

## REPORTING



**P**residential Decision Directive/NSC-12 requires that government employees report all contact with individuals of any nationality, either within or outside the scope of the employees' official activities, in which:

- Illegal or unauthorized access to classified or sensitive information is sought
- The employee is concerned that he/she may be the target of foreign entity exploitation

Because elicitation is subtle and difficult to recognize, you should report any suspicious conversations to your facility security officer, DSS industrial security representative and DSS field counterintelligence (CI) specialist. The individuals staffing these offices can assess your information and determine if a potential CI concern exists.

## SUMMARY

In the espionage trade, IOs use elicitation as a technique to subtly extract information about you, your work, and your colleagues. Elicitation is the art of conversation honed by intelligence services to its finest edge. You never know if entities are using elicitation to pass the time or to gather intelligence.

Social networking offers almost unlimited opportunities to gather information through direct personal contact. Elicitation requires patience and persistence. Pieces of information, collected over an extended period, can provide the final piece of the puzzle to a complex problem or save scarce research money.

Elicitation is non-threatening. It is hard to recognize as an intelligence technique and it is easy to deny any wrongdoing.

Report suspicious activity to your local security contact.  
Your DSS point of contact is:



## Elicitation & Recruitment

Can you recognize it?

It's your duty to report it!

### *This pamphlet is intended to:*

- Sensitize you to foreign intelligence services targeting and elicitation
- Assist you in recognizing and countering recruitment attempts
- Advise you to immediately report an incident or questionable relationship



This product created by Defense Security Service, Counterintelligence Directorate  
[https://www.dss.mil/isp/count\\_intell/count\\_intell.html](https://www.dss.mil/isp/count_intell/count_intell.html)

## What is RECRUITMENT?

**R**ecruitment is obtaining cooperation from someone to provide sensitive or classified information.

- An intelligence service typically conducts recruitment after careful assessment and patient cultivation of the target. By the time the offer to work for the foreign government or entity (the “pitch”) is made, the intelligence officer (IO) is relatively confident of the target’s willingness to cooperate
- If the target agrees to the recruitment, that person becomes an “asset” (a spy). The IO handles the asset by clandestinely receiving the information, paying the asset, and guiding the asset in illicit collection activities
- Money is frequently used as a recruitment tool, but there are alternate methods, such as appealing to ideology, ego, revenge, blackmail, etc. Safeguard your actions and words to avoid becoming an easy target
- Be honest with yourself about your own vulnerabilities and adjust your lifestyle to close gaps that hostile entities could exploit



## THE THREAT

**T**he mainstay of most intelligence services worldwide is the recruitment of well-placed assets who can provide insightful intelligence on collection requirements. Most sensitive military and civilian jobs are of special interest to foreign intelligence services.



- Foreign intelligence services use foreign defense industry representatives involved in business with U.S. companies to identify, assess, and approach potential recruitment targets
- Despite the number of Americans who have initiated espionage careers on their own volition, foreign intelligence services continue to invest considerable time and resources assessing and targeting U.S. citizens for recruitment
- Approaches are almost never made impulsively, but are actually the result of detailed planning and thorough assessment of the target. By the time the target is asked to work for an intelligence service, the person is probably aware that a dubious relationship is developing

**BOTTOM LINE:**

**BE ASSERTIVE. BE ALERT. BE AWARE.  
REPORT SUSPICIOUS ACTIVITY!**

## DAMAGE POTENTIAL

**I**ndisputably, those Americans who have betrayed their country, regardless of whether they volunteered or were recruited, have caused immeasurable damage to the security of the United States. In some cases, lives were lost. In others, lives were destroyed. In all cases, lives were irreparably altered.

- Americans who have spied have betrayed a special trust to the country and to their friends, colleagues, and families. Despite their personal rationale for committing espionage, all had other means at their disposal for fulfilling their aspirations, needs, and desires. Most, if not all spies, eventually regret their actions and their decisions to commit espionage
- Providing classified information to any unauthorized individual is illegal. Espionage against the U.S. government is a very serious crime punishable by imprisonment, fines, or death



Your individual contribution to the security of your company, military branch, federal agency, and your nation is vital.