

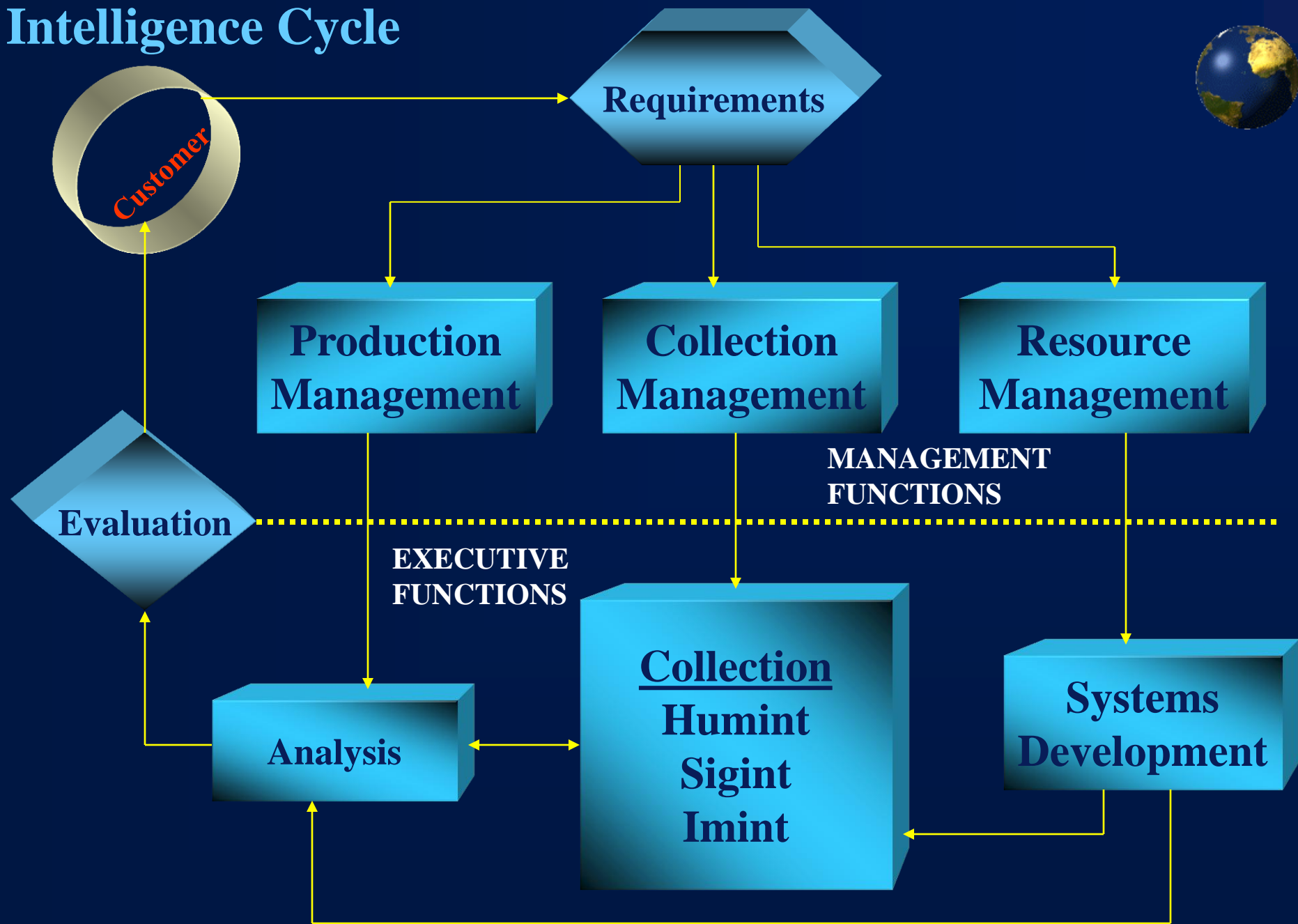
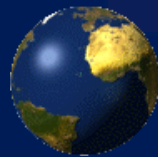


# AN Example OSI Study

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**Yaşar University**  
**College of Engineering**  
**Department of Computer Engineering**

# Intelligence Cycle



## Section #1 Open Sources Intelligence: An Example



- **Xinjiang Uighur Autonomous Region: Increasing Investment Opportunities**



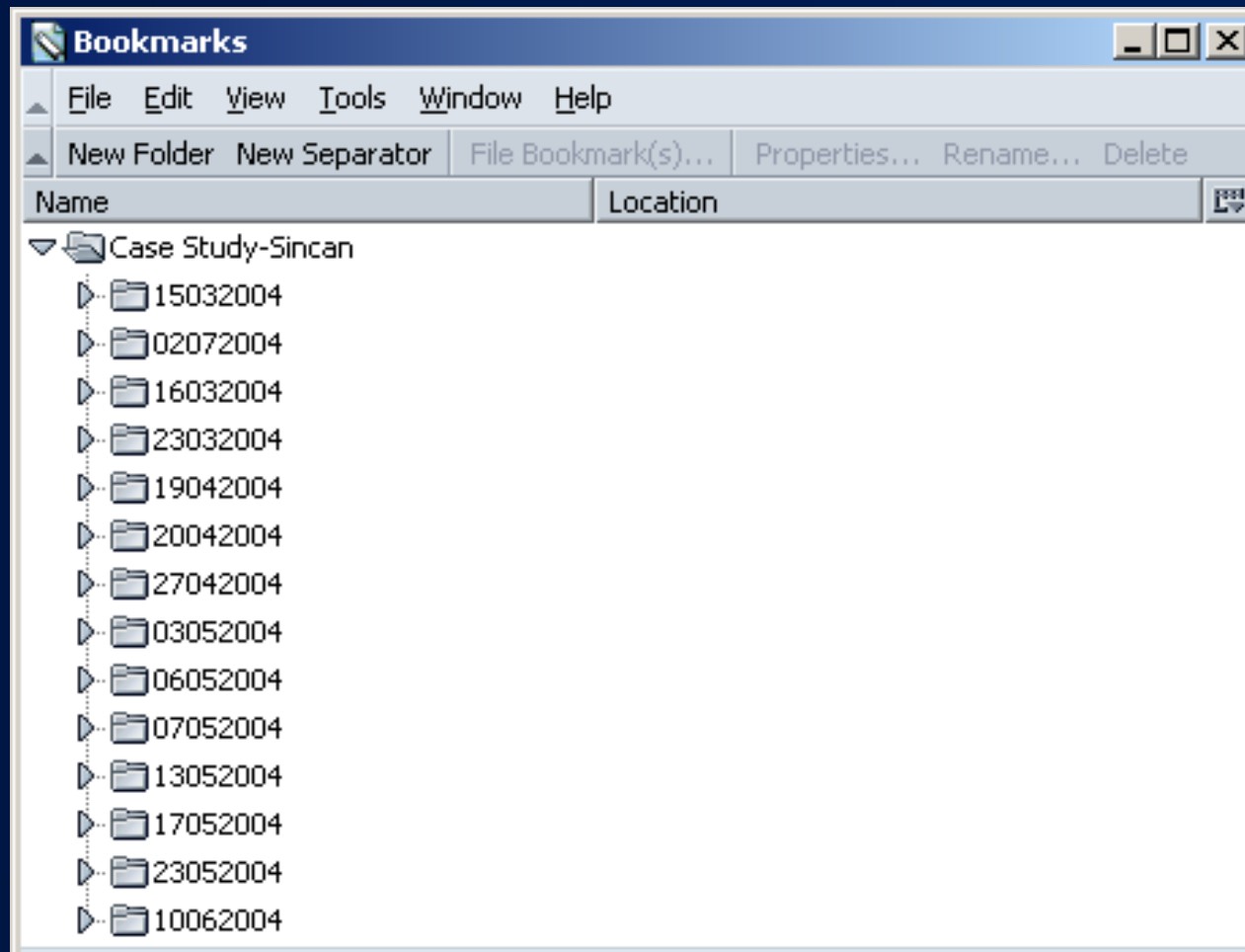
# **XINJIANG UIGHUR AUTONOMOUS REGION: INCREASING INVESTMENT OPPORTUNITIES**





# Step #1 Discovery

- Noting the navigation paths



# Step #1 Discovery: Storing the important documents locally



The screenshot shows the Adobe Acrobat Professional interface. The title bar reads "Adobe Acrobat Professional - [chinas\_central\_asian\_power\_and\_problems.pdf]". The menu bar includes File, Edit, View, Document, Tools, Advanced, Window, and Help. The toolbar contains icons for Open, Save, Print, Email, Search, Create PDF, Review & Comment, Secure, Sign, and Advanced Editing. Below the toolbar is a secondary toolbar with icons for Select Text, a magnifying glass, and a 107% zoom level. The left sidebar has tabs for Search PDF, Hide, Bookmarks, Signatures, Layers, and Pages. The Search PDF panel is active, showing a search input field, a dropdown for "Where would you like to search?", and several checkboxes. The dropdown is set to "My Documents", and the option "In the index named case\_study.pdx" is selected and circled in red. Other options include "In the current PDF document", "All PDF Documents in", "Whole words only", "Case-Sensitive", "Search in Bookmarks", and "Search in Comments". A "Search" button is at the bottom of the panel. The main content area displays a document titled "Xinjiang's Importance" with two paragraphs of text.

**Xinjiang's Importance**

Three principal attributes make Xinjiang vital to China: its potentially rich hydrocarbon and mineral assets, its strategic location, and its relationship to the national legitimacy of the Chinese Communist Party (CCP).

*Hydrocarbon reserves and mineral deposits.* Upstream production of crude oil, natural gas, and coal and downstream refining and chemicals manufacturing represent the largest value-adding industry in Xinjiang. Currently, most of the province's hydrocarbon extraction occurs near Karamay in northern Xinjiang, where oil production has reached about 7 million tons of coal equivalent and natural gas production between 500,000 and 700,000 tons of coal equivalent each year. The province as a whole annually harvests approximately 8 to 9 million tons of coal from its fifty-six mines, including the largest two near Urumqi and Hami. While not currently China's most prolific energy-producing region, Xinjiang has the potential to be one of the country's largest land-based sources of fossil fuels.<sup>3</sup>

Indeed, great quantities of energy resources may lie undiscovered deep beneath the sands of the Taklimakan Desert in southern Xinjiang. Chinese geologists have estimated that the Tarim Basin in the Taklimakan could yield some 80 to 180 billion barrels of petroleum. Some crude oil has already been located in China's Tabei Exploration Area along the basin's northern edge. However, to profitably exploit the resources of this remote region, Beijing has turned to international oil companies and foreign money.



# Step #1 Discovery



- Discovering the special vocabulary & region



# Step #1 Discovery: Discovering the subject-matter experts



AsiaSource: AsiaEXPERTS - A resource of the Asia Society - Netscape

File Edit View Go Bookmarks Tools Window Help

http://www.asiasource.org/experts/ax\_mp\_03.cfm?ExpertID=5

AsiaSource: AsiaEXPERTS - A resource of t...

July 20, 2004  
A Resource of the Asia Society

Arts & Culture | Business & Economics | Policy & Government | Social Issues

Special Reports  
Interviews

AsiaTODAY  
latest news stories

AsiaPROFILES  
maps & statistics

AsiaFOOD  
Asian food resource

AskASIA  
educational resource

AsiaVIEWS  
articles & speeches

AsiaLINKS  
related links

AsiaEXPERTS  
specialists database

AsiaEVENTS  
worldwide calendar

AsiainNYC  
cultural travel guide

## Asia Experts

**Dru C. Gladney**  
Dean of Academics  
Asia-Pacific Center

**Disciplines:**  
Anthropology, International Affairs, Public Policy, Religion

**Specialties:**

**Region/Country:**  
Central Asia, China

**Historical Period(s):**  
Contemporary

**Languages:**  
Mandarin, Russian, Spanish, Turkish, Kazak

**Education:**  
B.A., Westmont College, Philosophy, Religious Studies, 1978  
Ph.D., University of Washington, Anthropology, 1987

**Experience:**

Name  
Speciality  
Languages spoken



# Step #2 Discrimination



Periodic  
Author  
References

ScienceDirect - Orbis : China's Central Asian power and problems - Netscape

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http://www.sciencedirect.com/science?\_ob=ArticleURL&\_udi=B6... Search

ScienceDirect - Orbis : China's Central Asia...

**Orbis**  
Volume 41, Issue 3 Summer 1997, Pages 401-425

doi:10.1016/S0030-4387(97)90049-1 Cite or Link Using DOI  
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Fresh perspectives on East Asia's future

**China's Central Asian power and problems**

**Felix K. Chang**

Felix K. Chang is an associate scholar of the Foreign Policy Research Institute and a graduate saident at the Fuqua School of Business at Duke University USA.

Available online 18 April 2002.

**References**

1. See A Rig Too Near. *The Economist* (Mar. 29, 1997), p. 36.  
Nigel Holloway and Charles Bickers, Brothers in Arms: The U.S. Worries About Sino-Russian Military Cooperation. *Far Eastern Economic Review* (Mar. 13, 1997), pp. 20-21 (hereafter *FEER*).  
Norman Friedman, China Buys Russian Destroyers. In: *Proceedings*, Naval Institute (Mar. 1997).

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- Abstract
- Abstract + References
- Thumbnail Images
- PDF (2426 K)

**Actions**

- Cited By
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- E-mail Article
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Document: Done (29.922 secs)

# Step #3 Validation



Microsoft Excel - validation

File Edit View Insert Format Tools Data Window Help Adobe PDF

A27 = 37

	A	B	C	D	E
2	Footnote ID	Keywords	Primary Source	Other Sources	
3					
4	31	ethnic, independence, autonomous	China-UighurMuslimSeparatists-SpecialReportweb	chinas_central_asian_power_and_problems.pdf	
5				shanghai_five.pdf	
6				workshop_central_asia_2.pdf	
7				sincan_uygur_ozerk_bolgesi	
8					
9	32	Han, minority, uprising	chinas_central_asian_power_and_problems.pdf	China-UighurMuslimSeparatists-SpecialReportweb	
10				shanghai_five.pdf	
11					
12	33	area, population, terrain	workshop_central_asia_2.pdf	look_before_NATO_leaps_into_the_Caspian.pdf	
13				workshop_central_asia_1.pdf	
14					
15	34	regional oil, world, reserve	look_before_NATO_leaps_into_the_Caspian.pdf	chinese_energy_and_asian_security.pdf	
16				PRCEnergyPolicyintheFive-YearPlan	
17				sincan_uygur_ozerk_bolgesi_2	
18					
19	35	vacuum, balance of power, hegemony	look_before_NATO_leaps_into_the_Caspian.pdf	030205_ce_forum01.pdf	
20				030205_ce_forum02.pdf	
21				chinas_central_asian_power_and_problems.pdf	
22				shanghai_five.pdf	
23					
24	36	different, homogeneous, similar, culture, history	workshop_central_asia_1.pdf	China-UighurMuslimSeparatists-SpecialReportweb	
25				central_asian_legitimacy.pdf	
26					
27	37	instability, fail, weak, crisis, unstable	look_before_NATO_leaps_into_the_Caspian.pdf	030205_ce_forum01.pdf	
28				030205_ce_forum02.pdf	
29				shanghai_five.pdf	
30				central_asian_legitimacy.pdf	

Sheet1 Sheet2 Sheet3

Ready NUM

# Step #3 Validation



Repetition  
of info

Adobe Acrobat Professional - [China-UighurMuslimSeparatists-SpecialReportweb.pdf]

File Edit View Document Tools Advanced Window Help

Create PDF Review & Comment Secure Sign

86%

How To..?

Bookmarks Signatures Layers Pages Comments

### G. Effects of the War on Terrorism

In 1996 China, Russia, Tajikistan, Kazakhstan, and Kyrgyzstan formed a group known as the "Shanghai-Five" to serve as a bulwark against the spread of Islamic fundamentalist subversion. It was initially designed to be an informal grouping to discuss ways to resolve old border disputes and fortify common borders against terrorist and separatist activity. However, the group's members soon decided they needed to cooperate more thoroughly to deal with what they called the "three evil forces"—terrorism, separatism, and extremism. In the summer of 2001, the Shanghai-Five admitted Uzbekistan into the organization and established a permanent regional group called the Shanghai Cooperation Organization (SCO). The new organization approved two joint communiqués that stressed its intentions to cooperate on combating terrorism and to establish an anti-terrorist center in Bishkek, Kyrgyzstan. However, the terrorist attacks against the United States on September 11, 2001 appear to have caused an unintended halt to a number of the SCO plans, at least for the near term. Surprisingly to some, Russia, Tajikistan, Uzbekistan, Kazakhstan, and Kyrgyzstan are all providing robust support for the U.S.-led counter-terrorism effort. Analysts say that with the United States now "monopolizing" the agenda on anti-terrorism in the region, the Chinese are starting to fear that a major component of their Central Asian geopolitical strategy is being gradually neutralized.

Source: CRS Report for Congress: China's Relations with Central Asian States and Problems with Terrorism (Dec 17, 2001; <http://fpc.state.gov/documents/organization/7945.pdf>)

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18 of 23



## Step #3 Validation

- Communication with the expert

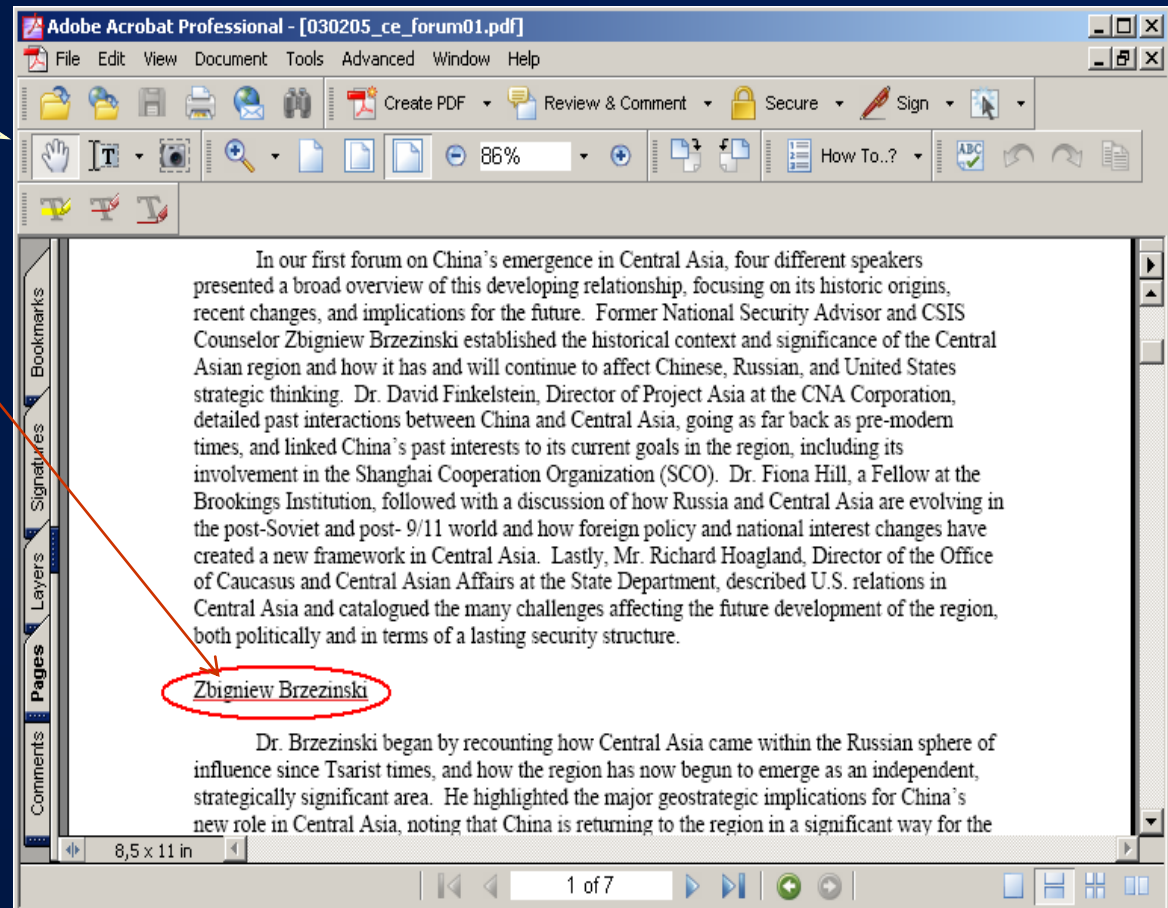
John\_Magill@dai.com:

“I do know that we were impressed by the amount of construction and investment -- mostly public -- that was taking place in Urumqi.”

# Step #3 Validation



Validated by  
another expert





## Step #4 Distillation

Title: **XINJIANG UIGHUR AUTONOMOUS REGION:  
INCREASING INVESTMENT OPPORTUNITIES**

ToC:

....

....

....



# Step #5 Delivery



İzmir Institute of Technology

The Graduate School

**An Implementation Model for**

**Open Sources Evaluation**

A Thesis in

Computer Software

Selma Tekir

Submitted in Partial Fulfillment  
of the Requirements  
for the degree of

Master of Science

July, 2004





## Section #2 CI – Compatitive Intelligence

- **CI – A market name for OSI software**
- **Fuld & Company Intelligence Software Report annuaily**
- **Spans the whole CI market**
- **Compares & contrasts thus evaluates the CI software available.**
- **Not for free.**
- **[www.fuld.com](http://www.fuld.com)**

## Section #2 CI – Compaititive Intelligence



### Risk and Reward with Intelligence Technology



Those acquiring competitive intelligence technology often find themselves under intense pressure from superiors to begin producing results quickly. Technology can work but one of the reasons for failure is the lack of time allowed for the intelligence process to grow.

[www.fuld.com](http://www.fuld.com)

## Section #2 CI – Compatitive Intelligence



- **Some warnings, precautions before buying a CI software package**
- **A - Understand precursor conditions:**
  - (1) Companies must have a well developed procedure for managing human source networks and gathering human source information.
  - (2) The foundations of intelligence processes must be well established, communicated and understood by various stakeholders within the Organization.



## Section #2 CI – Compative Intelligence

- **A - Understand precursor conditions:**

(3) It is important that they already effectively use secondary sources and an external news-feed.

(4) Corporations that have a defined set of regular intelligence products, and have trained, dedicated CI analysts working in their CI functions are also more likely to benefit from technology tools.

(5) it is crucial to have secured a regular line item for competitive intelligence in the department or company's budget.

## Section #2 CI – Compative Intelligence



- **B - Know your technology and its cost-benefit**

When choosing a technology solution, it is also important to note that most packages fall under two broad categories: products designed specifically for CI, and tools that were not built with CI in mind, but could be used to augment the intelligence process. Choosing between the two is a vital decision particularly with regard to budget. It may be much easier to justify spending \$500,000 on an enterprise-wide application used by 10,000 employees than to spend \$30,000 on a software package that will be used by only 10 CI analysts.





## Section #2 CI – Compatitive Intelligence

- **C - Match the package with the part of the intelligence cycle where it will do the most good**
- **D - Find the right time to deploy a technology – too early may lead to failure**



**Thank you very much for  
your attention.**