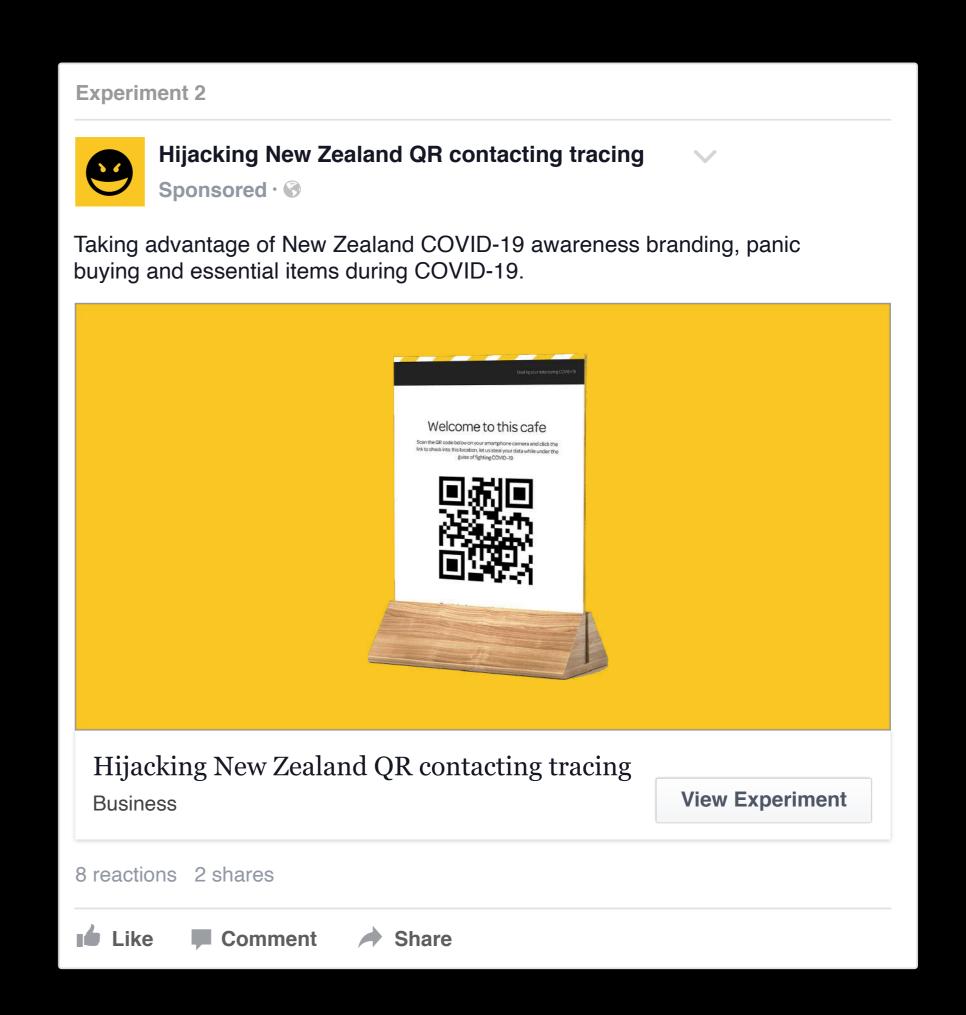


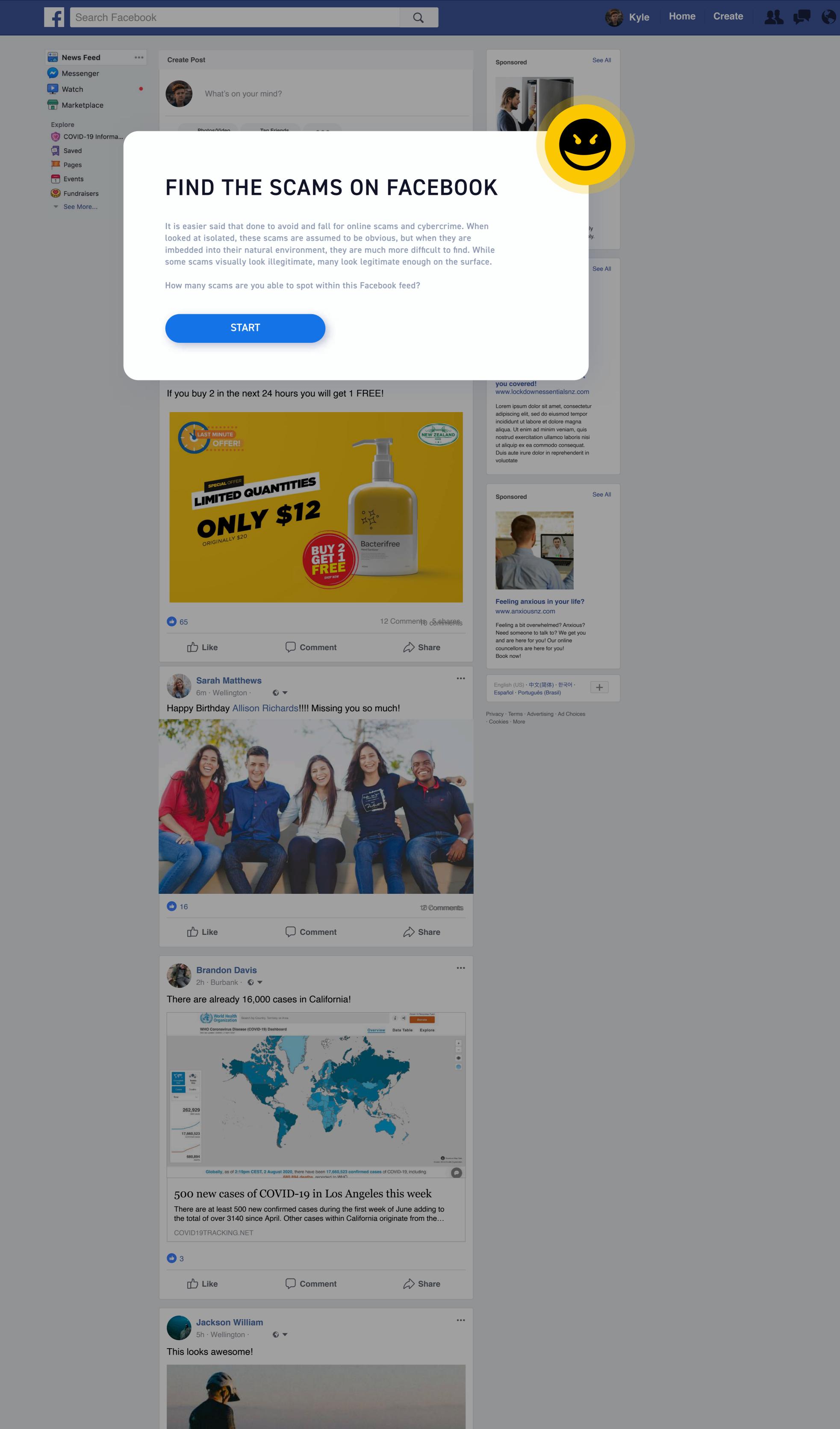
Deconstruction and reconstruction of COVID-19 New Zealand Scams

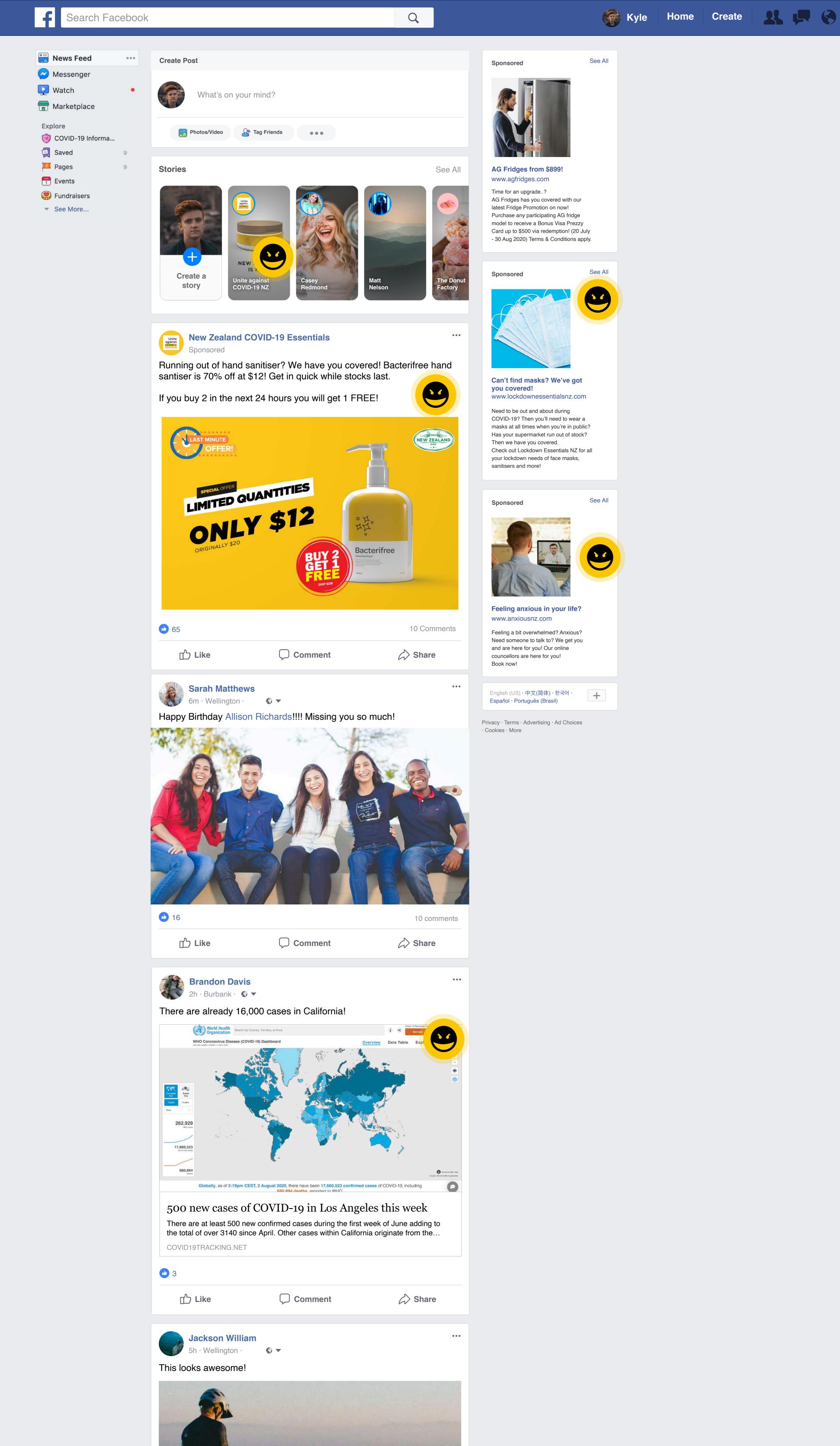
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum

Experiments













PROCEED TO SCAM WEBSITE

SOCIAL MEDIA SCAM → SCAM WEBSITE

Counterfeit COVID-19 Card up to \$500 via redemption! (20 July -30 Aug 2020) Terms & Conditions apply. goods advertisements

The Unite against COVID-19 store is an illegitimate online retailer that sells counterfeit COVID-19 related products under the guise that it is a Government approved initiative. Alongside the illegitimate online retailer website, the business also uses Facebook and Instagram to advertise their products and gain traction to a wider audience. The scammer's aim when implementing this scam is for both information and financial gain.

This is a sample of a fake product and services sales advertisement on adipiscing elit, sed do eiusmod tempor

Facebook.

Facebook.

ANATOMY OF THE SCAM

OTHER EXAMPLES

SCAM DECONSTRUCTION

SOCIAL ENGINEERING

Professional Appearance

Offers and deals

The Tom Sawyer Effect

Hide the maths

Get something for free

Create status differences to drive behavior

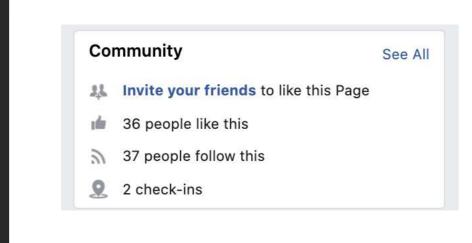
DARK PATTERNS

Misdirection

Hidden Costs

Price Comparison Prevention

Bait and Switch



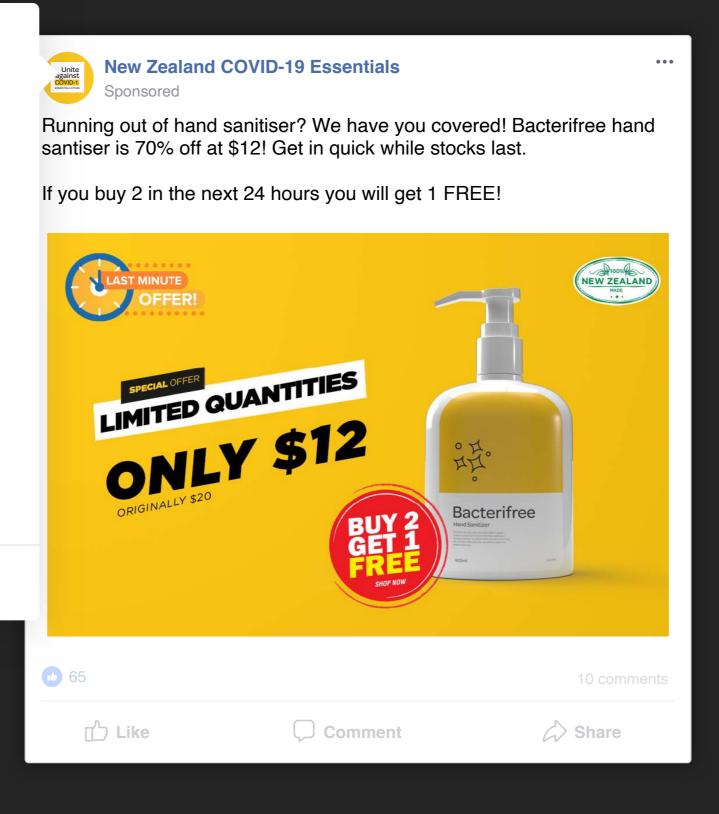
SOCIAL ENGINEERING

Professional Appearance

While the social media post may seem professional, the social media page itself may not be as developed as the post. The social media page may exist solely to house the social media scam posts and sponsor them to reach a wider audience.

Previous

2 of 2



SCAM STRATEGIES

Brandjacking & Business Fronts

Sock puppets and User Impersonation

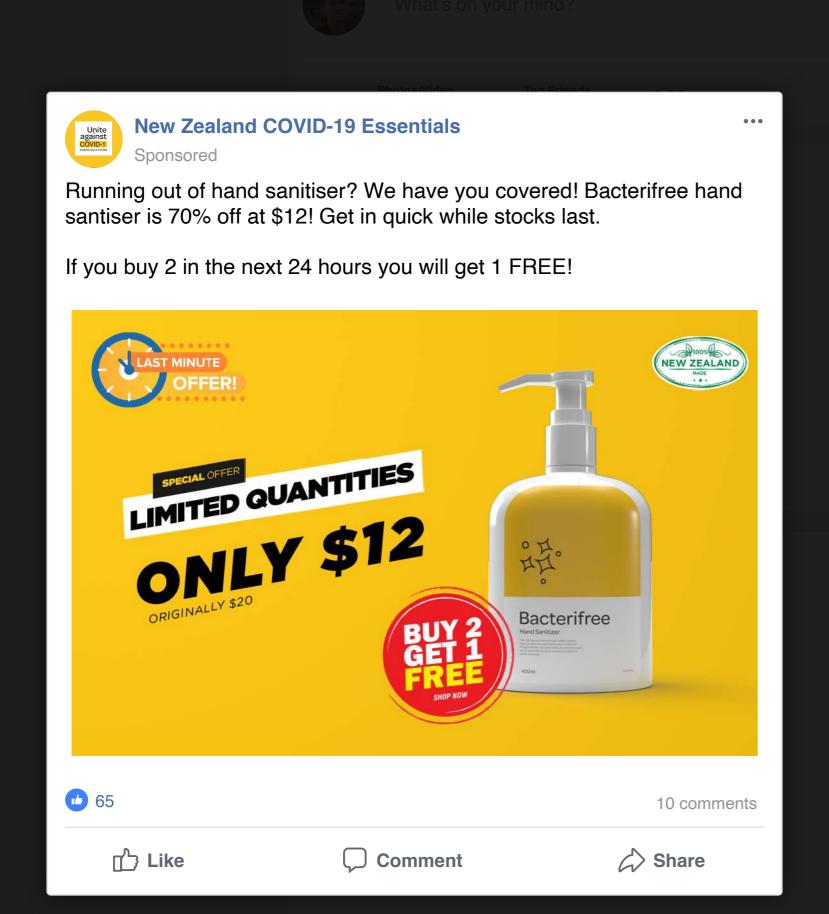
Social Proof

Whiz-Bang Gadgets

Counterfeit endorsements

Sponsored posts





PROCEED TO SCAM WEBSITE

SOCIAL MEDIA SCAM → SCAM WEBSITE

Counterfeit COVID-19 Card up to \$500 via redemption! (20 July -30 Aug 2020) Terms & Conditions apply. goods advertisements

The Unite against COVID-19 store is an illegitimate online retailer that sells counterfeit COVID-19 related products under the guise that it is a Government approved initiative. Alongside the illegitimate online retailer website, the business also uses Facebook and Instagram to advertise their products and gain traction to a wider audience. The scammer's aim when implementing this scam is for both information and financial gain.

This is a sample of a fake product and services sales advertisement on adipiscing elit, sed do eiusmod tempor Facebook.

Facebook.

ANATOMY OF THE SCAM

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SCAM STRATEGIES

Brandjacking & Business Fronts

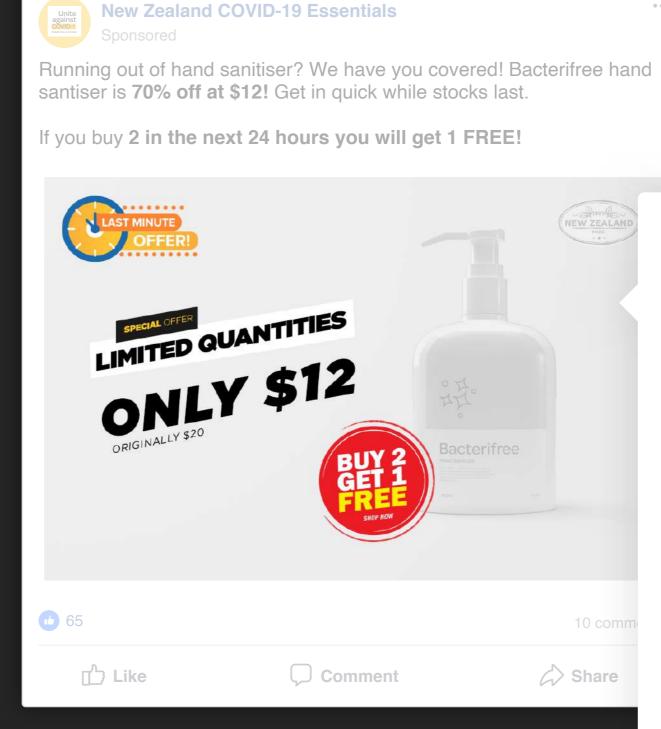
Sock puppets and User Impersonation

Social Proof

Whiz-Bang Gadgets

Counterfeit endorsements

Sponsored posts





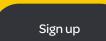
Fake Offers and Deals

Fake deals and discounts for the product to make it seem like getting the victim customer would get them item less

than what it normally is - even if these are not real







Prepare for the lockdown

Get your lockdown essentials

Q Search products



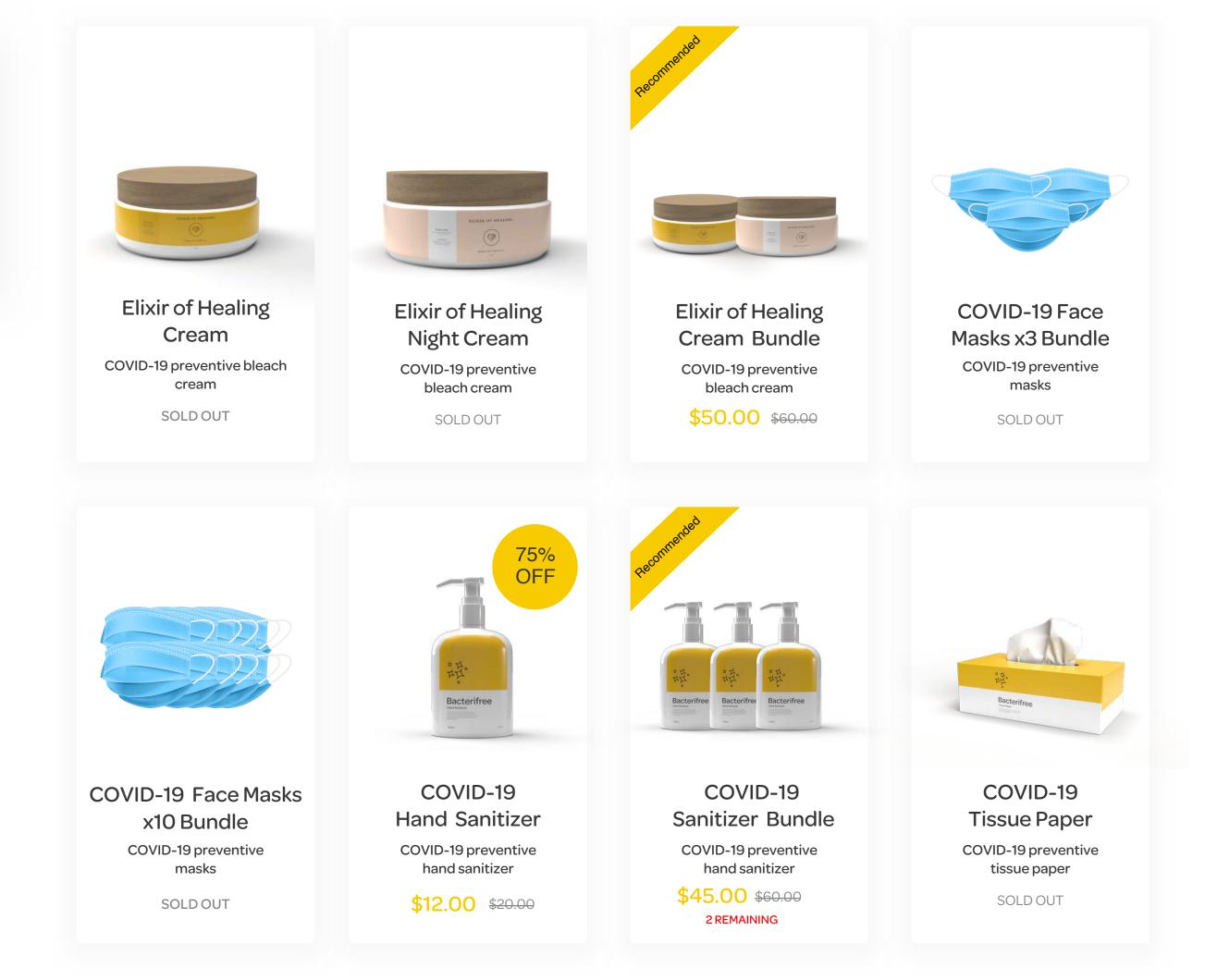


CATEGORY: ALL SORT: BY POPULARITY

ALL CATEGORIES
HEALTH
CLEANING PRODUCTS
FOOD
BUNDLES

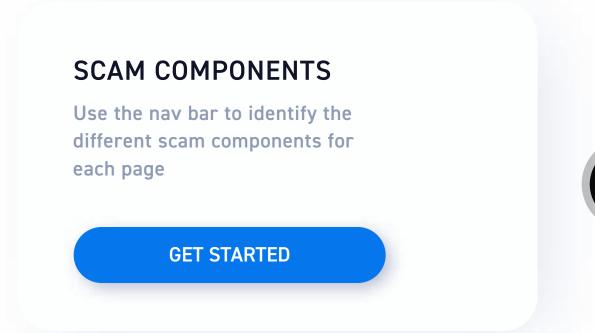
"Thank you essential store! You were such a great help!"

- Jane Doe



Log in to view all items









Prepare for the locko

Get your lockdown essentials

DARK PATTERN

Roach Motel

The scam website requires a login to access or purchase items, it may be difficult for the victim user to get their account deleted off the website after they have created it.

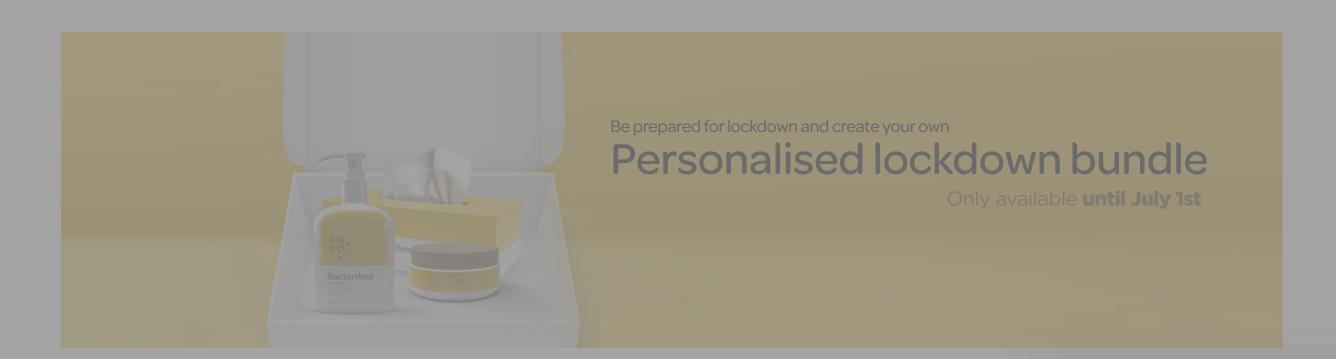
DARK PATTERN

Bait and Switch

website it is on sale as a different product.

Sign up

Q Search products



DARK PATTERN

Misdirection

Uses visually appealing, professional website design and product images to distract the user from any hints or details that would identify the seller or COVID-19 products being sold to be illegitimate.



Elixir of Healing Cream COVID-19 preventive bleach cream

SOLD OUT



Elixir of Healing Night Cream COVID-19 preventive bleach cream SOLD OUT



Elixir of Healing Cream Bundle COVID-19 preventive bleach cream \$50.00 \$60.00



The COVID-19 product is advertised as one thing on social media

advertisements, but when the user proceeds on to the product's

Alternatively, the product can also be advertised as one thing on

social media advertisements and the product's site, but when the

customer receives the product it is completely different.

COVID-19 Face Masks x3 Bundle COVID-19 preventive masks SOLD OUT

"Thank you essential store! You were such a great help!"

- Jane Doe

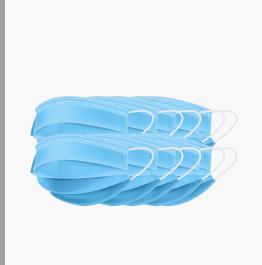
ALL CATEGORIES

CLEANING PRODUCTS

HEALTH

FOOD

BUNDLES



COVID-19 Face Masks x10 Bundle COVID-19 preventive masks

SOLD OUT



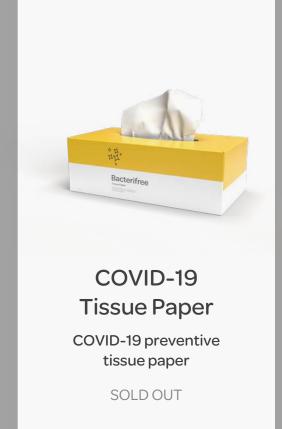
Hand Sanitizer COVID-19 preventive hand sanitizer

\$12.00 \$20.00



Sanitizer Bundle COVID-19 preventive hand sanitizer

\$45.00 \$60.00 2 REMAINING



DARK PATTERN 😀

Hidden Costs

The store may have some extra costs in relation to specific products but will not show them until the customer is closer to buying the items. The scammer may also include hidden costs only seen in the terms and conditions or are no where on the site at all.

DARK PATTERN

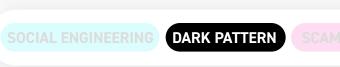
Price Comparison Prevention

The scammer makes it hard for customers to compare the prices of an item with another item (such as creating bundles of the same / similar product.), so you cannot make an informed decision.

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SCAM STRATEGY |

Brandjacking & Business Fronts

Stealing the brand of Unite against COVID-19 (brand colours, logo and typeface. Pretending to be a store that is related to the brand.

or the lockdown

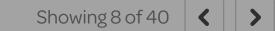
ntials

SCAM STRATEGY |

Fake Website

The scam website houses counterfeit COVID-19 items that will be sold on it. While the website looks like it's aim is to sell legitimate-looking products, it provides a number of opportunities to steal.







SORT: BY POPULARITY

CATEGORY: ALL

SCAM STRATEGY |

Whiz-Bang Gadgets

The counterfeit COVID-19 product that is being sold is the 'centre of attention'. The scam seller advertises COVID-19 sales and offers alongside the counterfeit COVID-19 product to make it seem that the customer will be getting a better deal than if those offers were not being offered.



Night Cream COVID-19 preventive bleach cream

SOLD OUT



\$50.00 \$60.00



COVID-19 Face Masks x3 Bundle COVID-19 preventive masks SOLD OUT

"Thank you essential store! You were such a great help!"

The scam seller places positive "reviews" on their website,

that other people have had a pleasant experience on their

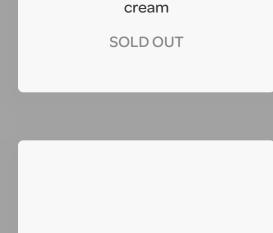
placing ficticious names next to the reviews. This is to show

- Jane Doe

SCAM STRATEGY |

Fake Social Proof

site with their products before.



Elixir of Healing

Cream

COVID-19 preventive bleach

COVID-19 Face Masks x10 Bundle COVID-19 preventive masks **SOLD OUT**



Hand Sanitizer COVID-19 preventive hand sanitizer

\$12.00 \$20.00

COVID-19 Sanitizer Bundle COVID-19 preventive hand sanitizer

\$45.00 \$60.00

2 REMAINING



COVID-19 preventive tissue paper SOLD OUT

Log in to view all items

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Prepare for the

Login

Username

Password

Keep me signed in

Forgot your password?

Log in

DARK PATTERN

Privacy Zuckering

When creating an account, the user will miss the small print hidden in the Terms and Conditions gives them permission to sell personal data to anyone.

Trick Questions

When the user is filling in the form to register their account, this form includes questions that tricks the person into giving answers they do not intend to give. When glanced upon quickly the question appears to ask one thing, but when read carefully it asks another thing entirely.

If you don't already have an account click the button below to create your account.

Create account

OR

Sign in with Facebook **f**

DARK PATTERN

Friend spam & Privacy Zuckering

The scam website asks permission to log in / sign up or access certain information through their social media accounts or email. While the site may say that it won't use private information, the scam site and seller.

owing 8 of 40 **< >**

HEALTH

CLEANING PRODUCTS





BacteriFree Night Cream



BacteriFree



Masks x3 Bundle



COVID-19 Face Masks x10 Bundle



COVID-19 Disinfectant



COVID-19 Disinfectant Bundle



COVID-19















Unite against COVID-19 essential store will receive the following info: your public profile, friend list and email address.

DARK PATTERN 😅

Friend spam & Privacy Zuckering

The scam website asks permission to log in / sign up or access certain information through their social media accounts or email. While the site may say that it won't use private information, the scam site and seller.

■ This does not let the app post to Facebook.

Cancel

OK







Prepare for the lockdown

Get your lockdown essentials

Q Search products

Health & Beauty / Bath, Shower & Soap / Hand Soap & Sanitizer / Bacterifree COVID-19 Hand Sanitizer Bundle



Bacterifree COVID-19 Hand Sanitizer Bundle

\$45.00 \$60.00 T5% OFF HURRY-ONLY 1 REMAINING!

Instant hand sanitiser refresh kills 99. 99% of germs and viruses - including COVID-19. - it is the convenient way to protect yourself from germs without soap and water.

- containing bleach and aloe vera it helps leave hands feeling soft and refreshed.
- rinse free and non-sticky
- dermatologically tested
- safe for all skin types including senstive skin!

Quantity

+

Add to cart

Recommended











Prepare fo

Sanitizer / Bacterifree COV

Get your lockdown essent



Hide the maths

\$60.00



SOCIAL ENGINEERING

Professional Appearance

The scammer looks like a professional and legitimate organisation "Unite against COVID-19 Essentials Store". Professional branding, name, appearance, graphics and content makes them look trustworthy and not a "scam".

SOCIAL ENGINEERING ch products

Displaying that there is a large discount from the original cost for the sake of exciting the customer and implying they are getting a lot out of the purchase. The maths and discounts will be incorrect and/or non existent (just for show).

Fake offers and deals

Fake deals and discounts for the product to make it seem like getting the victim customer would get them item less than what it normally is - even if these are not real

HURRY - ONLY 1 REMAINING!

SOCIAL ENGINEERING

The Tomy Sawyer Effect

Listing only a select number of scam items for sale within the scam website's ecommerce store will focus the victim customer's decision to purchase the product. This is not only by just listing, but purposefully displaying sold out items as well.

\$45.00 \$60.00

HURRY - ONLY 1 REMAINING!

Instant hand sanitiser refresh kills 99. 99% of germs and viruses - including COVID-19. - it is the convenient way to protect yourself from germs without soap and water.

containing bleach and aloe vera it helps leave hands feeling soft and refreshed.

a

- rinse free and non-sticky
- dermatologically tested
- safe for all skin types including senstive skin!



SOCIAL ENGINEERING

Create status differences to drive behavior

Using New Zealand people's pride of their country and exclusive community to imply the product was created by the people they are proud of. Use this exclusivity to create envy to those outside of New Zealand - even if it's not NZ made.

SOCIAL ENGINEERING

Provide reasons for people to use it

Providing reasons for the customer to purchase the fake COVID-19 health product that implies that they will benefit greatly from the purchase. Can be the deciding factor.

Recommended



NEW ZEALAND

BacteriFree Cream Bundle COVID-19 preventive bleach cream



COVID-19 **Hand Sanitizer COVID-19** preventive bleach cream



Be prepared for lockdown and create your own

Personalised lockdown bundle

Only available until July 1st

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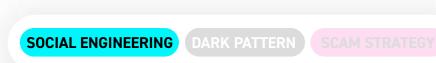
SOCIAL ENGINEERING

Make it personal

Get victim customers involved in the process by getting them to create a custom purchase - a custom COVID-19 care pack. Their involvement as part of the purchase increases investment and follow-through















Prepare for the lockdown

DARK PATTERN

Misdirection

Uses visually appealing, professional website design and product images to distract the user from any hints or details that would identify the seller or COVID-19 products being sold to be illegitimate.

Bacterifree COVID-19 Hand Sanitizer Bundle



Bacterifree COVID-19 Hand Sanitizer Bundle

\$45.00 \$60.00

75% OFF HURRY - ONLY 1 REMAINING!

g soft and refreshed.

Instant hand sanitiser refresh kills 99. 99% of germs and viruses - including COVID-19. - it is the convenient way to protect yourself from germs without soap and

DARK PATTERN

Hidden Costs

The store may have some extra costs in relation to specific products but will not show them until the customer is closer to buying the items. The scammer may also include hidden costs only seen in the terms and conditions or are no where on the site at all.

DARK PATTERN

Bait and Switch

The COVID-19 product is advertised as one thing on social media advertisements, but when the user proceeds on to the product's website it is on sale as a different product.

Alternatively, the product can also be advertised as one thing on social media advertisements and the product's site, but when the customer receives the product it is completely different.

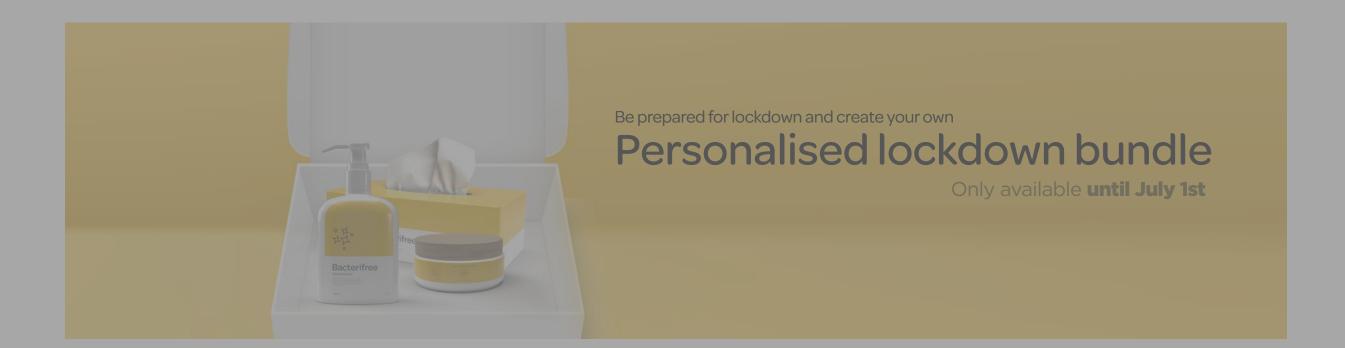
Recommended



BacteriFree Cream Bundle COVID-19 preventive bleach cream



COVID-19 **Hand Sanitizer** COVID-19 preventive bleach cream \$12.00 \$20.00



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SCAM STRATEGY |

Whiz-Bang Gadgets

offers were not being offered.

The counterfeit COVID-19 product that is being sold is the 'centre

seem that the customer will be getting a better deal than if those

of attention'. The scam seller advertises COVID-19 sales and

offers alongside the counterfeit COVID-19 product to make it



SCAM STRATEGY |

Brandjacking & Business Fronts

Stealing the brand of Unite against COVID-19 (brand colours, logo and typeface. Pretending to be a store that is related to the brand.

or the lockdown

entials 75% OFF

SCAM STRATEGY |

Fake Website

The scam website houses counterfeit COVID-19 items that will be sold on it. While the website looks like it's aim is to sell legitimate-looking products, it provides a number of opportunities to steal.

Health & Beauty / Bath, Shower & Soap / Hand Soap & Sanitizer / Bacterifree COVID-19 Hand Sanitizer Bundle



Bacterifree COVID-19 Hand Sanitizer Bundle

\$45.00 \$60.00

75% OFF HURRY - ONLY 1 REMAINING!

Add to cart

Instant hand sanitiser refresh kills 99. 99% of germs and viruses - including COVID-19. - it is the convenient way to protect yourself from germs without soap and water.

- containing bleach and aloe vera it helps leave hands feeling soft and refreshed.
- rinse free and non-sticky
- dermatologically tested
- safe for all skin types including senstive skin!

NEW ZEALAND

SCAM STRATEGY |

Counterfeit, official-looking endorsements

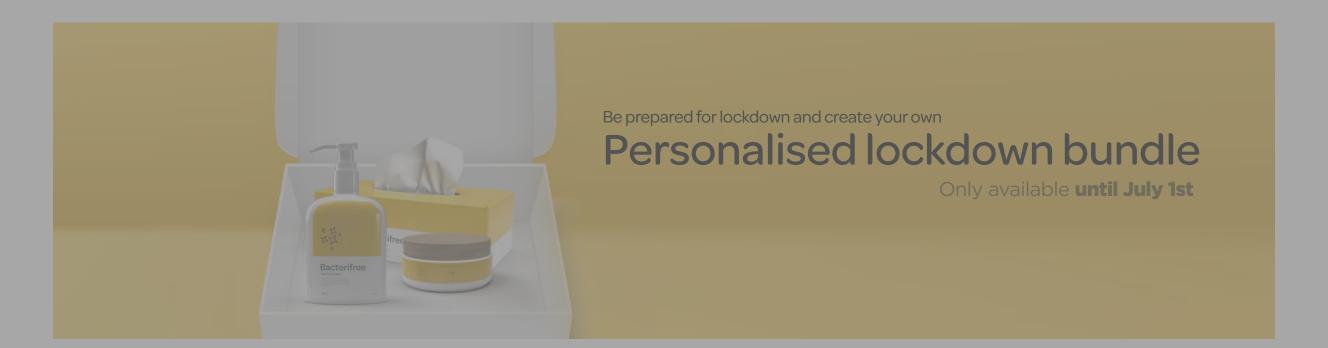
The counterfeit COVID-19 product that is being sold is the 'centre of attention'. The scam seller advertises COVID-19 sales and offers alongside the counterfeit COVID-19 product to make it seem that the customer will be getting a better deal than if those offers were not being offered.



BacteriFree Cream Bundle COVID-19 preventive bleach cream



COVID-19 **Hand Sanitizer** COVID-19 preventive bleach cream



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SOCIAL ENGINEERING

Professional Appearance

The scammer looks like a professional and legitimate organisation "Unite against COVID-19 Essentials Store". Professional branding, name, appearance, graphics and content makes them look trustworthy and not a "scam".

Time before cart is emptied

SOCIAL ENGINEERING

The Tomy Sawyer Effect

Putting a time limit on having items in the cart with a hint that

others could take those items if they aren't quick enough will

push victim customers to quickly buy the scam items.

00:12:25

\$12.00

M

Bacterifree COVID-19 Hand Sanitizer

\$20.00



Elixir of Healing COVID-19 Cream

Include Elixar of Life Formaldehyde healing cream \$5 samples

Recieve a pack of **free** facemasks

 \checkmark

*Terms & Co

Make something free

SOCIAL ENGINEERING

Indicating that they are getting something extra with the purchased scam item may encourage the customer that the purchase is worth it.

\$12.00

SOCIAL ENGINEERING Hide the maths

Displaying that there is a large discount from the original cost for the sake of exciting the customer and implying they are getting a lot out of the purchase. The maths and discounts will be incorrect and/or non existent (just for show).

Fake offers and deals

Fake deals and discounts for the product to make it seem like getting the victim customer would get them item less than what it normally is - even if these are not real

Order total

Proceed to checkout

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DARK PATTERN

Misdirection

Uses visually appealing, professional website design and product images to distract the user from any hints or details that would identify the seller or COVID-19 products being sold to be illegitimate.



Bacterifree COVID-19 Hand Sanitizer

\$12.00

\$20.00

\$50.00

Elixir of Healing COVID-19 Cream

Include Elixar of Life Formaldehyde healing cream \$5 samples

Recieve a pack of free facemasks

*Terms & Conditions apply

DARK PATTERN

 \checkmark

Sneak into the basket

When the customer tries to purchase the COVID-19 scam products, the scammers sneak in extra scam products (or visually say they are addings extra products) to gain more profit.

COVID-19 services fee

Shipping & handling

GST

\$2.00

\$5.00

\$1.00

Order total

\$99.00

DARK PATTERN

Hidden Costs

The scammer includes hidden costs only seen in the terms and conditions. There are some hidden costs that charged by a never mentioend anywhere within the website.

Privacy Zuckering

The scammer hides small print information within the form or site terms and conditions that allows them to use and sell any information and data that the victim user has been persuaded to give e.g through forms.

Proceed to checkout

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SCAM STRATEGY |

Fake Website

opportunities to steal.

The scam website houses counterfeit COVID-19 items that will

Time before cart is emptied

UU:12:25

\$12.00

\$50.00

\$20.00

be sold on it. While the website looks like it's aim is to sell

legitimate-looking products, it provides a number of





SCAM STRATEGY

Brandjacking & Business Fronts

Stealing the brand of Unite against COVID-19 (brand colours, logo and typeface. Pretending to be a store that is related to the brand.

Dactellifee COVID-13 Hariu Saliitizei

Elixir of Healing COVID-19 Cream

SCAM STRATEGY |

Whiz-Bang Gadgets

The counterfeit COVID-19 product that is being sold is the 'centre of attention'. The scam seller advertises COVID-19 sales and offers alongside the counterfeit COVID-19 product to make it seem that the customer will be getting a better deal than if those offers were not being offered.

eam \$5 samples



oo sampies



COVID-19 services fee	\$5.00
Shipping & handling	\$1.00
GST	\$2.00
Order total	\$99.00

Proceed to checkout













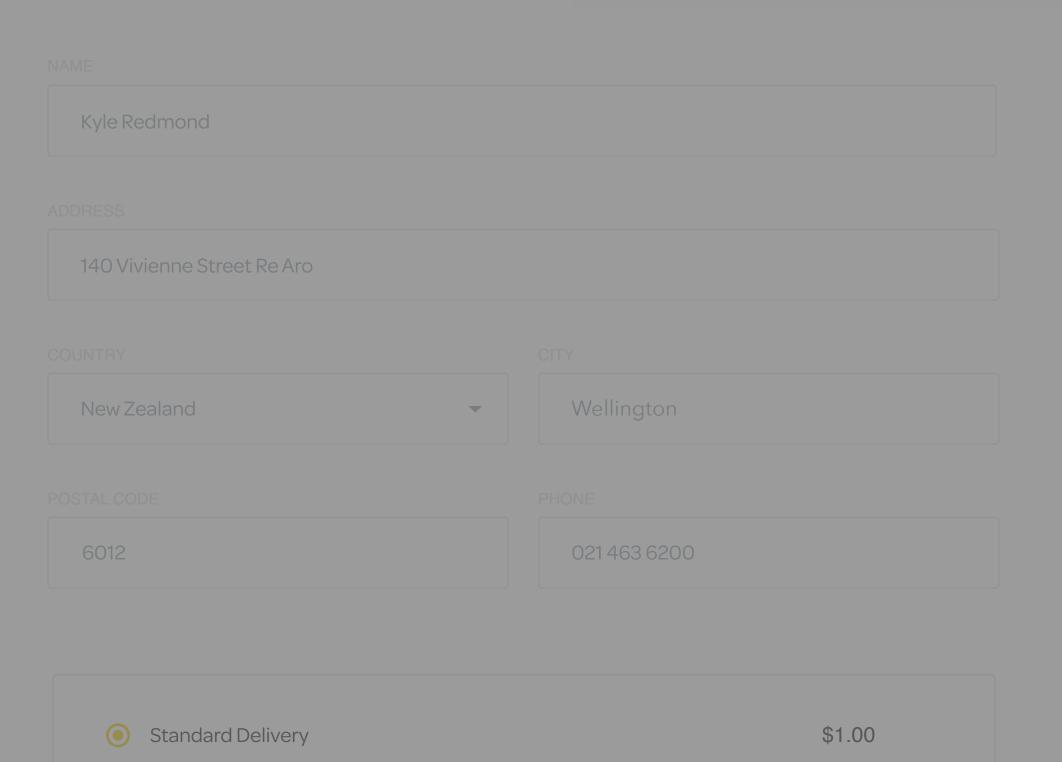
Checkout

The scammer looks like a professional and legitimate organisation "Unite against COVID-19 Essentials Store". Like the rest of the store, the check out page where the customer must type in their details looks legitimate - however the scammer will use this page to steal personal information.

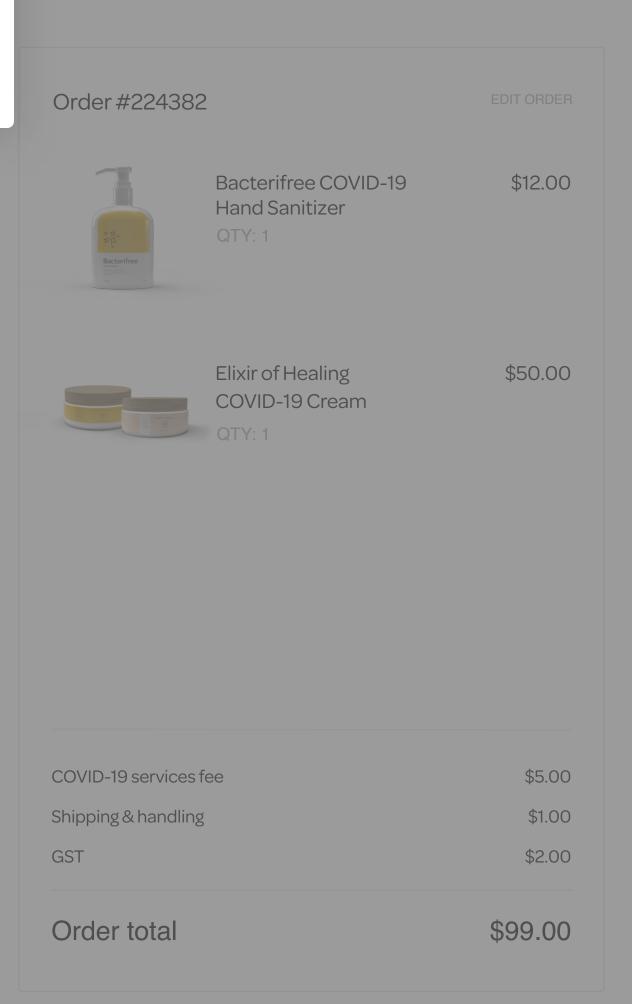
SOCIAL ENGINEERING

Professional Appearance

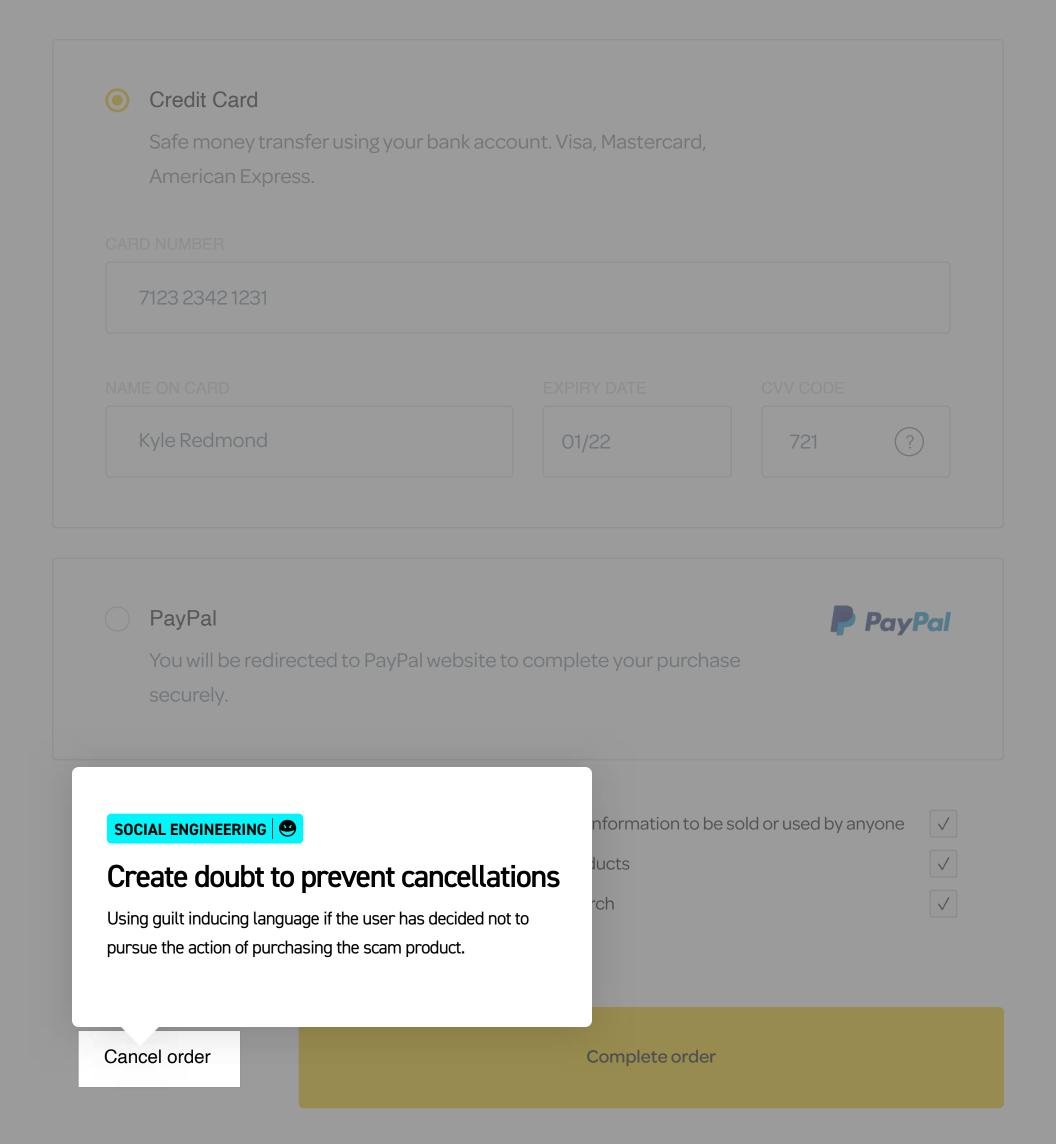
Customer Information



Estimated 7-14 Day Shipping (Duties and taxes may be due upon delivery)



Payment Selection









DARK PATTERN

Misdirection

to be illegitimate.

Uses visually appealing, professional website design and

product images to distract the user from any hints or details

that would identify the seller or COVID-19 products being sold

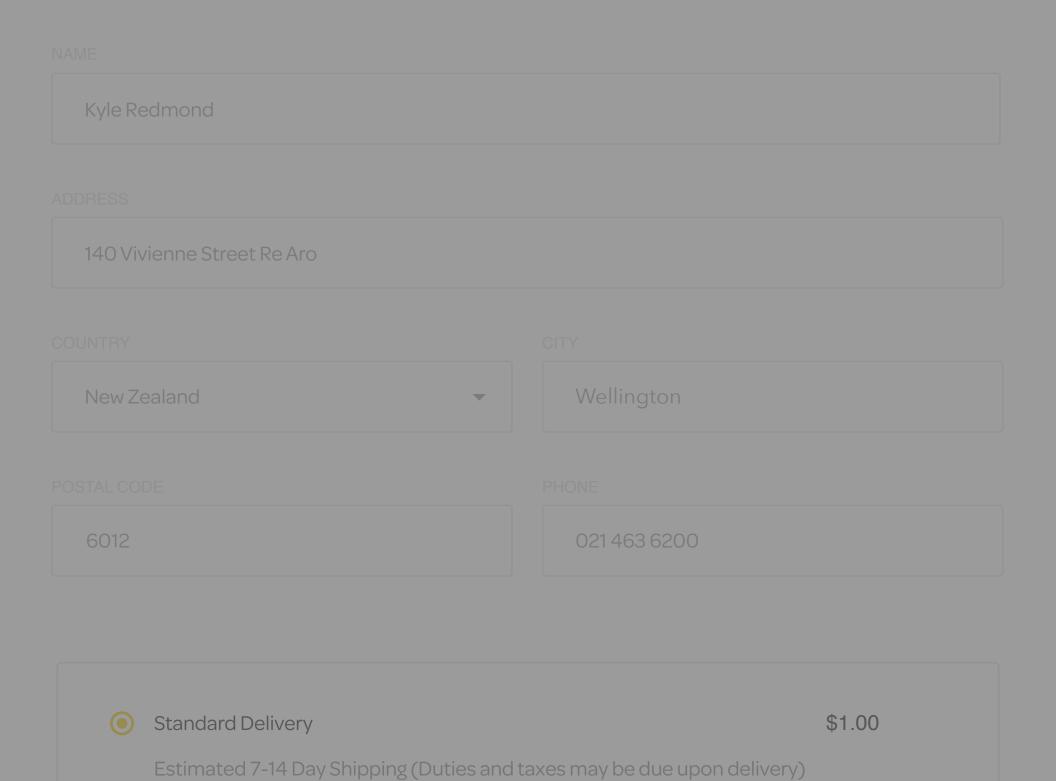






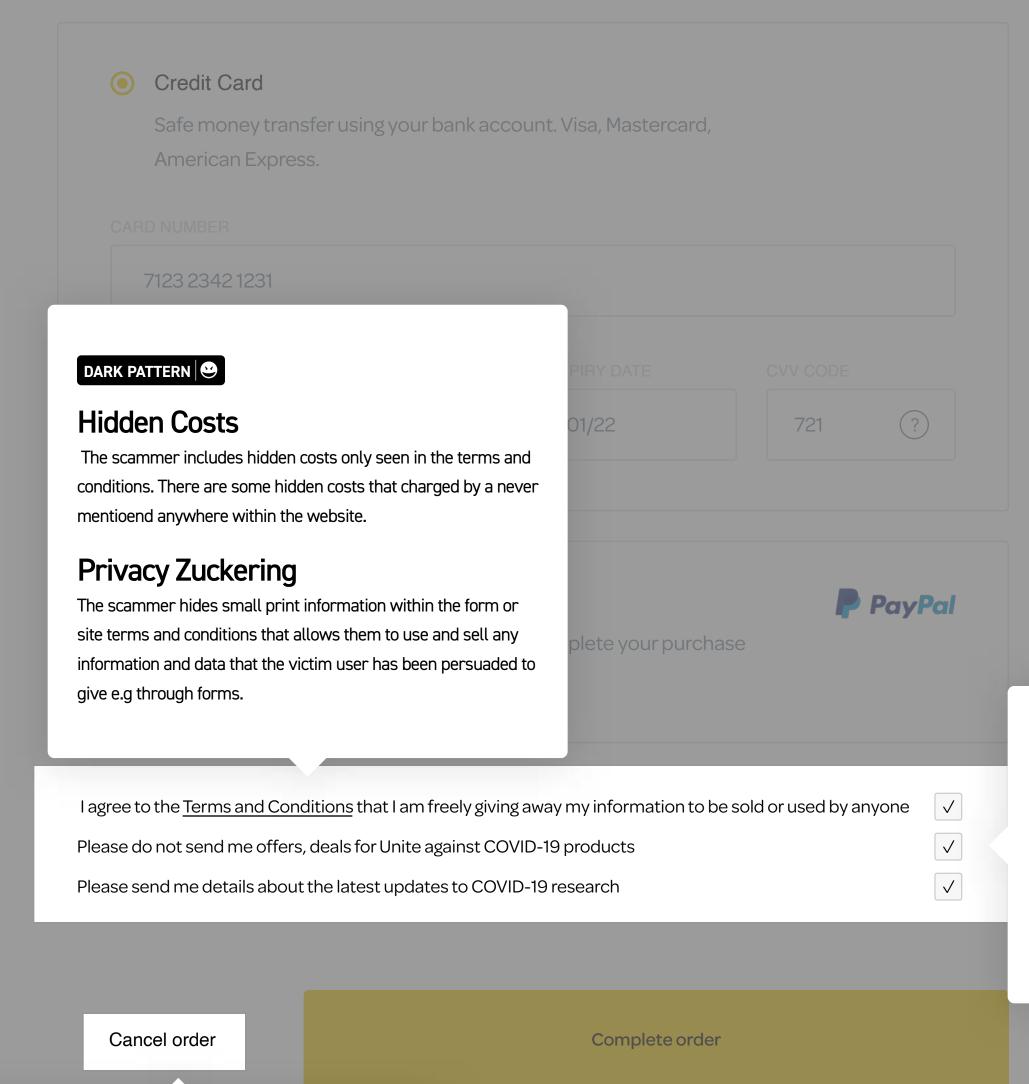
Checkout

Customer Information



Bacterifree COVID-19 \$12.00 Hand Sanitizer OTY: 1 Elixir of Healing COVID-19 Cream OTY: 1 COVID-19 services fee \$5.00 Shipping & handling \$1.00 GST \$2.00 Order total \$99.00

Payment Selection



DARK PATTERN

Trick Questions

Provides a confusing series of questions the user will need to double check before they select the tickbox - otherwise accepting offers they do not intend to take. This mechanic can also include adding extra textboxes in the form asking questions to recieve personal information - yet the customer thinks it is part of the

DARK PATTERN

Confirmshaming

When the scam COVID-19 website store provides deals, sales, offers to keep in touch, if the user decides not to take it, the site uses guilt inducing text to doubt exiting out of the offer. This also includes if the user decides not to proceed with the purchase.

Copyright















The scam website houses counterfeit COVID-19 items that will be sold on it. While the website looks like it's aim is to sell legitimate-looking products, it provides a number of opportunities to steal.

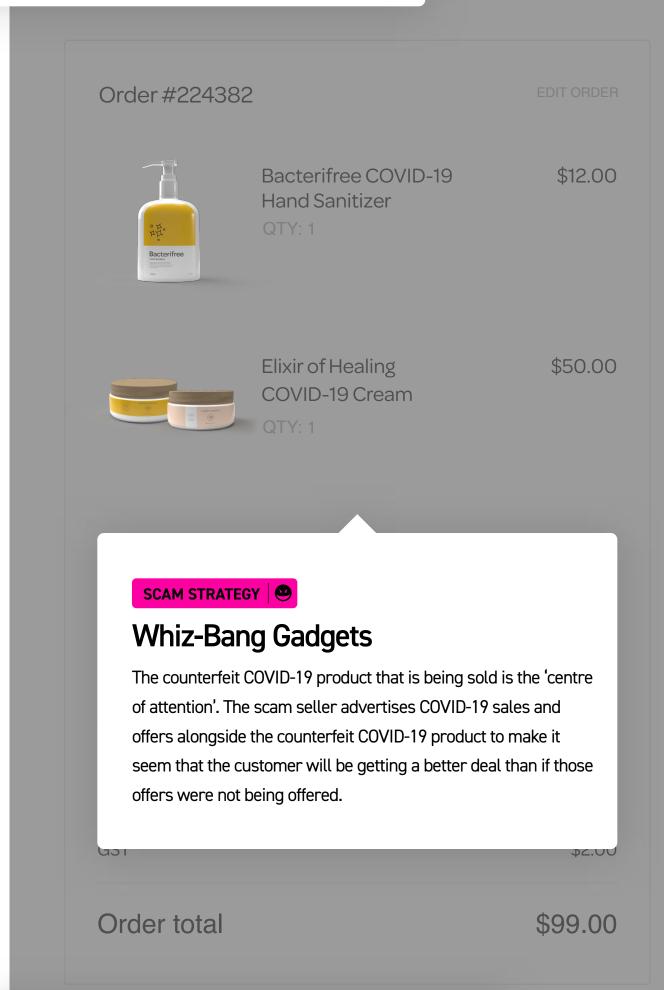
SCAM STRATEGY |

Stealing the brand of Unite against COVID-19 (brand colours, logo and typeface. Pretending to be a store that is related to the brand.

Brandjacking & Business Fronts

Checkou

Kyle Redmond				
PRESS				
140 Vivienne Street Re Aro				
JNTRY		CITY		
New Zealand	•	Wellington		
STAL CODE		PHONE		
6012		021 463 6200		
Standard Delivery			\$1.00	0
Estimated 7-14 Day Shipping	g (Duties and ta	axes may be due upon	delivery)	
ayment SelectionOredit CardSafe money transfer using y	our bank acco	ount. Visa, Mastercard,		
Credit Card	our bank accc	unt. Visa, Mastercard,		
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231	our bank acco			
Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231 NAME ON CARD	your bank acco	EXPIRY DATE	CVV CODE	?)
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231	your bank acco			?
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231 NAME ON CARD Kyle Redmond	your bank acco	EXPIRY DATE	CVV CODE	?
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231 NAME ON CARD Kyle Redmond PayPal		EXPIRY DATE 01/22	CVV CODE 721	? PayPal
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231 NAME ON CARD Kyle Redmond		EXPIRY DATE 01/22	CVV CODE 721	
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231 NAME ON CARD Kyle Redmond PayPal You will be redirected to Parsecurely.	yPal website to	expire Date 01/22 complete your purch	CVV CODE 721	PayPal
Credit Card Safe money transfer using y American Express. CARD NUMBER 7123 2342 1231 NAME ON CARD Kyle Redmond PayPal You will be redirected to Par	yPal website to	expired DATE O1/22 complete your purch away my information to be	CVV CODE 721	PayPal



SCAM STRATEGY |

Phishing

The scammers pretend to be the legitimate Unite against COVID-19 store to give the image of a trustworthy company. Customers will feel more comfortable with giving their information to this legitimate looking form.



