine that reads your mind. Experiment with these prompts and adapt them to your specific role and challenges. The professionals who learn to leverage these tools effectively will have a meaningful advantage in the years ahead.