

# Elicitation, Manipulation, Coercion, and Countermeasures

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# Elicitation Techniques: Examples

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- Deliberate false statements
- Criticism
- Feigned ignorance
- Leading questions
- Macro to Micro
- Surveys
- Reciprocity\*

Source: <https://www.fbi.gov/file-repository/elicitation-brochure.pdf>





# Elicitation Techniques: Why they work

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- Desire to convert others
- Desire to be helpful
- Desire to be right
- Disinclination toward suspicion (trust)
- Social conditioning
- Misunderstanding of the value of the information provided

Source: <https://www.fbi.gov/file-repository/elicitation-brochure.pdf>





# Rapport

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- Connect with Quid Pro Quo
- Provide Sympathy or Assistance
- Slow your rate of speech
- Ego suspension
- Gift Giving
- Validate others
- Body language

Source: "It's not all about me" Robin Dreeke 2013





# Rapport: Why it works

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- Humans are social animals
- We want to connect
- We want to be understood
- We want to be accepted
- We want to be valued
- We want to feel safe
- We want to trust





# RASCaLS

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- Reciprocation
- Authority
- Scarcity
- Commitment and Consistency
- Liking
- Social Proof

Source: <https://www.cia.gov/library/center-for-the-study-of-intelligence/csi-publications/csi-studies/studies/vol.-57-no.-1-a/vol.-57-no.-1-a-pdfs/Burkett-MICE%20to%20RASCALS.pdf>



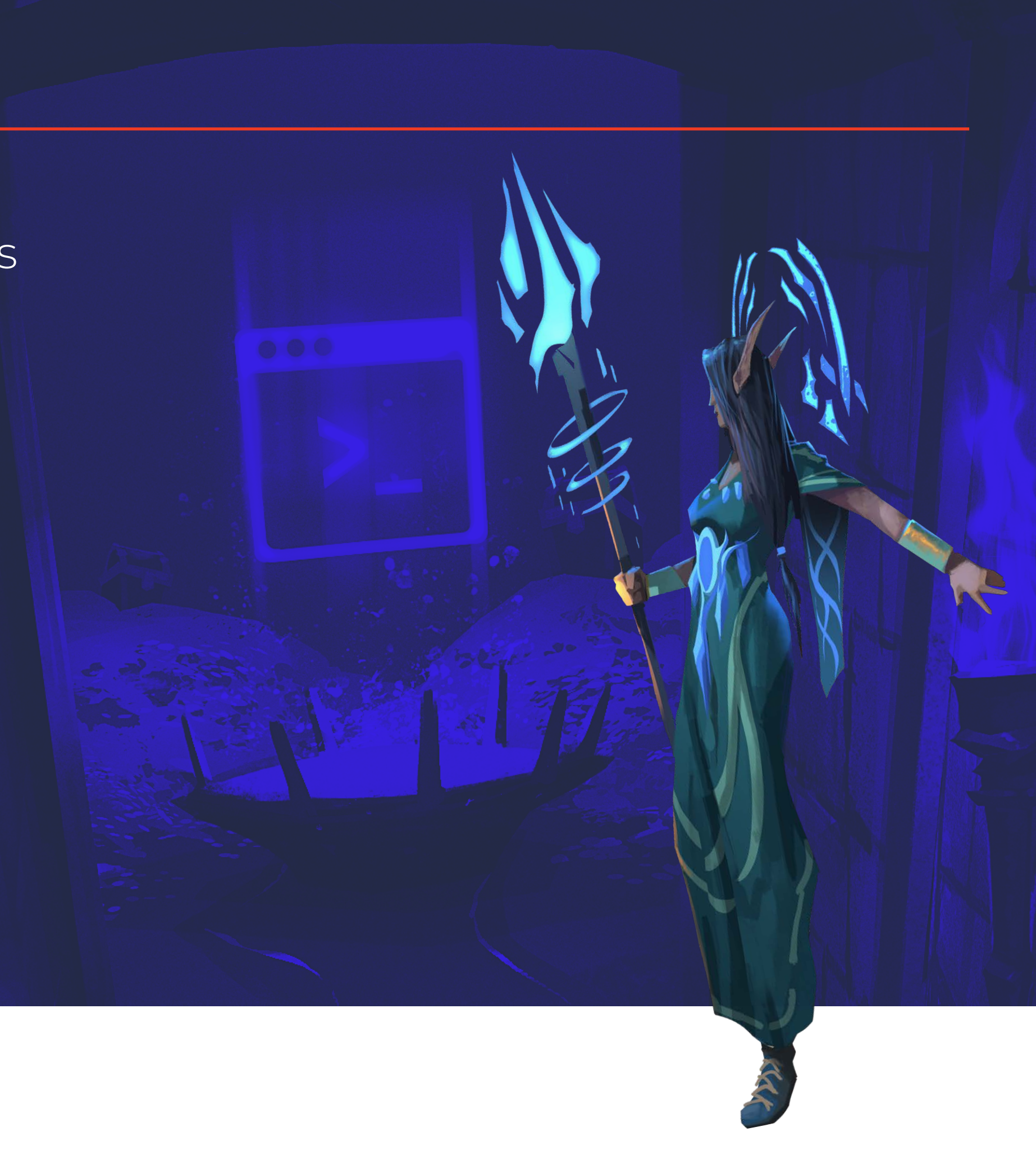


# Cognitive Biases

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- Confirmation bias
- Belief bias
- Halo Effect
- Backfire Effect
- Anchoring
- Groupthink

Source: <https://yourbias.is/>



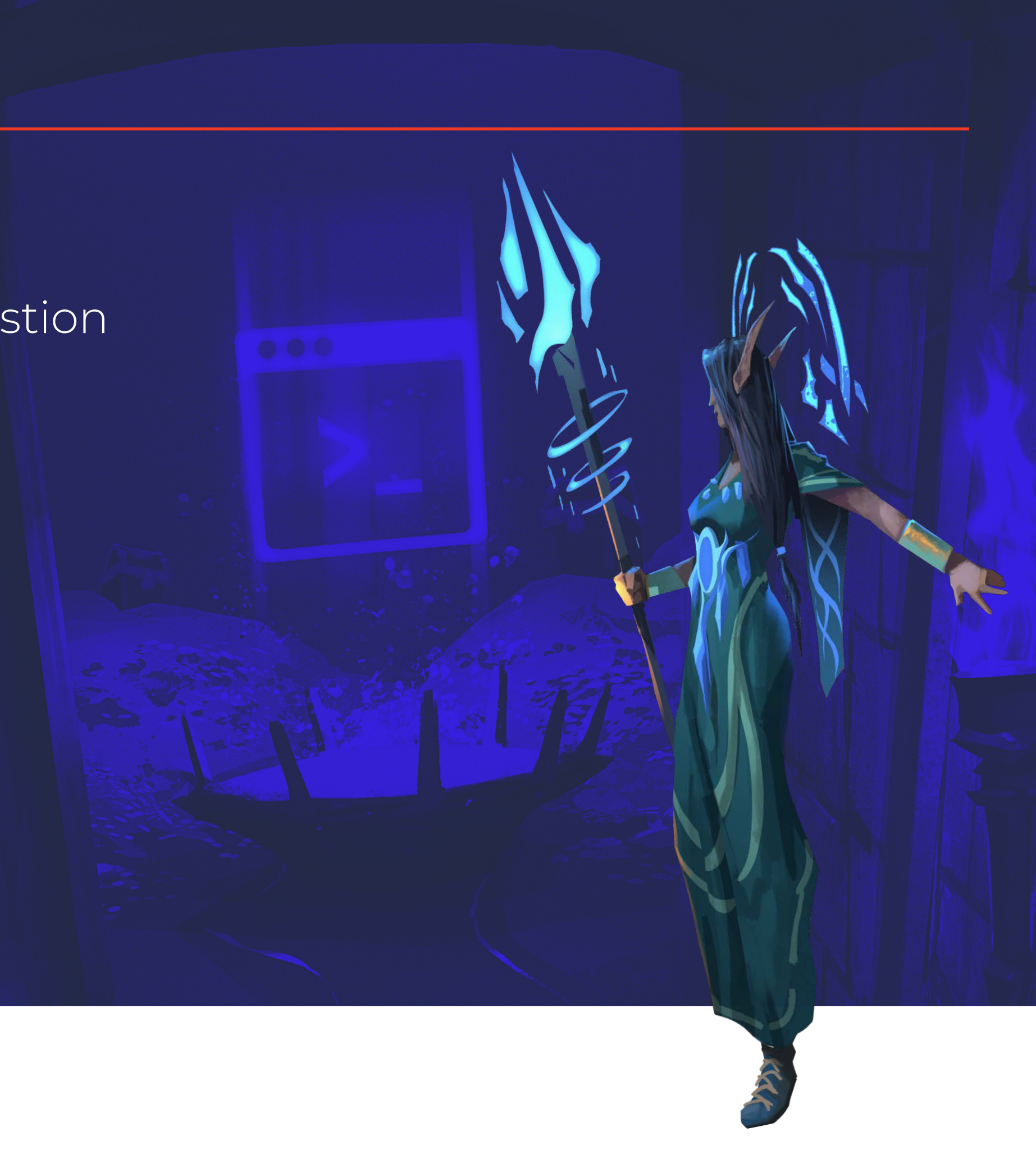


# Logical Fallacies

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- Straw Man
- Begging the question
- Bandwagon
- Special Pleading
- Black or White

Source: <https://yourbias.is/>





# Cognitive Distortions

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- All or nothing
- Fortune telling
- Mind Reading

Source: "The Feeling Good Handbook" Burns 1989





# Maslow



Self-actualization

morality,  
creativity,  
spontaneity,  
problem solving,  
lack of prejudice,  
acceptance of facts

Esteem

self-esteem,  
confidence, achievement,  
respect of others, respect by others

Love/Belonging

friendship, family, sexual intimacy

Safety

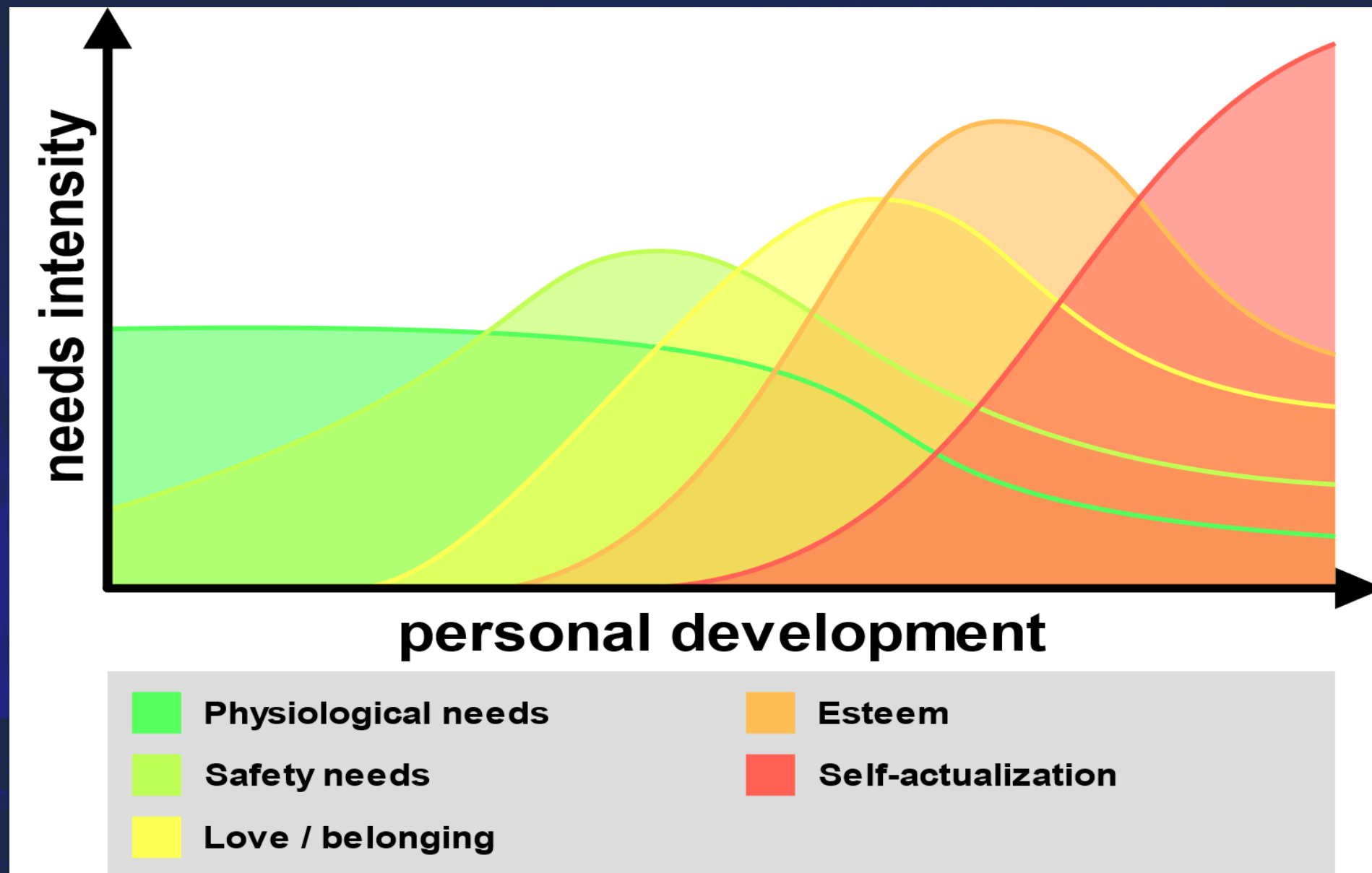
security of body, of employment, of resources,  
of morality, of the family, of health, of property

Physiological

breathing, food, water, sex, sleep, homeostasis, excretion

File:Maslow's hierarchy of needs.svg. (2015, June 14). *Wikimedia Commons, the free media repository*. Retrieved 19:18, March 22, 2019  
from [https://commons.wikimedia.org/w/index.php?title=File:Maslow%27s\\_hierarchy\\_of\\_needs.svg&oldid=163393024](https://commons.wikimedia.org/w/index.php?title=File:Maslow%27s_hierarchy_of_needs.svg&oldid=163393024).





File:Dynamic hierarchy of needs - Maslow.svg. (2019, February 17). *Wikimedia Commons, the free media repository*. Retrieved 19:20, March 22, 2019 from [https://commons.wikimedia.org/w/index.php?title=File:Dynamic\\_hierarchy\\_of\\_needs\\_-\\_Maslow.svg&oldid=339512095](https://commons.wikimedia.org/w/index.php?title=File:Dynamic_hierarchy_of_needs_-_Maslow.svg&oldid=339512095).



MICE

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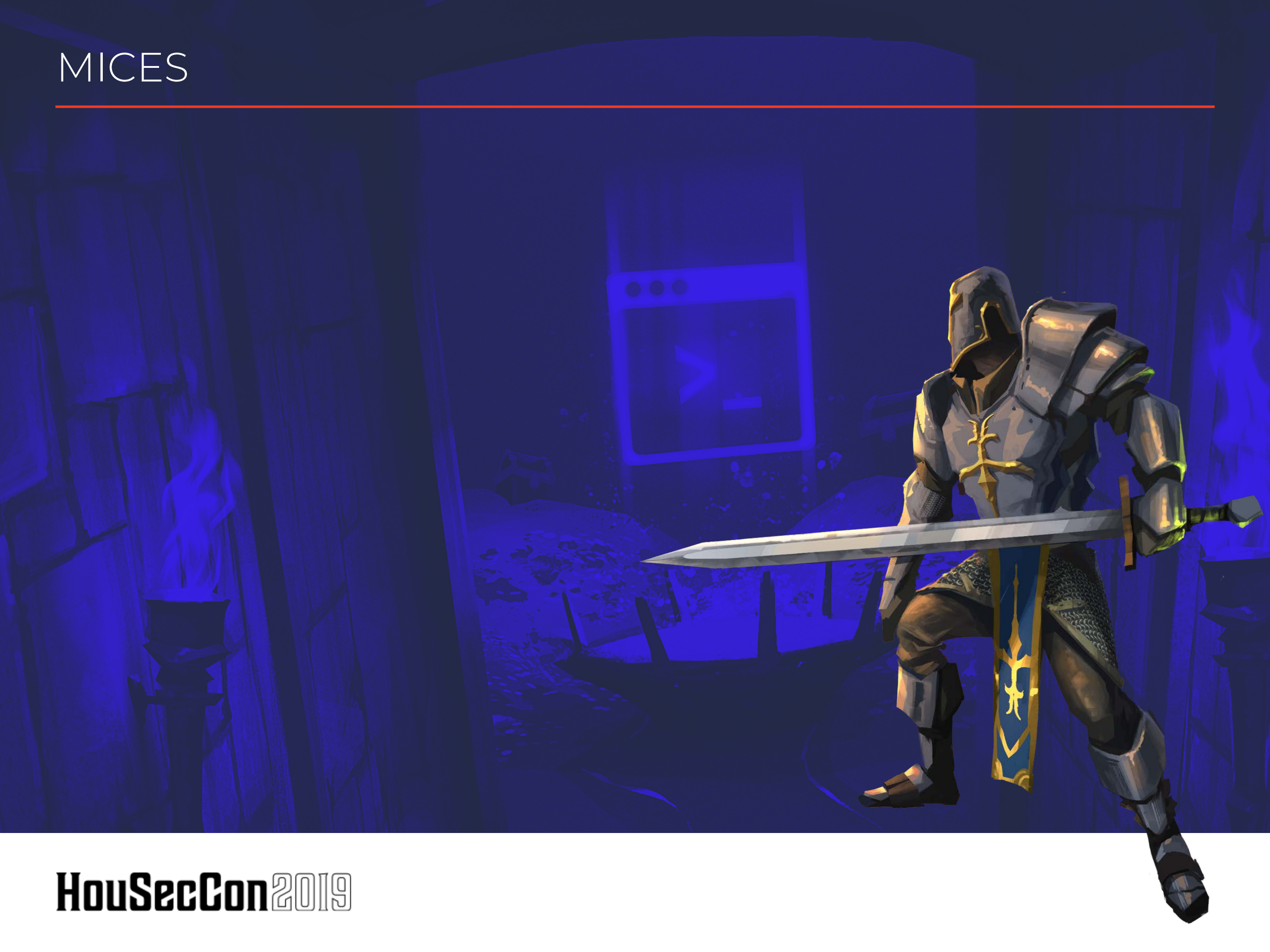


HouSeeCon2019



# MICES

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# MICEES?

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# MICEES!

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- Money
- Ideology
- Coercion
- Excitement
- Ego
- Sex

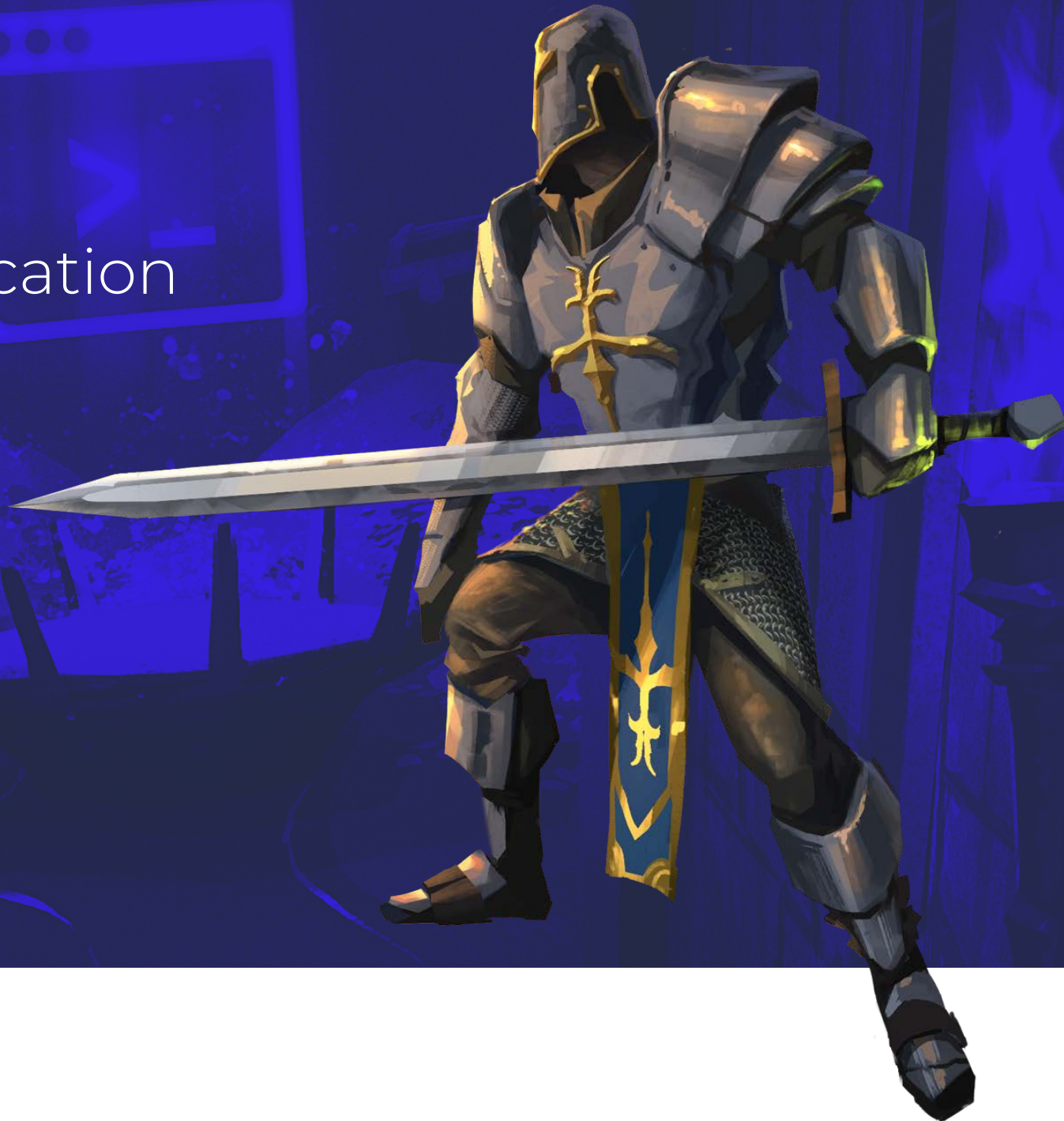




# MICEES: Why does coercion work?

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- Maslow
- Fear
- Social conditioning
- Cultural norms
- Tendency for poor communication
- Lack of openness
- Taboo





# Why is this relevant?

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You could be a source of:

- Information
- Access
- Money
- Validation
- Other resources





# Why is this relevant to ME?

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It's not always about espionage.

Sometimes it's just about:

- Money, Ideology, Coercion
- Excitement, Ego, Sex
- Physiological, Safety, Love/Belonging
- Esteem, Self-Actualization





# Why is this relevant to ME?

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If you give me six lines written by  
The hand of the most honest of  
men, I will find something in them  
which will hang him.

-Cardinal Richelieu





# What else?

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- Admit Nothing
- Deny Everything
- Make Counter Accusations





# What else?

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## A Narcissist's Prayer

- That didn't happen
- And if it did, it wasn't that bad
- And if it was, that's not a big deal
- And if it is, that's not my fault
- And if it was, I didn't mean it
- And if I did....
- You deserved it.





# What do I do?

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Lots of things:

- Awareness





# What do I do?

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Lots of things:

- Plan ahead





# What do I do?

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Lots of things:

- Document suspicions immediately





# What do I do?

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Lots of things:

- Report appropriately





# What do I do?

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Lots of things:

- Refuse to play ball





# What do I do?

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Lots of things:

- Inoculate yourself





# What do I do?

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Lots of things:

- Be self aware





# What do I do?

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Lots of things:

- Be mindful





# What do I do?

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Lots of things:

- Refer to vetted public sources
- Plan ahead to share pre-defined false information





One or two more quick examples...

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# References

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- <https://www.fbi.gov/file-repository/elicitation-brochure.pdf>
- “It’s not all about me”, Robin K. Dreeke (2013)
- “From MICE to RASCLS”, Randy Burkett, Studies in Intelligence Vol 57, No 1 March 2013
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- "What Every Body is Saying", Joe Navarro
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- "How to teach kids to talk about taboo topics", Liz Kleinrock, TED.com



# Thank You

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