**IDENTIFYING PREDICTIVE GRAY ZONE INDICATIONS THROUGH PEOPLE’S VALUES**

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**Abstract**

Indications, by their very nature are behavioral – produced or communicated by people. The first approach to identifying Gray Zone indications should be to identify the key players in the Gray Zone, and assess their motivations, not just observe their behavior. Values are the best way we know to understand *why* people (and therefore nations) are taking the actions they are taking. Without understanding their motivations, we may not be able to choose appropriate responses, and we will certainly not be able to get ahead of the game. In this paper, we discuss the values of ISIL, China and Russia, and those of their leaders. And we discuss how we might get ahead of the game in the Gray Zone not only in ISIL, China and Russia, but other countries of potential interest, through understanding their values, those of their leaders, and how those values are likely to play out as behavior.