IAFIE’s Annual Conference is scheduled for May 25-27, 2010 at the Marriott Hotel, 100 Kent Street, Ottawa, Canada. This location is in downtown Ottawa, within walking distance of several attractions including Parliament Hill and the Museum of Civilization.

The year’s Conference Committee is headed by Dr. James Lightfoot, IAFIE Events Chair with Dr. Greg Moore (IAFIE vice chair) and John Pyrik (IAFIE liaison director) also involved. They are working to make it an exciting, international conference. Speakers and panels will reflect substantive issues in the intelligence studies teaching community.

Leaders in both the Canadian and American intelligence communities are being invited to speak. A panel on accreditation of intelligence programs is envisioned, as well as one on educational practices. The popular authors’ roundtable of last year will be reprised; authors interested in participating are welcome to volunteer.

A vendor display area is being planned and several corporate members have already indicated a willingness to participate. American Military University, which sponsored last year’s dinner, has already agreed to continue its support of IAFIE’s conference.

The 25th will be for registration and an IAFIE Board Meeting, but we are also looking at holding some more in-depth workshops on a few topics if space allows. A registration form will be e-mailed to all members and will appear shortly on the web site.

As in past years, the conference fees are $250 for members and $400 for non-members; and $150 and $200 respectively per day for those only attending for one day. As in past years, the conference fee will include lunch and dinner on the 26th and lunch on the 27th.

The conference group rate is well below the US federal hotel maximum in Ottawa of $188--at just $169 CDN per night. Call 1-800-853-8463 to reserve accommodations by “individual call-in”. Before April 24, 2010, reservations can also be made using the below link and entering the group code “AIEAIEA”:


Dr. Lightfoot has established sub-committees on logistics and speakers for the conference. He is seeking volunteers to assist in these areas. He can be reached at james.lightfoot@dia.mil.
The end of the calendar year brings varied holidays and a reminder that family and friends are not far away. By being a member of IAFIE, you are part of the extended family of intelligence professionals that is only a click away at www.iafie.org.

We’re planning on an exciting 2010, with our 6th Annual Conference to occur May 25-27 in Ottawa, Canada, at the downtown Marriott. Ottawa is the lovely capital of Canada, with historical government buildings, a culture museum a short walk across the river, and very friendly people. Jim Lightfoot, our Events Director; Greg Moore, our Vice President, and John Pyrik, our Liaison Director are lining up an exciting array of panels and speakers. The conference fees are remaining at $250 and the Ottawa venue is within geographic reach of the majority of our members. Watch the web site for more information on the conference. For those of you who have asked about conference costs, our fees and vendor display area, along with the dinner sponsorship of AMU, allowed us to break even on conference costs in 2009.

Welcome to Nadia Diakun-Thibault, of the Communication Security Establishment Canada, our new Communication Director. Steve Marrin, who held that position since IAFIE started six years ago, resigned to welcome a new baby into his family; congratulations to Steve and his family! We have all benefited from Steve’s dedication and endless contacts and appreciate all he has done for the organization.

The paper competition is again underway, led by Dr. Richard Immerman, our Research Director. Please encourage your students and colleagues to participate. The Instructor of the Year competition will also be moving forward soon; Dr. David Gray is heading up that effort.

As we start a new year, I’d like to mention that we all know IAFIE could be doing a lot more than it is currently doing. Its ability to do is a reflection of the commitment of its members. If you have an idea about what IAFIE could do, please let us know. If you’d like to help turn IAFIE into the organization it could be, please contact me. We’re always happy to have more people to do more things.

I hope 2010 is a great year for all of us.

Regards,

Marilyn
Editor’s Opinion

Peace on earth is not accomplished by perfecting pet theories, but by opening closed minds. Like Napoleon, our 21st century military mission commanders have been bringing scholars along on their campaigns. Although the learning objectives are different, learning is definitely happening. For example, the involvement of cultural anthropologists appears to have saved innocent lives on all sides of armed conflicts. Sadly, their colleagues—including their own association and at least one Harvard academic—have chosen to publicly devalue their methods and question their ethics rather than support their efforts, honor their bravery or applaud their successes.

Samuel Butler (1612-1680) once wrote, *He that complies against his will is of his own opinion still. Which he may adhere to, yet disown, for reasons to himself best known.* Mary Wollstonecraft (1759-1797) echoed this sentiment when she wrote, *Convince a man against his will, He’s of the same opinion still.* Scholars who risk their careers to advance human understanding are to be commended. Finding scholars who will risk their own lives to reduce collateral damage is devoutly to be wished.

2 http://fryemuseum.org/exhibition/92; and http://www.huffingtonpost.com/jeff-stein/anthropology-association_b_378503.html
IAFIE ESSAY CONTEST: 2010

The Competition is open to everyone who has an interest in furthering intelligence education, although IAFIE officers and staff are ineligible.

2010 Essay Question

The impact of intelligence is often difficult to evaluate.

With that in mind, select an event related to national security, law enforcement, or another dimension of intelligence history when intelligence, or the lack thereof, played a salient role. What would you identify as lessons to be learned from this episode?

Support your argument through evidence and logic; criteria for judging the essays will envelop both rigor and originality. There are no chronological restrictions.

Evaluation Criteria

A panel of intelligence professionals will judge all entries and select the winners. Essays will be evaluated on their relevance to the question, resourcefulness, clarity of the argument, logic and coherence, evidentiary support, and the quality of the exposition.

There are three categories: Professional (working or who has worked as an intelligence practitioner, or an individual who is or has been involved in teaching intelligence studies or providing intelligence training—e.g., teacher, trainer, consultant); Graduate Student (full-time or part-time currently enrolled in a graduate program of a college or university); Undergraduate Student (currently enrolled full-time or part-time in an undergraduate program of a college or university)

Contest Guidelines

Include a cover sheet with the author’s name, contact information, category (Professional, Graduate Student, or Undergraduate Student), title for the essay, and, for graduate or undergraduate students, the name of the college or university they are attending. Do not include your name on the essay.

Those submitting in the Professional category must also submit a biography of 50 words or less.

Essays may not be longer than 3500 words, excluding endnotes and bibliography.

Submit essays in English, in Microsoft Word or PDF format, double-spaced in a 12-point Times New Roman font.

Email submissions by no later than midnight EST on Friday, January 15, 2010 to submissions@iafienet.org

Award winners will be notified by no later than Friday, April 2, 2010. First place finishers in each category will receive a $1,000 cash award and be invited to speak at the Annual IAFIE conference, May 25-27, at the Ottawa Marriott Hotel in Ottawa, Canada. IAFIE will pay for travel, accommodations, and conference registration costs. Second place finishers in each category will each receive $500 in cash. First and second place finishers will (1) have the opportunity to publish their essays on the IAFIE website; and (2) receive a one year free membership in IAFIE.

Dr. Richard Immerman of Temple University (e-mail: rimmerma@temple.edu) chairs the paper committee for 2010.

2009 winning papers are included in the 2009 Conference Program (starting on page 28) and can be read online at http://www.iafie.org/?page=2009Conference.
One of the ‘constants’ is that new industries emerge, old industries evolve or die, careers are redirected and specific jobs are transformed. These days, jobs are hard to find and easy to lose. Since employers look for motivation, socialization and evidence of expertise, recruiters suggest that jobseekers sanitize their social networking sites, participate in professional and community service, and polish their e-portfolios.

The days of matching academic majors to specific job description are ending. Most employers are looking for individuals who will get the job done better/cheaper/faster than anyone else in line. For this reason, educators must ensure that assignments are (1) meaningful reflections of course content; (2) accurate indications of individual capabilities; and (3) suitable for e-portfolios.

Job descriptions include up to 200 specific requirements that reference a wide variety of knowledge, skills, abilities and personal attributes. Since it is difficult for any jobseeker to meet all of these requirements, here are some helpful suggestions from employers, recruiters and interviewers:

1. **Identify personal strong points.** Begin by defining individual expertise and personal interests in terms of these transferable skills—e.g., advise; analyze; categorize; connect; consult; evolve; explain; innovate; manage; organize; study; teach/train; transform. Decide which of these skills are interesting and focus on those that will remain interesting over time.

2. **Develop a career plan.** Futurize. Describe the work experiences, evidence of capability, performance outcomes and personal characteristics that prospective employers will value. Develop a plan to meet these expectations. Identify milestones and critical tipping points. Use Microsoft Project™ to monitor and assess progress.

3. **Be flexible, but remain focused.** Try to articulate at least 6 different paths to the same career goal, so that if solid brick walls appear, the detours are more likely to be mapped out. The novice’s short-term goal is to learn how the world of work actually works, so career entry strategies should focus on locating employment opportunities to learn the most, rather than earn the most.

4. **Add ‘catchy’ work experience.** Regardless of the current situation, the goal is to impress the next employer in line. Think in terms of managing a brand. Professional and community service can be used to fill gaps between school and work (and between jobs). It is not enough to stack chairs or wash dishes. Use service activities to showcase specific skills and as evidence of relevant work experience.

   To exploring less traditional careers, it helps to think of the process as choosing between two forks in a road—or between two different teams. This also helps to improve career planning.

   - **Join a sales team.** This usually involves reading a book, taking a test prep course, finding a sponsor, and passing a licensing examination. Industries that offer performance-based employment opportunities are very crowded, so the best opportunities tend to involve packaging and promoting niche business-to-business products/services.

   - **Join a production team.** It is necessary to master arcane financial/demographic databases, take focused workshops; acquire templates; study exemplars; audition (giving workshops and presentations); and actively network. Opportunities are likely to surface in organizations that make hiring decisions based on due diligence, background checks, and other forms of risk management.

Novices make beginner mistakes, fall into ruts and quickly become discouraged, but successful jobseekers share common characteristics: they seek performance-based opportunities; they are self-engaged in life-long learning; they protect personal expertise—and their continued relevance—at personal expense; and they watch deadlines instead of clocks. Their overtime tends to be frequent, self-imposed, and determined by problem-solving contexts.

It is widely understood that most jobs are located through networking. For this reason, individuals who seek employment in global cities, foreign countries, and transnational organizations need access to cultures and languages that members of a diverse professional network are predisposed to provide. For this reason, educators should encourage their students to participate in diverse professional networks that are socialized to use individual promotions as opportunities to advance other group members.
SEARCH STRATEGY

Go to [http://www.loc.gov](http://www.loc.gov) [Library of Congress] and select Library Catalogs to search.

Use LC Class Codes or Subjects: HF5381 Job Hunting
HF5549 Employment Interviewing

Display search results in descending order by date.

Compare strategies suggested by authors during similar economic conditions (1987-1989) to locate the common threads.

Review and learn from exemplars—cover letters, resumes, interviews, follow-ups, etc.

BOOKS - JOB HUNTING


- **DATABASES**

  - [Corptech](http://www.corptech.com)

  - [Ethnic Newswatch](http://www.proquest.com/en-US/catalogs/databases/detail/ethnic_newswatch.shtml)

  - [Hoover’s](http://www.hoovers.com)

  - [Selectory](http://www.selectory.com)

  - [Ebsco Professional Development Collection](http://www.ebscohost.com/thisTopic.php?topicID=123&marketID=1)

WEBSITES

- [O*Net](http://online.onetcenter.org)

- [Manpower](http://www.manpower.com/research/research.cfm)

- [Chronicle of Higher Education](http://chronicle.com/section/Home/5)

BLOG BUZZ

Sift through the blogosphere to find the most relevant blogs to monitor.

- [http://www.sdst.org/shs/library/searchtip.html#Blogs](http://www.sdst.org/shs/library/searchtip.html#Blogs)

Readability provides a toolbar to view webpages minus those annoying ads and add-ons

- [http://www.readability.com](http://www.readability.com)
Employment Opportunities

Location: US Military Academy (West Point, NY USA)

Position: Assistant/Associate Professor
13-month appointment
Starts Fall 2010

Apply by: March 15, 2010

Description: The successful candidate will (1) teach up to two undergraduate courses per semester in the Combating Terrorism Center in the Department of Social Sciences at the United States Military Academy on one or more of the following topics: terrorism, counterterrorism, homeland security, area studies, and intelligence; and (2) maintain a rigorous research and publication agenda.

Minimum requirements: Ph.D in political science, public policy, near east studies, sociology, or closely related field with expertise or field work in the Middle East and/or North Africa preferred. Foreign language skills are highly desirable. This position is restricted to U.S. citizens who are able to obtain the appropriate U.S. Government security clearance. This is not a tenure-track position. United States Military Academy is an Equal Opportunity Employer.

Annual Salary Range: $55,854.00 - $100,000.00 USD

To receive full consideration: Submit via surface mail (1) a letter of interest, (2) curriculum vitae, (3) academic transcripts, (4) relevant writing samples, (5) contact information for three references, (6) teaching evaluations (if available), and (7) a DD 214 (if claiming veteran's preference) to:

Unites States Military Academy
Combating Terrorism Center
ATTN: Mr. Alex Gallo
607 Cullum Road
West Point, New York 10996
Telephone: (845) 938-2879
Email: alexander.gallo@usma.edu

Additional Employment Opportunities

Note: For more faculty positions, refer to the Chronicle of Higher Education (http://www.chronicle.com) and for federal government postings, including faculty and other relevant positions, go to USAJOBS (http://www.usajobs.gov), the official jobsite of the Federal Government. Selected announcements follow:

• Posting four (4) Vacant Positions.


continued on page 8

IAFIE Welcomes our Newest Members

IAFIE has 481 institution, corporate and full members. We welcome our newest members, below:

Students

Agnes Anuka (Nigeria); Bismark Sasah (Ghana); Omer Nawaz (Pakistan); and Shanti Swarup (India).

Alexander Lovell (USA), who is also a Training Specialist for American Express; Brandon Smith (USA); Daria Ushakova; and Yassine Elkhanboubi (USA).

Professors (full-time; adjunct)

Jose Hernandez Gomez (Columbia); and Rebecca Mitchell (Australia). Carol Mathews (USA); Jason Thomas (USA); and Joe DiRenzo (USA).

Kerry Patton (USA); Suzanne Hardin (USA), who is also Senior Crime and Intelligence Analyst for the NJ Transit Police Department; and Robert Stephan (USA).

Corporate

Edward Powell (USA) is Executive VP of Strategic Influence Alternatives; Ervin Rokke (USA) is the Chairman of RPS Solutions.

John Talnagi (USA) is an Associate with Booz Allen Hamilton; and Michelle McNealkidd (USA) is an Operations Manager at Lockheed Martin.

Government

Peter Hutchinson (Australia) is Department of Justice Operations Manager, Metropolitan Remand Centre.

Joseph Buttich (USA) is with NJ DHS; Marc Glasser (USA) is a US Department of Transportation Special Agent who is also an Adjunct Professor.

Military

Kyle Hood (USA) is in the Marine Corps; Sean Clifton (USA) is an Army Special Forces Intelligence Sergeant who is also a graduate student.

Research and Investigation

Stephen Campbell (USA) is a university Research Associate. Teresa Hooper (USA) and Todd Tekulve (USA) are Research Analysts at Batelle.

Ricardo Sanchez (USA) is a Private Investigator; and Greg Gonzales (USA) is a detective.
One of IAFIE’s newest members has spent over 18 years becoming an intelligence and terrorism expert.

Kerry Patton has served in many capacities, including his membership in a Special Operations unit that was assigned to the Taliban weeks after 9/11.

His travels have taken him to areas of conflict throughout the world. He has personally interviewed numerous members of the Taliban, Hezb-e-Islami Gulbuddin, the Palestinian Liberation Organization and other organizations associated with terrorism. He is also the author of the forthcoming book, *Sociocultural Intelligence: The New Discipline of Intelligence Studies* which is scheduled for release in early 2010.

In November, Mr. Patton spoke to a packed auditorium at the Manhattan campus of St. John’s University, where he stressed the cultural challenges presented by the war in Afghanistan. He also discussed the difficulties associated with promoting peace while fighting terrorism in unfamiliar places, including Afghanistan. The next morning, he met informally with a large group of freshmen who are reading and discussing their campus text, *Three Cups of Tea*, by Greg Mortenson.

Mr. Patton also met with members of the Nassau County Library Association at their November 2009 Round Table, where he emphasized the need to ensure local library collections meet information requirements that are increasingly deadline-driven and global in scope.

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**Employment Opportunities**

*continued from page 7*


- **Intelligence Officer (POLICY)**, Defense Intelligence Agency. Position located in the USA—(northern) Virginia. Vacancy Announcement #:N09-026660-01-MCT. Permanent, Full-time. Annual Salary Range: $60,989.00 to $113,007.00 USD.
  - Apply between: 12/24/09 and 01/21/10.

- **Intelligence Officer (HUMINT Operations Coordination)**, Defense Intelligence Agency. Position located in the USA—(throughout) Virginia. Vacancy Announcement #: P09-026736-01-LAH. Permanent, Full-time. Annual Salary Range: $56,411 to $104,525 USD.
  - Apply between: 12/17/09 and 01/07/10.

Editor’s Note: USAJOBS (http://www.usajobs.gov) offers many features and benefits, including an alert service. A cursory review of vacancy announcements indicates that faculty (teaching/training) positions are limited (which is normal, given the academic hiring cycle). A larger number of opportunities to influence a wide range of policies and procedures are available. There are numerous employment opportunities for knowledge workers, including positions for civilians forward posting to Afghanistan.