



2015

IHS OSINT TRAINING

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IHS Aerospace, Defense, and Security Consulting

IHS consulting services provide customers with answers to the most **complex, critical** and **urgent** questions facing their organization.

IHS Aerospace, Defence, & Security Consulting: Four Key Capabilities

A&D Industry

**Market
Strategy**

**Opportunity
Capture**

National Security

**Threat
Assessment**

**OSINT
Optimization**

IHS Aerospace, Defence, & Security Consulting

OSINT Support

- Irregular migration to Europe
- Islamist extremism
- Terrorism financing
- Cyber attacks

OSINT Training

- Open Source Intelligence (OSINT) Methods & Techniques
- Social Media Intelligence (SOCMINT)

IHS Training: Our Mission

To deliver high-impact skills training that help intelligence practitioners maximize the actionable insights possible from open source information, and accomplish their mission more efficiently and effectively.

IHS Jane's Training Background

Training background

IHS Jane's began delivering open source intelligence training in 2009

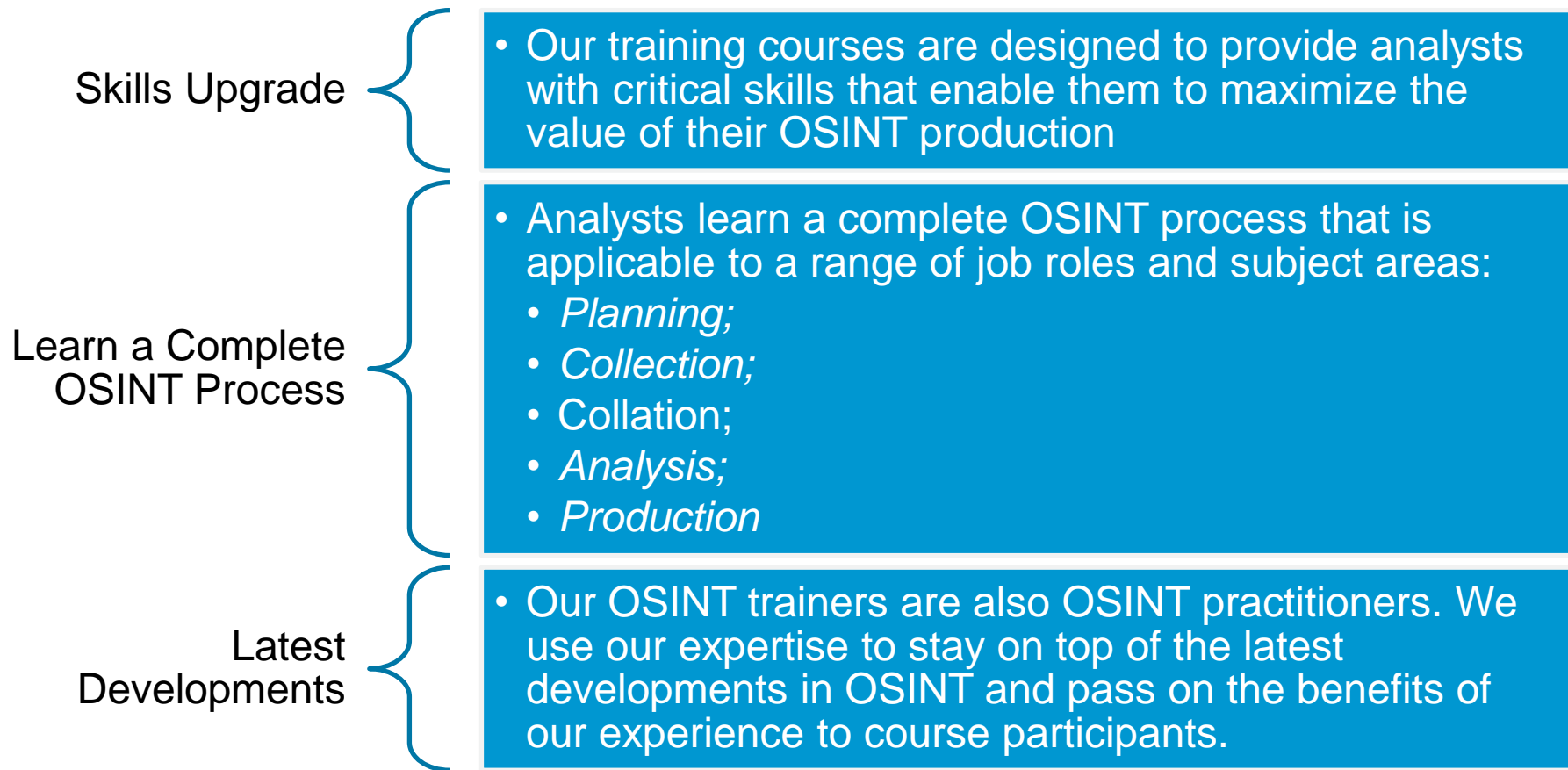
Since then we have trained more than 400 defence, security and intelligence professionals

Training has been delivered in locations around the world, including: London, Brussels, Washington DC, Singapore

All IHS trainers are experienced and ***currently practicing*** OSINT professionals

IHS courses concentrate on practical skills acquisition and provide attendees with a series of focused exercises to practice the methods and techniques described.

OSINT training: Benefits for Analysts



OSINT training: Benefits for Organisations

Increase Efficiency

- By going through the full OSINT process, we can identify small efficiencies that will make a significant overall difference to the processes used by client organisations.

Improve Output

- Our training helps client organisations improve the quality of their OSINT output.

Tailored Delivery

- We can design and deliver the precise training the client needs.
- Training sessions and exercises can be themed to focus on topics of interest to the attendees.

Common Understanding

- By training a number of client analysts at the same time, they can establish a common understanding that improves overall efficiency.

Overview of Training Portfolio



OSINT Methods and Techniques

Collection, collation, and analysis of open source information



Social Media Intelligence

Efficient and effective monitoring and analysis of social media discourse



Advanced Analytical Techniques

Individual and team skill development: challenge analysis, red-teaming, devil's advocacy



Islamist Extremist Media

Monitoring and interpreting discourse by extremists and supporters

OSINT Methods and Techniques

*“Eighty percent of what I needed to know as CINCENT I got from **open sources** rather than classified reporting. And within the remaining 20%, if I knew what to look for, I found another 16%. At the end of it all, classified intelligence provided me, at best, with 4% of my command knowledge.”*

US General Anthony Zinni, April 2006.

OSINT Methods and Techniques

Purpose of this course: To provide trainees with the latest methods and techniques to improve the way they gather, process and report open source information and intelligence.

Training Objectives

Objective 1: Analyse and deconstruct intelligence taskings, frame research requirements, and focus collection activities

Objective 2: Learn methods to collect, collate, and process open source information

Objective 3: Learn how to conduct source and content analysis, helping to challenge assumptions and create more rigorous reports

Objective 4: Learn how to communicate open source intelligence assessments clearly

Objective 5: Conduct safe and optimised searching of online sources.

OSINT Methods and Techniques

Summary of knowledge / skills taught

- **Planning:**
Understanding and refining intelligence tasking; using a collection plan tool to apply structure to the information gathering process; and planning the production of OSINT reports.
- **Collection:**
Gathering information more efficiently from online sources, including social media; effectively monitoring online information sources;
- **Analysis:**
Methods to rigorously analyse open source information to determine accuracy and reliability; understanding how we can improve the process of making connections between items of information, to create conclusions and answers to intelligence questions and requirements;
- **Production:**
How to best present analysis based on an understanding of how intelligence is received and used by senior decision makers.

Social Media Intelligence

“To be honest we haven’t gone about coordinating our approach to social media all that well. We focused on acquiring the tools but perhaps didn’t give as much thought to skills training first – or indeed looking more strategically at why we needed to monitor social media, and what we’d do with it. What you can and can’t do with social media is an issue not all that well understood, especially at senior levels.”

Senior counterterrorism law enforcement official, EU member state, June 2013

Social Media Intelligence (SOCMINT)

Purpose of this course: To equip trainees with a better understanding of the uses and limitations of social media as a source of intelligence, and to improve their ability to more efficiently and effectively exploit social media sources to inform multi-source intelligence assessments.

Training Objectives

Objective 1 – Understand the social media landscape: Develop a more comprehensive understanding of the social media environment, including popular social media platforms, current trends, opportunities, and threats.

Objective 2 – Understand social media uses and limitations: Understand how SOCMINT can be used as a component of a broader, open source intelligence programme, and how it can be employed to support investigations, threat analysis, and indicators and warnings activities.

Objective 3: Develop social media monitoring and analysis skills: Including the fundamental knowledge and skills required to create simple social media monitoring systems and processes, and to properly analyse and contextualize social media content.

Social Media Intelligence (SOCMINT)

Summary of knowledge / skills taught

- **Trend awareness:**
Awareness of social media trends and dynamics and their implications;
- **Platform accessibility:**
Understanding limitations of researching social media discourse; methods to safely increase access to information using false profiles;
- **Applications:**
Case studies used to explain how social media can be leveraged for a range of purposes including Indicators and Warnings (I+W), threat assessment, investigations, and strategic communication;
- **Monitoring:**
Employing web-based, free-access social media tools to establish simple social media monitoring systems; searching and monitoring geo-specific data to identify social media 'signals' emerging from a given locale;
- **Analysis:**
Methods, techniques, and tools for analysing social media activity and for assessing accuracy and reliability of content; methods for social media user profiling, e.g.: is this person who / what / where they say they are? How can we tell?

Advanced Analysis Techniques

“A long-run view of history reminds us of the presence of changes, ruptures, and discontinuities. It should warn us against simply extrapolation from a brief period of a few years, and projecting the future simply as a continuation of the immediately lived and experienced past.”

Professor Harold James, Princeton University

Advanced Analytical Techniques

Purpose of this course: To provide analysts and decision-makers with effective methods of incorporating non-traditional, multi-disciplinary and cultural inputs into intelligence analysis, to inform operational alternatives and hedging strategies that could mitigate risks and challenges that might not otherwise be revealed through conventional analysis.

Workshop Objectives

Objective 1 – Understand complexity: Develop a more robust understanding of the forces shaping future security, defense and information environments, in particular, and what the intersection of these forces means for intelligence analysts and decision-makers

Objective 2 – Thinking about the future: Develop an understanding of some of the pitfalls associated with thinking about the future and anticipating future threats, challenges and opportunities as well as identifying tools available to analysts to better think about how the environments they examine may evolve

Objective 3: Understand advanced analytical techniques: Describe and discuss a range of alternative analysis techniques and tools, their objectives and their uses and limitations

Objective 4: Understand the application of advanced analytical techniques: Develop an understanding of how these techniques can be applied by institutions and individuals .

Advanced Analytical Techniques

Summary of knowledge / skills taught

- **Addressing complexity and uncertainty:**

A framework for understanding the forces that are combining to complicate the job of analysts and decision-makers

- **Thinking about the future:**

Understanding pitfalls related to thinking about the future, whether relating to defence and security landscapes or business environments, including: straight trend analysis; a focus on preferred and probable outcomes; a disregard for discontinuity; and confusing *prediction* and *anticipation*.

- **Multiple and Devil's Advocacy:**

Multiple and Devil's advocacy—techniques typically used to challenge critical analytical assumptions and create environments for the incorporation of contrarian thinking; training analysts in how to demonstrate a clear and objective thought process; and understanding when these tools can be most effective.

- **Red Teaming and Scenario Planning:**

Alternative analysis techniques used to expand the range of alternative outcomes and inputs considered by analysts. Training focusses on red teaming and scenario planning and modelling, specifically: how to design and execute these processes and understand when they can and should be applied.

Islamist Extremist Messaging and Media Analysis

“Al-Qaeda is a message before being an organization.”

‘Faith Defeats Arrogance’; Ayman al-Zawahiri, Emir of Al-Qaeda, September 2013.

Islamist Extremist Messaging and Media Analysis

Purpose of this course: Islamist Extremist Messaging and Media is a highly interactive training workshop designed to help analysts traverse the current Islamist extremist media landscape and develop a deeper inherent understanding of extremist messaging and discourse.

Workshop Objectives

Objective 1 – Understand the master narratives of global Islamist extremism:

Develop a solid understanding of the master narratives recurrent in strategic communication by Al-Qaeda (AQ), Islamic State (IS), and their affiliates, along with an appreciation of how these narratives are delivered in media products to maximize their impact and potential to influence an audience.

Objective 2 – Understand communication methods of AQ and IS supporters:

Gain insights into how AQ-inspired Islamist extremist activists and propagators are developing messages and media designed to directly influence an audience of young Muslims in a domestic context. This includes both written and audio-visual media designed to move an audience toward the position of passive supporters or active participants in Islamist extremist activism or violence.

Objective 3 – Improve knowledge of Islamist extremist online discourse:

Develop an understanding of prevalent themes of discussion, debate, and disagreement between supporters of global Islamist extremism online, as well as a broad knowledge of prominent Islamist extremist media organizations and their product.

Islamist Extremist Messaging and Media Analysis

Course delivery

- Much of this course is interactive and highly experiential – group exercises closely supervised by experienced trainers involve trainees reviewing written, visual, and audio-visual extremist media and then producing assessments of its content and any insights of strategic or operational significance
- The media deconstruction process also allows trainees to better understand the recurrent messages in Islamist extremist media, and to appreciate the potential of this media to influence an audience.



IHS Training Team: Core Personnel



Tim Pippard

- Managing Director: Aerospace, Defence and Security Consulting
- OSINT methods and techniques / online terrorist and violent extremist activism



Richard Evans

- Director: Aerospace, Defence and Security Consulting
- OSINT M+T / Social Media Intelligence / Islamist Extremist Media and discourse monitoring and analysis



Tate Nurkin

- Managing Director: Thought Leadership
- OSINT methods and techniques / Advanced Analytical Techniques / strategy workshops / table-top gaming and scenario modelling



Terry Pattar

- Senior Consultant: Aerospace, Defence and Security Consulting
- OSINT methods and techniques / Social Media Intelligence / Advanced Analytical Techniques