

DAVID G. MAJOR
ASSOCIATES, INC.



CI CENTRE
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David G. Major Associates, Inc. (DGMA)/
The Centre for Counterintelligence and Security Studies (CI Centre®)
Premier Education and Training in Counterintelligence,
Counterterrorism and Security since 1997

General Services Administration
Federal Supply Service
Authorized Federal Supply Schedule Price List

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, a menu driven database system. The INTERNET address for GSA Advantage! is: GSAAdvantage.gov.

Prices shown are NET. Discount already deducted.

FSC Group 874
Mission Oriented Business Integrated Services (MOBIS)
SIN 874 4
NAICS CODE 611430
Contract Number: GS-02F-0210R

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract Period: August 30, 2005 to August 29, 2020

Contractor:
David G. Major Associates, Inc. (DGMA)
341 Canterwood Lane
Great Falls, VA 22066
Phone: 703-642-7450 or 1-800-779-4007
Fax: 703-948-0134
www.cicentre.com/GSA

Business size: Small, veteran-owned business

David G. Major Associates, Inc. (DGMA) through its subsidiary, The Centre for Counterintelligence and Security Studies (CI Centre), provides dynamic, in-depth and relevant education, training and products on counterintelligence, counterterrorism, and security.

Our programs are designed to enhance your organization's mission and to protect your information, facilities and personnel from global terrorists, foreign intelligence collectors and competitor threats.

The CI Centre offers in-depth courses on:

- Counterintelligence Strategy and Tactics
- Understanding Terrorism
- Counterterrorism Tactics
- Economic Espionage Protection
- International Travel and Safety
- Security and OPSEC Awareness
- Foreign Intelligence Services.

With the CI Centre courses, students learn directly from experienced veterans who were successful in the counterintelligence, counterterrorism, security, and intelligence professions. Our proven instructors served in the FBI, CIA, Defense Department, Military Intelligence, State Department, Department of Justice and more. Many are also Middle East/Terrorism experts and authors.

We have a proven track record of presenting dynamic, in-depth and powerful "culture-changing" courses that create a real buy-in and support of CI, CT and security disciplines.

Key Points:

- Training can be provided at your facility or at a third party facility arranged for by the CI Centre.
- Courses are tailored to meet your organization's needs and specifications.
- The CI Centre provides complete turn-key support to meet your requirements.
- Courses range in length from one day up to five days.
- Registration support is provided.
- The CI Centre is on the GSA Schedule (Contract GS-02F-0210R) for Government clients.
- For more information, contact our Business Development Team at 1-800-779-4007.

CUSTOMER INFORMATION

1. **Items Awarded:**

SIN 874-4 MOBIS Training Services. Over 45 fully-developed commercial-off-the-shelf (COTS) courses designed to enhance the tactical and strategic counterterrorism, counterintelligence, security awareness and operational capabilities of Federal Government personnel are available to be taught at our training facility in Alexandria, VA or at remote client sites. Please see the following price lists and course catalog for additional information on courses.

2. **Maximum Order:** \$1,000,000

3. **Minimum Order:** \$100

4. **Geographic Coverage (delivery area):** The 48 Contiguous States and the District of Columbia, Alaska, Hawaii, Puerto Rico and International.

5. **Point of Production:** Great Falls, VA 22066

6. **Discount from list prices:** Prices herein are Net and reflect 14% basic discount from commercial pricing.

7. **Quantity Discounts:** Call/FAX for consideration.

8. **Prompt Payment Terms:** 0.5%/Net 10 Days

9. **Acceptance of Government Purchase Cards:** Government purchase cards are accepted below and above the micro-purchase threshold.

10. **Foreign Items:** Not Applicable

11. **Time of Delivery:**

- a. Course dates and times will be mutually agreed upon by DGMA and the Customer. Dates are subject to change if both parties mutually agree.
- b. Urgent Requirements: Negotiated with customer. When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing). If the contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. **FOB Points:** The 48 Contiguous States and the District of Columbia are FOB destinations. Alaska, Hawaii, Puerto Rico and Overseas are FOB inland carrier point of exportation.

13. Ordering Address:

a. **Ordering Address:**

David G. Major Associates, Inc.
341 Canterwood Lane
Great Falls, VA 22066
Phone: 703-642-7455
Fax: 703-948-0134
Email: mary.major@cicentre.com

- b. **Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3

14. Payment Address

David G. Major Associates, Inc.
PO Box 538
Great Falls, VA 22066
ATTN: Mary Major
Phone: 703-642-7455
Fax: 703-948-0134
Email: mary.major@cicentre.com

15. **Warranty Provision:** Not applicable

16. **Export Packing Charges:** Not applicable

17. **Terms and conditions of Government purchase card acceptance:** None

18. **Printer Parts:** N/A

19. **Remanufacturer Cartridges:** N/A

20. **DUNS #:** 96-880-4765

21. **Central Contractor Registration (CCR):** David G. Major Associates, Inc. is registered in the CCR database. Also registered in System for Award Management (SAM).

CAGE/NCAGE Code: 1QCY4

David G. Major Associates, Inc.
Counterintelligence, Counterterrorism and Security Courses
SIN 874-4: MOBIS Training Services

GSA Pricing Option 1: *Per COURSE*

Course #	Course Name	SIN	Max. # Students	Length in Days	GSA Price PER COURSE
100	Anatomy of Espionage	874-4	30	1	\$7,856
101	Elicitation Techniques and the Recruitment Process	874-4	30	1	\$7,856
103	Corporate Allegiance of the Global Employee	874-4	30	1	\$7,856
105	The John Walker Case: Implications and Lessons Learned for Today's Challenges	874-4	30	1	\$7,856
113	Technological Espionage Wars	874-4	30	1	\$7,856
150	Current Counterespionage Cases	874-4	30	1	\$7,856
159	An Introduction to Cuban Intelligence and Counterintelligence Methodologies	874-4	30	2	\$15,712
163	Dying to Kill Us: Understanding the Mindset of Suicide Operations	874-4	30	1	\$7,856
164	The Evolution of Counterterrorism in America	874-4	30	1	\$7,856
170	Economic Espionage and the Theft of Technology	874-4	30	1	\$7,856
202	Vulnerabilities of an Intelligence Professional	874-4	30	2	\$15,712
202.1	Vulnerabilities of an Intelligence Professional	874-4	30	1	\$7,856
203	Vulnerabilities of Global Travel: Personnel and Information Protection	874-4	30	2	\$15,712
204	Safe Foreign Travel	874-4	30	1	\$7,856
205	National Security Policy and CI Implications of Denial and Deception Practices	874-4	30	5	\$39,280

GSA SCHEDULE CATALOG — CONTRACT: GS-02F-0210R
Counterintelligence, Counterterrorism and Security Training Courses

Course #	Course Name	SIN	Max. # Students	Length in Days	GSA Price PER COURSE
205.3	National Security Policy and CI Implications of Denial and Deception Practices	874-4	30	3	\$23,568
207	An Introduction to the People's Republic of China's (PRC) Intelligence and Counterintelligence Methodologies	874-4	30	2	\$15,712
207.3	PRC Collection Methodologies	874-4	30	3	\$23,568
220	An Introduction to Israeli Intelligence and Counterintelligence Methodologies	874-4	30	2	\$15,712
220.1	An Introduction to Israeli Intelligence and Counterintelligence Methodologies	874-4	30	1	\$7,856
268	Terrorism Threats in Africa	874-4	30	1	\$8,579
300	The Secret History of History: The Impact of Intelligence and Counterintelligence on World Events	874-4	30	2	\$15,712
362	Informant Development for Law Enforcement to Fight Terrorism	874-4	30	5	\$39,280
362.3	Informant Development for Law Enforcement to Fight Terrorism	874-4	30	3	\$23,568
501	An Overview of Critical Counterintelligence Issues	874-4	30	5	\$39,280
501.3	An Overview of Critical Counterintelligence Issues	874-4	30	3	\$23,568
502	Double Agency: Offensive Counterintelligence	874-4	30	5	\$39,280
502.3	Double Agency: Offensive Counterintelligence	874-4	30	3	\$23,568
503	Counterespionage Today: Complexities and Decisions	874-4	30	5	\$39,280
503.3	Counterespionage Today: Complexities and Decisions	874-4	30	3	\$23,568
505	An Overview of Critical Counterterrorism Issues	874-4	30	5	\$39,280
505.3	An Overview of Critical Counterterrorism Issues	874-4	30	3	\$23,568
512	Counterintelligence Asset Validation	874-4	30	5	\$39,280
512.3	Counterintelligence Asset Validation	874-4	30	3	\$23,568

GSA SCHEDULE CATALOG — CONTRACT: GS-02F-0210R
Counterintelligence, Counterterrorism and Security Training Courses

Course #	Course Name	SIN	Max. # Students	Length in Days	GSA Price PER COURSE
515	Investigative Interviewing Techniques: Basic to Advanced	874-4	24	5	\$39,280
515.3	Investigative Interviewing Techniques: Basic to Advanced	874-4	24	3	\$23,568
516	Statement Analysis: What Do Suspects' Words Really Reveal?	874-4	24	5	\$39,280
516.3	Statement Analysis: What Do Suspects' Words Really Reveal?	874-4	24	3	\$23,568
518	Espionage Investigations and Interviewing Techniques	874-4	24	5	\$39,280
518.3	Espionage Investigations and Interviewing Techniques	874-4	24	3	\$23,568
560	Middle Eastern Intelligence Services and Terrorist Organizations	874-4	30	5	\$39,280
562	Counterterrorism Asset Validation	874-4	30	5	\$39,280
562.3	Counterterrorism Asset Validation	874-4	30	3	\$23,568

COST AND PRICING

DGMA courses are based on a firm fixed price for 30 students. Additional students may attend classroom training at a cost of \$261.00 per student, per day for full-day and multi-day courses. Payment terms are NET 30. Prompt payment discount are 0.5% within 10 business days of receipt of invoice.

Government Credit Card will be accepted as a form of payment for all purchases, including those under the micro-purchase threshold of \$2,500.

Discounted Prices are inclusive of the 0.75% Industrial Funding Fee.

Discount/price relationship is based on the Federal Government, Corporate, Educational Institution, Museum/Cultural Client classes of commercial customers.

All awarded services will be FOB Destination.

RESCHEDULING AND CANCELLATION OF COURSES

Cancellation of a scheduled course must be made 31 days in advance.

To reschedule a cancelled seminar, arrangements must be made within 30 days of cancellation.

COURSE LOCATION

Training can be provided at your facility or at a third party facility arranged by the CI Centre. However, if the Customer's location is outside the Washington, DC Metropolitan area, travel expenses must be paid by the Customer.

COURSE DATES AND TIMES

Course dates and times will be mutually agreed upon by DGMA and the Customer. Dates are subject to change if both parties, Customer and Contractor, mutually agree.

SEMINAR OWNERSHIP

All DGMA seminars and materials have been copyrighted by David G. Major Associates, Inc. They may not be reproduced or redistributed in any form without the expressed written consent of David G. Major Associates, Inc. The fees charged for all DGMA seminars do not include development or research expenses. The fees are compensation for delivery of the seminars, and the ownership remains copyrighted. No seminar segments may be videotaped or audio recorded.

This Proposal and the contract should reflect that the ownership of the seminar/s is retained by David G. Major Associates, Inc. and remains copyright protected using the following phrase:

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David G. Major Associates, Inc.
Counterintelligence, Counterterrorism and Security Courses
SIN 874-4: MOBIS Training Services

GSA Pricing Option 2: Per STUDENT

Course #	Course Name	SIN #	Min. # Students	Length in Days	Price per Person per day	TOTAL Price PER STUDENT
100	Anatomy of Espionage	874-4	12	1	\$523.74	\$523.74
101	Elicitation Techniques and the Recruitment Process	874-4	12	1	\$523.74	\$523.74
103	Corporate Allegiance of the Global Employee	874-4	12	1	\$523.74	\$523.74
105	The John Walker Case: Implications and Lessons Learned for Today's Challenges	874-4	12	1	\$523.74	\$523.74
113	Technological Espionage Wars	874-4	12	1	\$523.74	\$523.74
150	Current Counterespionage Cases	874-4	12	1	\$523.74	\$523.74
159	An Introduction to Cuban Intelligence and Counterintelligence Methodologies	874-4	12	2	\$523.74	\$1,047.48
163	Dying to Kill Us: Understanding the Mindset of Suicide Operations	874-4	12	1	\$523.74	\$523.74
164	The Evolution of Counterterrorism in America	874-4	12	1	\$523.74	\$523.74
170	Economic Espionage and the Theft of Technology	874-4	12	1	\$523.74	\$523.74
202	Vulnerabilities of an Intelligence Professional	874-4	12	2	\$523.74	\$1,047.48
202.1	Vulnerabilities of an Intelligence Professional	874-4	12	1	\$523.74	\$523.74
203	Vulnerabilities of Global Travel: Personnel and Information Protection	874-4	12	2	\$523.74	\$1,047.48

GSA SCHEDULE CATALOG — CONTRACT: GS-02F-0210R
Counterintelligence, Counterterrorism and Security Training Courses

Course #	Course Name	SIN #	Min. # Students	Length in Days	Price per Person per day	TOTAL Price PER STUDENT
204	Safe Foreign Travel	874-4	12	1	\$523.74	\$523.74
205	National Security Policy and CI Implications of Denial and Deception Practices	874-4	12	5	\$523.74	\$2,618.70
205.3	National Security Policy and CI Implications of Denial and Deception Practices	874-4	12	3	\$523.74	\$1,571.22
207	An Introduction to the People's Republic of China's (PRC) Intelligence and Counterintelligence Methodologies	874-4	12	2	\$523.74	\$1,047.48
207.3	PRC Collection Methodologies	874-4	12	3	\$523.74	\$1,571.22
220	An Introduction to Israeli Intelligence and Counterintelligence Methodologies	874-4	12	2	\$523.74	\$1,047.48
220.1	An Introduction to Israeli Intelligence and Counterintelligence Methodologies	874-4	12	1	\$523.74	\$523.74
268	Terrorism Threats in Africa	874-4	12	1	\$598	\$598
300	The Secret History of History: The Impact of Intelligence and Counterintelligence on World Events	874-4	12	2	\$523.74	\$1,047.48
362	Informant Development for Law Enforcement to Fight Terrorism	874-4	12	5	\$523.74	\$2,618.70
362.3	Informant Development for Law Enforcement to Fight Terrorism	874-4	12	3	\$523.74	\$1,571.22
501	An Overview of Critical Counterintelligence Issues	874-4	12	5	\$523.74	\$2,618.70
501.3	An Overview of Critical Counterintelligence Issues	874-4	12	3	\$523.74	\$1,571.22



GSA SCHEDULE CATALOG — CONTRACT: GS-02F-0210R
Counterintelligence, Counterterrorism and Security Training Courses

Course #	Course Name	SIN #	Min. # Students	Length in Days	Price per Person per day	TOTAL Price PER STUDENT
502	Double Agency: Offensive Counterintelligence Operations	874-4	12	5	\$523.74	\$2,618.70
502.3	Double Agency: Offensive Counterintelligence Operations	874-4	12	3	\$523.74	\$1,571.22
503	Counterespionage Today: Complexities and Decisions	874-4	12	5	\$523.74	\$2,618.70
503.3	Counterespionage Today: Complexities and Decisions	874-4	12	3	\$523.74	\$1,571.22
505	An Overview of Critical Counterterrorism Issues	874-4	12	5	\$523.74	\$2,618.70
505.3	An Overview of Critical Counterterrorism Issues	874-4	12	3	\$523.74	\$1,571.22
512	Counterintelligence Asset Validation	874-4	12	5	\$523.74	\$2,618.70
512.3	Counterintelligence Asset Validation	874-4	12	3	\$523.74	\$1,571.22
560	Middle Eastern Intelligence Services and Terrorist Organizations	874-4	12	5	\$523.74	\$2,618.70
562	Counterterrorism Asset Validation	874-4	12	5	\$523.74	\$2,618.70
562.3	Counterterrorism Asset Validation	874-4	12	3	\$523.74	\$1,571.22

COST AND PRICING

These courses are offered under a per person pricing option with a required minimum of 12 students.

Payment terms are NET 30. Prompt payment discount are 0.5% within 10 business days of receipt of invoice. No volume discounts will be given for courses purchased under the Per Student pricing option.

Government Credit Card will be accepted as a form of payment for all purchases, including those under the micro-purchase threshold of \$2,500.

Discounted Prices are inclusive of the 0.75% Industrial Funding Fee.

Discount/price relationship is based on the Federal Government, Corporate, Educational Institution, Museum/Cultural Client classes of commercial customers.

All awarded services will be FOB Destination.

RESCHEDULING AND CANCELLATION OF COURSES

Cancellation of a scheduled course must be made 31 days in advance. To reschedule a cancelled seminar, arrangements must be made within 30 days of cancellation.

COURSE LOCATION

Training can be performed at sponsor's facility. However, if the Customer's location is outside the Washington, DC Metropolitan area, travel expenses must be paid by the Customer.

COURSE DATES AND TIMES

Course dates and times will be mutually agreed upon by DGMA and the Customer. Dates are subject to change if both parties, Customer and Contractor, mutually agree.

SEMINAR OWNERSHIP

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David G. Major Associates, Inc.

Counterintelligence, Counterterrorism and Security Courses

SIN 874-4: MOBIS Training Services

COURSE CATALOG

Anatomy of Espionage

Maximum Number of Students: 30 **Course Number:** 100 **Course Length:** 1 day

During this one day course, CI, security, and HR professionals will study the underpinnings of espionage operations. Regardless of which country's intelligence service conducts espionage, there are five basic elements: Contact/Communication, Collection, Motive/Reward, Foreign Travel, and Tradecraft. We will discuss myriad ways espionage investigations begin, which will be robust with case illustrations spanning the last 50+ years of penetrations of the US intelligence community, military, and US Government. Ultimately, everyone attending this course will be better prepared to recognize anomalies that might indicate the presence of espionage and assist in the neutralization process.

Elicitation Techniques and the Recruitment Process from the Intelligence and Counterintelligence Perspective

Maximum Number of Students: 30 **Course Number:** 101 **Course Length:** 1 day

Learn how elicitation works. Understand the basics of the techniques so that you can recognize when someone attempts to elicit information from you. Learn the basics of the recruitment process from both the intelligence and counterintelligence perspectives. The goal of the course is to provide the students the tools to recognize when they are the target of an elicitation operation and how to counter this collection methodology.

The John Walker Case: Implications and Lessons Learned for Today's Challenges

Maximum Number of Students: 30 **Course Number:** 105 **Course Length:** 1 day

John Walker, along with his best friend Jerry Whitworth, his brother Arthur, and his son Michael were all arrested for espionage in May 1985. He and eventually his network had spied for the KGB since December 1967. CI Centre Professor former KGB Major General Oleg Kalugin supervised this case for the Soviet KGB when it began and when it ended. After his arrest, John Walker was brought to the Baltimore Field Office of the FBI where CI Centre Professor David Major was the CI Supervisor and Program Manager. The arrest of the Walker espionage ring resonated within the National Security Community and in the White House. It led directly to the appointment of David Major as the first Director of Counterintelligence on the National Security Council staff. The end result was a series of presidential policy decisions to break the back of Soviet/Russian intelligence in the United States that had a positive impact on mitigating some of the damage done by the Robert P. Hanssen espionage case. The lessons of these events and their legacy for today's counterintelligence issues will be discussed in this intensive course.

Technological Espionage Wars

Maximum Number of Students: 30 **Course Number:** 113 **Course Length:** 1 day

BOURBON - SILVER - GOLD - IVY BELLS - TAW - ABSORB - KH-11 - RYAN - TRANSPONDER - MONOPOLY.....These are only a few of some of the most sensitive, inventive and sometimes dramatic codenames in the technological espionage wars. From sewers, buildings, bridges, basements, tunnels and railways to the very depth of the ocean floor, around the world and in space, technical collections espionage operations have been implemented with amazing secrecy and bravado. The development, deployment, productivity and subsequent compromise of some of these highly classified projects represented some of the most daring unknown battles in the espionage wars. The details of these operations and how they were compromised will be revealed in this session.

Current Counterespionage Cases

Maximum Number of Students: 30 **Course Number:** 150 **Course Length:** 1 day

This seminar is designed to provide an introduction to the more recent espionage cases affecting our nation's security. We will discuss the predications of the cases; highlight the spy's background, revealing both psychological insights into why he/she spied as well as insights from CI professionals involved in the cases; discuss the foreign intelligence service (FIS) modus operandi and tradecraft; review the damage to our national security; and integrate lessons learned. The examples used in this course are updated as new espionage cases surface.

An Introduction to Cuban Intelligence and Counterintelligence Methodologies

Maximum Number of Students: 30 **Course Number:** 159 **Course Length:** 2 days

Through the real life experiences of a retired Cuban intelligence officer, this one-day introductory course focuses on one of the most effective and least known of the Communist intelligence organizations: the Cuban Directorate of Intelligence (DI) of the Ministry of Interior. We will discuss the formation, development/evolution and current state of the intelligence gathering organizations that exist in Communist Cuba. The course will cover the qualifications, selection process, and training of Cuban intelligence officers and their subsequent modus operandi, tradecraft, and targeting efforts. Other topics will include intelligence training of allied intelligence and CI services, biochemical capabilities, and cyber and radio frequency weapons. Various case studies will demonstrate Cuba's main intelligence target: America. The concluding lecture for this seminar will expose students to a brief analysis and forecast of what the future will bring to post-Castro, post-embargo Cuba, and the possible future of the intelligence organizations in that country in case the essence of the regime does not change.

Dying to Kill Us: Understanding the Mindset of Suicide Operations

Maximum Number of Students: 30 **Course Number:** 163 **Course Length:** 1 day

An overview of the threat from suicide bombers: the psychology and motivation of these devastating bombers as well as the perennial "Why do they hate us?" question. Included in this course are the use, types and "effectiveness" of improvised explosive devices and vehicle-borne improvised explosive devices: how terrorists fabricate them, various delivery systems, and the operational tactics of the terrorists. Another critical training component included in this presentation is how you can safely determine if there is a bomb in or under your vehicle.

The Evolution of Counterterrorism in America

Maximum Number of Students: 30 **Course Number:** 164 **Course Length:** 1 day

This course provides the history of how we got to today in our fight against terrorism. From the bombing of Black Tom Island in New York in 1916 to the 9/11 attacks, learn how America has dealt with terrorist threats.

Economic Espionage and the Theft of Technology

Maximum Number of Students: 30 **Course Number:** 170 **Course Length:** 1 day

This seminar is designed to provide an introduction to the threat from economic espionage. The seminar will examine and define many of the terms applicable to economic espionage, review many of the significant cases, focus on economic collection by both adversaries and allies, look at the threat from the trusted insider, and also address the penetration of government agencies by contractors. The course presents an overview of the Economic Espionage Law of 1996 and examines the scope of our national losses resulting from economic espionage in the bi-annual surveys of the theft of proprietary information done by the American Society of Industrial Security (ASIS).

Vulnerabilities of an Intelligence Professional

Maximum Number of Students: 30 **Course Number:** 202 **Course Length:** 2 days

The rules are different overseas. Learn how to protect yourself from being identified, targeted, recruited or manipulated by foreign security services. Step inside their shoes and learn how to think like them. Be aware of the techniques they use to get close to you without your knowing it. The seminar includes a discussion of mission, methods and means of CI services; and students participate in two case studies directed toward understanding how CI services deploy CI collection resources. The students have the unique opportunity to participate in case studies, and hear firsthand from a former FBI access agent on how he was utilized to target, assess, and successfully manipulate numerous foreign intelligence officers, as well as their clandestine agents.

Vulnerabilities of an Intelligence Professional

Maximum Number of Students: 30 **Course Number:** 202.1 **Course Length:** 1 day

This seminar is a condensed version of the 202 Seminar set forth above. The rules are different overseas. Learn how to protect yourself from being identified, targeted, recruited or manipulated by foreign security services. Step inside their shoes and learn how to think like them. Be aware of the techniques they use to get close to you without your knowing it.

Vulnerabilities of Global Travel: Personnel and Information Protection

Maximum Number of Students: 30 **Course Number:** 203 **Course Length:** 2 days

In today's international market place and global national security environment, global travel is an essential and absolute requirement for the corporate, military or government employee/contractor. This essential seminar

provides practical information and usable tactics to assist the global traveler. This seminar covers pre-travel preparation planning, strategies to decrease individual profiles while traveling, plus arrival and personal conduct advice while at the travel destination(s) to enhance their personal safety. Included in this seminar are strategies to recognize recruitment and elicitation operations, technical collection operations to assess the traveler and/or compromise their information, and/or criminal/terrorist pre-attack profile recognition.

Safe Foreign Travel

Maximum Number of Students: 30 **Course Number:** 204 **Course Length:** 1 day

The seminar provides 101 practical safe travel tips for both first-time and experienced travelers. You will learn how to minimize your risks by lowering your profile overseas. Learn also to recognize and avoid higher-risk locations and situations as well as the pre-incident indicators that warn of a threat to your personal safety. And learn how to defuse and manage potentially violent street/criminal confrontations. This dynamic multimedia presentation covers pre-trip preparations, all modes of travel and accommodations as well as in-country business and social activities.

National Security Policy and Counterintelligence Implications of Denial and Deception Practices

Maximum Number of Students: 30 **Course Number:** 205 **Course Length:** 5 days

This D&D awareness course is designed to introduce topics and examples which specifically relate to the impact of D&D on national security policy formulation, its impact on counterintelligence efforts, and an understanding of cultural and multi-country attitudes on the use of deception. This includes a discussion of denial and deception mounted *against* the US by its allies and adversaries, methods and avenues available and used to mount such operations. This will include agents of influence, covert funding, and control of the media, forgeries, double agency, and manipulation of mass organizations. The seminar provides a comprehensive and in-depth discussion of the denial and deception operation conducted to protect KGB spy in the CIA Rick Ames and KGB spy in the FBI Bob Hanssen. The five day version of this seminar includes a comprehensive discussion of worldwide efforts to protect penetration of western intelligence services beyond just Ames and Hanssen and a discussion of denial and deception issues connected with of the hunt for WMD in Iraq before the Iraq war of 2003. This national security issue will be discussed to examine the role of denial and deception in a national intelligence assessment.

National Security Policy and Counterintelligence Implications of Denial and Deception Practices

Maximum Number of Students: 30 **Course Number:** 205.3 **Course Length:** 3 days

This D&D awareness course is designed to introduce topics and examples which specifically relate to the impact of D&D on national security policy formulation, its impact on counterintelligence efforts, and an understanding of cultural and multi-country attitudes on the use of deception. This includes a discussion of denial and deception mounted *against* the US by its allies and adversaries, methods and avenues available and used to mount such operations. This will include agents of influence, covert funding, and control of the media, forgeries, double agency, and manipulation of mass organizations. The seminar provides a comprehensive and in-depth

discussion of the denial and deception operation conducted to protect KGB spy in the CIA Rick Ames and KGB spy in the FBI Bob Hanssen.

An Introduction to the People's Republic of China's (PRC) Intelligence and Counterintelligence Methodologies

Maximum Number of Students: 30 **Course Number:** 207 **Course Length:** 2 days

This course is an introductory look at the evolution of intelligence and counterintelligence practices of the PRC. It focuses on the significant differences as well as the similarities between Chinese intelligence collection and counterintelligence practices and Western and European models. It focuses on Chinese cultural considerations and PRC historical events essential to an understanding of their collection practices and counterintelligence operations in China. In addition to coverage of traditional espionage, the seminar also discusses the Chinese economic espionage threat. Companies and government agencies concerned with the theft of dual-use, proprietary information and technology will find this two-day seminar particularly useful in understanding that threat.

People's Republic of China Collection Methodologies

Maximum Number of Students: 30 **Course Number:** 207.3 **Course Length:** 3 days

The seminar expands on the topics discussed in the 207 seminar with a detailed discussion of some of the most controversial and recent Chinese intelligence cases that have affected the DOE, FBI and other agencies. The impact of public expectation in Chinese espionage cases and the reality and difficulty of proving espionage are discussed in depth in this seminar.

An Introduction to Israeli Intelligence and Counterintelligence Methodologies

Maximum Number of Students: 30 **Course Number:** 220 **Course Length:** 2 days

This seminar expands upon the material covered in our one-day 165 Course "The Origins of the Arab-Israeli Conflict and the Israeli Intelligence Response." It is designed for personnel who would benefit from an understanding of the basis for the evolution of Israeli Intelligence Services (IIS), their tradecraft, and how they are fighting terrorism. The seminar explains the roots of the Israel and Arab conflict. The development of the State of Israel and the role its intelligence services have contributed in the process is discussed. The seminar will explain the role, missions and training of IIS officers and how this provides an insight into understanding Israel's war on terrorism. Historical and recent intelligence and counterintelligence operations conducted by Israel are examined to provide students an insight into IIS methods and mindset.

An Introduction to Israeli Intelligence and Counterintelligence Methodologies

Maximum Number of Students: 30 **Course Number:** 220.1 **Course Length:** 1 day

The seminar discusses background information of the creation and evolution of the State of Israel and the three Israeli intelligence services. The one-day version omits a significant discussion of Israeli counterintelligence practices, the controversy surrounding the attack on the *USS Liberty* and the Pollard espionage case, which are discussed in the two day version of this seminar.

Terrorism Threats in Africa

Maximum Number of Students: 30 **Course Number:** 268 **Course Length:** 1 day

This course, taught by CI Centre Professor Walid Phares, is the first educational seminar in the nation addressing the global geopolitics of the Jihadist forces in the continent of Africa. Of prime interest to strategists, decision-makers, analysts and other individuals involved in national security, homeland security, intelligence and foreign affairs fields, the course provides a necessary introduction to the developing Jihadi strategies in various African regions. The course provides an overview of the ideologies and global movements involved in Jihadism in Africa and their historical interpretations of the geopolitics of the continent.

The Secret History of History: The Impact of Intelligence and Counterintelligence on World Events

Maximum Number of Students: 30 **Course Number:** 300 **Course Length:** 2 days

The media, along with critics of intelligence and numerous individuals convicted of espionage have often rationalized their actions by making the argument that intelligence and counterintelligence programs have had little or no impact on world events. This two-day seminar is a historical journey through some of the most dramatic events in history to counter this hypothesis with factual examples. The seminar begins with the Elizabethan Era and the importance of her spymaster followed by a discussion of the only US President held captive in the Tower of London, the importance of double agents and deception in the American War of Independence and the decisive role of intelligence in the Civil War. Also discussed are the role of espionage against the US in the nuclear age, the impact on US National Nuclear Strategy and Policy and the two times the US came close to nuclear war. Implications for national security resulting from the damage caused by a number of high and low profile US espionage cases are explored. The seminar provides numerous examples of the power of intelligence and the policy implications when intelligence gaps existed, such as in the Middle East.

Informant Development for Law Enforcement to Fight Terrorism

Maximum Number of Students: 30 **Course Number:** 362 **Course Length:** 5 days

This course will train Law Enforcement professionals how to identify, approach and recruit sources to identify, penetrate and report on the potential Jihadist problems within their jurisdiction; Provide the tools and tactics required to identify and develop counterterrorist informants/sources; Understand the differences between development of general criminal informants/ sources and the development of counterterrorism informants/sources. The seminar introduces key concepts to understanding Islam today such as: who was Muhammad, the origins and importance of the Qur'an and the Sunnah, what does abrogation mean, the importance of the Mecca and Medina Suras, what is the meaning of Jihad and salvation, why Islam is more than a religion, the origins and importance of Sharia or Islamic Law, what is Dhimmitude and why is it important. This course will provide Law Enforcement Officers with an understanding of Jihadist Islamic Doctrine including a detailed knowledge of the process of radicalization and training directed against Muslims by Jihadists to recruit them to support or conduct acts of terrorism; The Jihadist interpretation of Islamic Doctrine and Law to justify terrorism; and Tactics to use when talking to people within their community who are in a position to support law enforcement's fight in the war on Jihadist Terrorism.

Informant Development for Law Enforcement to Fight Terrorism

Maximum Number of Students: 30 **Course Number:** 362.3 **Course Length:** 3 days

A condensed version of the five day course noted above.

An Overview of Critical Counterintelligence Issues

Maximum Number of Students: 30 **Course Number:** 501 **Course Length:** 5 days

Our flagship CI course. This course focuses on the evolution of the legal, organizational and ethical aspects of counterintelligence and security in the past 100 years. It is designed to increase the number of personnel who have a broad and current understanding of the development of the counterintelligence discipline in the US. We highlight the historical consequences of ignoring counterintelligence and the strategic importance of a robust national CI program. We examine the period from 1916-1954, including intelligence collection by and the response to the German IIB during WWI by enacting the US espionage law, and Japanese and Nazi espionage before and during WWII. A comprehensive examination is made of the nexus between communism and Soviet espionage during the period the USSR was our “ally.” We examine in-depth a number of the 235 spies exposed by VENONA, highlighting the deep penetrations of the OSS, the impact on CIA/FBI relationships and the political and government response and lack of response to the truth of espionage. We examine the ethical implications of doing it “wrong” with a detailed discussion of the Angleton era and its impact on the CIA covering the period 1954 to 1974. A detailed analytical case study of the widely held myth of “The False Defector” and asset validation is included to challenge the student’s ability to evaluate the key concept that CI is the “art of the probable, not the art of the possible.” The course includes a detailed examination of the CIA’s actions in the Ames case and a discussion of CI today.

An Overview of Critical Counterintelligence Issues

Maximum Number of Students: 30 **Course Number:** 501.3 **Course Length:** 3 days

A condensed version of the five day course focuses on the topics noted above for the five-day seminar but every lecture is shortened and two key segments are dropped. A discussion of the DOE Oppenheimer security case and the Barr and Sarrant espionage case each illustrate the complexity of security decisions. The seminar is forced to drop a discussion of the Earl Pitts espionage case, the false defector discussion and a significant portion of the ethical discussions.

Double Agency: Offensive Counterintelligence Operations

Maximum Number of Students: 30 **Course Number:** 502 **Course Length:** 5 days

Building on the foundation forged in our 501 Course, this course primarily focuses on counterintelligence events that changed history and the value and need to conduct offensive double-agent operations. This is a deliberate effort to facilitate the course participant’s ability to understand and overcome institutional cultural opposition to double agency. The students participate in a day-long case study of the Oleg Penkovsky CIA/MI6 operation. They are exposed to two conflicting analyses of Penkovsky’s bona fides in consecutive nightly readings and the impact such assessments can have on national policy. This culminates in a detailed case study in which the students draw conclusions on the validity of the intelligence produced via this operation. The students study two successful double operations, and draw conclusions concerning the value of each to theUSIC. The course includes a

detailed examination of the methods used by foreign security and counterintelligence services to assess and conduct recruitment operations against US Government personnel assigned overseas. A day long lecture is presented to illustrate the inter-connectivity and complexity of connecting and analyzing a series of events including espionage cases, penetrations of intelligence services and the conduct of offensive double agency.

Double Agency: Offensive Counterintelligence Operations

Maximum Number of Students: 30 **Course Number:** 502.3 **Course Length:** 3 days

This three-day version of this seminar covers the same basic concepts, but omits the segment that provides a detailed examination of the methods used by foreign security and counterintelligence services to assess and conduct recruitment operations against US Government personnel assigned overseas. The seminar discusses one double-agent case study.

Counterespionage Today: Complexities and Decisions

Maximum Number of Students: 30 **Course Number:** 503 **Course Length:** 5 days

This course focuses on the discipline of counterespionage. It covers selected modern cases from the more than 200 espionage prosecutions of the past five decades including a number of non-Russian espionage cases. We take you on an exploration of the very complicated and often time-consuming process of investigating an espionage lead. We study legal principles and protection of sources and methods during the conduct of a counterespionage investigation. You will learn about the complexities of investigating when not only several US intelligence agencies are involved, but when foreign CI and intelligence services must become involved for successful resolution. We study the investigative cycle, illustrating it with many different case studies, not all of which were neutralized through prosecution, driving home the fact that arrest and prosecution is but one method of neutralizing a threat. The seminar also examines the complexity of conducting espionage overseas and who the US is forced to deal with in these types of cases. The last two days of the course focus on the complexities of the Hanssen case and includes a Hanssen SpyDrive.

Counterespionage Today: Complexities and Decisions

Maximum Number of Students: 30 **Course Number:** 503.3 **Course Length:** 3 days

This course focuses on the discipline of counterespionage. It covers selected modern, non-Russian espionage cases from the more than 200 publicly prosecuted espionage cases of the past five decades. We take you on an exploration of the very complicated and often time-consuming process of investigating an espionage lead. We study legal principles and protection of sources and methods during the conduct of a counterespionage investigation. You will learn about the complexities of investigating when not only several US intelligence agencies are involved, but when foreign CI and intelligence services must become involved for successful resolution. We study the investigative cycle, illustrating it with many different case studies, not all of which were neutralized through prosecution, driving home the fact that arrest and prosecution is but one method of neutralizing a threat. The three-day version of this seminar does not include a detailed discussion of the Hanssen case or the Hanssen SpyDrive.

An Overview of Critical Counterterrorism Issues

Maximum Number of Students: 30 **Course Number:** 505 **Course Length:** 5 days

This is the CI Centre's flagship counterterrorism course. It is designed specifically for the national security and defense communities—intelligence, military, homeland security, and law enforcement—to understand the evolution of terrorist threats and America's counterterrorist responses over the past 100 years.

As in all wars and conflicts, the doctrines of the enemy must be studied to defeat them. The core doctrine of terrorist organizations has changed over the past 40 years from being secular-based to predominately sectarian-based. This course focuses on the threat doctrines of violent extremist groups dominating today's national security and military efforts. Attendees will gain a solid understanding of key concepts of extremists' doctrines, ideology, texts, leaders, goals, history, and definitions of terms. A detailed background of the extremists' radicalization process and its warning signs are discussed in-depth, including a first-hand look at the actual path towards extremism. The motivations, mindsets, and methodologies of suicide bombers and the phenomenon of suicide operations are included in the course.

The course examines the successful and unsuccessful counterterrorism tactics to identify, penetrate, and disrupt terrorism. Legal, organizational, and ethical aspects of counterterrorism are integral discussion topics in this robust CT course. This powerful course is taught by the nation's leading experts on this topic. No other course is more important and needed during this time of ever present terrorist threats, both here in our homeland and overseas.

An Overview of Critical Counterterrorism Issues

Maximum Number of Students: 30 **Course Number:** 505.3 **Course Length:** 3 days

A condensed version of the five-day course noted above.

Counterintelligence Asset Validation

Maximum Number of Students: 30 **Course Number:** 512 **Course Length:** 5 days

Reliable, timely, and meaningful human intelligence (also know as human assets/ sources/ informants) are a key element of the national security of the United States. Continued validation of these human assets is critical to the successful conduct of our national counterintelligence programs essential to protection of our national defense. This seminar provides unique procedures, techniques, and critical thought processes to accomplish this task. The course covers planning for operational testing, conducting and evaluating operational testing, and general validation concepts. The course provides insights into the psychology of deception through verbal, non-verbal and written communication, and the polygraph, with emphasis throughout on culture differences. Expert legal opinions and case examples are provided regarding asset validation. The course explores double agent methodology by examining the theory of double agency, which is enhanced by a practical exercise utilizing a student voting computer based program that forces the students to make independent decisions in a group environment. This facilitates independent thought, analysis, and explanation of decision making by the students. The students are exposed to two conflicting analyses of a major US human source whose bona fides were questioned and the impact such decisions can have on national policy. This culminates in a detailed case study of

the operation in which the students draw conclusions on the validity of the intelligence produced via this operation. This course provided essential practical knowledge and exploitable information for all individuals conducting, supporting, or consuming foreign intelligence, counterintelligence, counter narcotic, counterterrorist operations or information.

Counterintelligence Asset Validation

Maximum Number of Students: 30 **Course Number:** 512.3 **Course Length:** 3 days

A condensed version of the five-day course noted above.

Investigative Interviewing Techniques: Basic to Advanced

Maximum Number of Students: 24 **Course Number:** 515 **Course Length:** 5 days

In this interactive workshop, participants learn strategies to successfully interview both cooperative and uncooperative individuals to gain maximum information. Interviewing techniques have evolved into professional interactions that draw heavily upon psychological principles for overcoming resistance. The course focuses on six areas: Self-assessment of behavioral skills, Rapport-building skills, Questioning techniques, Stress and Deception, Statement Analysis, and Strategies for overcoming resistance. Participants try out new techniques through a variety of practical exercises. Because successful interviews typically result from carefully planned interview strategies, each participant will receive an interview plan outline to be personalized for the suspects they interview. *This course is not available under per student pricing.*

Investigative Interviewing Techniques: Basic to Advanced

Maximum Number of Students: 24 **Course Number:** 515.3 **Course Length:** 3 days

A condensed version of the 5 day course noted above.

Statement Analysis: What do Suspects' Words Really Reveal?

Maximum Number of Students: 24 **Course Number:** 516 **Course Length:** 5 days

Walk through a linguistic crime scene search to uncover critical insight and clues to areas of stress and deception that the suspect never intended to reveal. The Statement Analysis course is a lively, interactive workshop using actual criminal cases as well as videos from well-known political and sports figures, to reveal the meaning of words. Case studies used throughout the course range from theft and homicide to espionage and terrorism. Participants will analyze both what is said and what is not said, to gain critical insight and identify areas of stress that may indicate deception.

Statement Analysis is a structured method of analyzing an individual's verbatim spoken or written words. The insight gained from the analysis provides investigators with specific interview strategies to use in follow-up

interviews of suspects, victims, and witnesses. This additional insight gives interviewers increased confidence to gain the truth during interviews. Statement Analysis techniques can also be used by interviewers during applicant interviews and in daily interpersonal communication. Statements are easily contaminated by the questioner's nonverbal and verbal cues. The least contaminated statements in criminal cases are the initial calls to 911 centers. Although sometimes overlooked, 911 calls contain a wealth of information for investigators.
This course is not available under per student pricing.

Statement Analysis: What do Suspects' Words Really Reveal?

Maximum Number of Students: 24 **Course Number:** 516.3 **Course Length:** 3 days

A condensed version of the five-day course noted above

Espionage Investigations and Interviewing Techniques

Maximum Number of Students: 24 **Course Number:** 518 **Course Length:** 5 days

This seminar is designed to provide an introduction to the complexities of and the decision making processes associated with investigating and prosecuting espionage cases in the United States in the 21st Century. The seminar examines the psychology of espionage and the basis for opening espionage investigations. It explains the evolution of key legal and policy decisions associated with prosecuting espionage cases. The seminar provides tools for conducting successful counterintelligence interviews. These tools include a self assessment of the interviewer's behavioral skills; counterintelligence interviewing techniques; detecting deception during interviews; questioning techniques; and practical exercises in interviewing espionage suspects. This seminar provides espionage investigators in the US national security community a deeper understanding of the status of counterespionage today, and their individual roles in the protection of our nation's most vital secrets, plans, and programs.

This course is not available under per student pricing.

Espionage Investigations and Interviewing Techniques

Maximum Number of Students: 24 **Course Number:** 518.3 **Course Length:** 3 days

A condensed version of the five-day course noted above.

Middle Eastern Intelligence Services and Terrorist Organizations

Maximum Number of Students: 30 **Course Number:** 560 **Course Length:** 5 days

This five-day course is essential for any individual or organization whose area of responsibility is the Middle East and/or terrorism. The seminar will provide a foundation for the students to understand and interpret events that are currently unfolding in the Middle East and the missions, operations and methodologies of the key Middle Eastern intelligence and counterintelligence services. Also, this seminar will examine the operations and

methodologies of terrorist organizations that have spawned in the region. The first day covers the roots of today's civilizational conflict with the Islamist *jihad*—the political beginnings of Islam and Islamic doctrine—and how this political ideology continues to define the actions of Muslim terrorists today. The next three days cover the intelligence and counterintelligence services of four key Middle Eastern countries: Iraq, Iran, Saudi Arabia, and Israel. The course looks at case studies to understand these services' operations in and out of their own countries, and especially in the United States. The final day is a powerful look at the kind of tradecraft and operations security terrorists use in conducting terrorist operations.

Counterterrorism Asset Validation

Maximum Number of Students: 30 **Course Number:** 562 **Course Length:** 5 days

Reliable, timely, and meaningful human intelligence (also known as human assets/ sources/ informants) are a key element of counterterrorist operation at either the local or national level. Continued validation of these human assets is critical to the successful conduct of our efforts to protect the nation from the threat to the nation's population and property by domestic and international based terrorist organization and/or groups. The course covers planning for operational testing, conducting and evaluating operational testing, and general validation concepts. The course provides the following: insights into the psychology of deception through verbal, non-verbal and written communication, and the polygraph, with emphasis throughout on culture differences; in-depth training regarding the inner workings of terrorist organizations, with an emphasis on their ideology, motivations, network capabilities, and exploitable characteristics; practical insight into how counterterrorist personnel effectively spot, assess, recruit, validate and utilize assets for counterterrorism investigations and operations; and an in-depth examination and lessons learned of a significant penetration of US intelligence by an I-Qaeda double agent that was not effectively validated. This course provides essential practical knowledge and exploitable information for all individuals from the local/state/federal law enforcement communities, department of defense intelligence and war fight communities and individuals tasked with conducting, supporting, or consuming counterterrorist operations or information.

Counterterrorism Asset Validation

Maximum Number of Students: 30 **Course Number:** 562.3 **Course Length:** 3 days

A condensed version of the five-day course noted above.