INTELLIGENCE & HUMINT COLLECTION · INT-04

INT-04 — Elicitation Tradecraft

Collecting information through conversation, and defending against those who do it to you.

BOTTOM LINE UP FRONT

Elicitation is gathering information through ordinary conversation, where the source doesn't know the purpose. It is the collection method members are most likely to meet and least likely to recognize. This course teaches the six principles that make it work, the twelve techniques, a five-step plan, and how to recognize and counter it. Members are always themselves: no invented personas.

WHY THIS MATTERS

The most dangerous conversation is the one that felt entirely normal.

Preparedness groups hold what others want: stores, plans, membership. Most of it leaks through friendly conversation, one detail at a time, and most of the people collecting it have never been trained.

> ***If you can name the lever being pulled, it stops working.***

COURSE LESSONS

01	**Foundation and Psychology.** The FM 2-22.3 definition and the six psychological principles.
02	**The Twelve Techniques and Planning an Approach.** Every technique with its defensive signal; the five-step plan.
03	**Defense, OPSEC, and Field Application.** Recognition, counter-elicitation, reporting, OPSEC categories, ratings.

Three online lessons, in order, with knowledge checks. No prerequisite. Certificate on completion; optional companion guide.

DOCTRINAL SOURCES

FM 2-22.3	**HUMINT Collector Ops (2006)**	Elicitation (9-20; 8-86 to 8-89); silent approach (8-62); ratings (App. B)
Camp X (STS 103)	**SOE syllabus, HS 7/55, 7/56**	Informant Service (A.3), Cover (A.4), Motives (A.13)
AR 530-1; DCSA	**OPSEC; CI guidance**	Critical information; elicitation techniques and indicators