
PROFILE AWARE

GMI - Budva 2023



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PROFILE AWARE

Credibility Assessment - Taster

- Introduction
- Background
- Behavioural Detection
- Credibility Assessment
- Questions





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Richard Foreman

Retired Police Officer - 30 years service

Involved with NPSA/CPNI in research and development of Behavioural Detection since 2009.



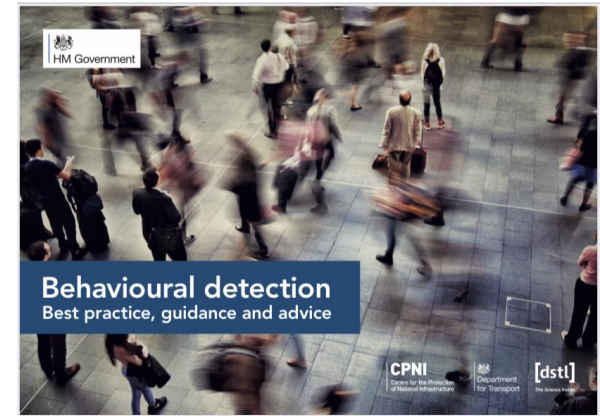
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NPSA

National Protective Security Authority (formally Centre For Protection of National Infrastructure)

Part of Security Service (MI5)

Lead Government Authority on Protective Security Advice to UK National Infrastructure



Executive Summary

The term 'behavioural detection' refers to a method of detecting individuals with hostile intentions by observing their behaviours and activities. This guidance is written by behavioural detection experts from across government, and has been informed by consultations with key stakeholders and other specialists as well as by research and other literature.

The purpose of this document is to inform those considering the use of behavioural detection and to provide specific advice for various stakeholders. It can help those needing to better understand (a) different behavioural detection approaches, (b) the strengths and weaknesses of these, and (c) how to choose and apply behavioural detection methods to specific environments to maximise the security of a location and its people.

As such, this guidance is designed to help both policy makers in government and industry who are responsible for advising and/or mandating security processes and measures, and those on the frontline responsible for ensuring security, such as security managers across a range of different sites.

This guidance provides information on:

The role of behavioural detection within protective security, plus the pros and cons and other matters that should be considered before deciding to include the use of behavioural detection as a security measure.

How behavioural detection works, and the need to set up and adapt the environment to help elicit behaviours of concern whenever possible.

The vital importance of rapidly and effectively resolving suspicions that result from behavioural detection.

Types of behavioural detection - from specifically trained personnel to public campaigns that encourage vigilance and reporting of suspicious activity.

Matters to consider before procuring or instigating a behavioural detection capability.

Measures of effectiveness and evaluation of training, technology and equipment.



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Behavioural Detection



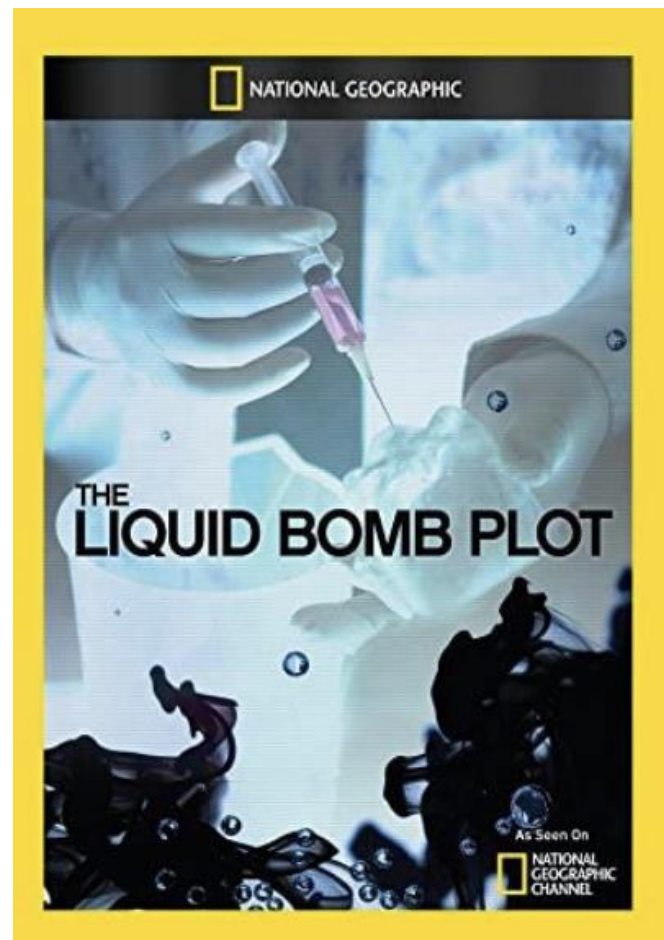
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Purpose

To develop, evaluate and deliver a behaviour based protective screening system to reduce the risk of terrorist attack at Airports

To Deny, Deter and detect;

- Hostile Reconnaissance
- Dry runs
- Attack
- Crime





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Overview of Programme

State-of-the-Art Behavioural Programme

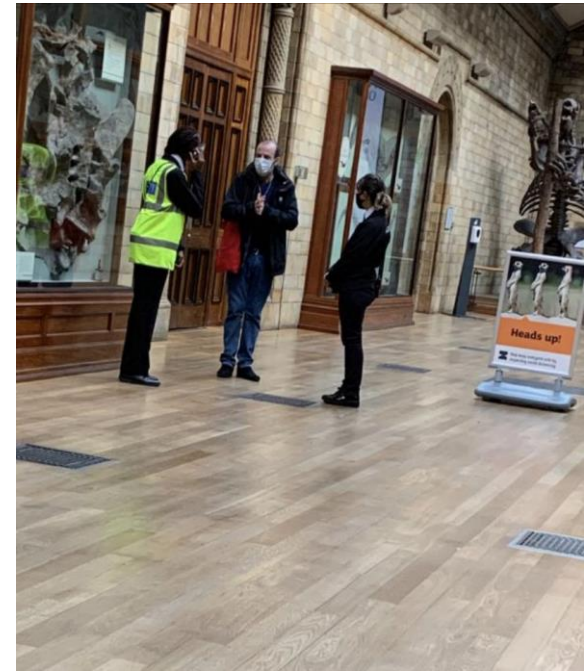
Best Practice

Scientific Studies

Mix of Academia and operational expertise

Three Year Development

Embraced by Law Enforcement and private sector





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Profile Aware Limited

Recognised by HM Government as
Subject Matter Expert in Behavioural
Detection and credibility assessment
interviewing

Profile Aware have trained in excess of
8,000 law enforcement , military and
private security personnel.

Training delivered in Europe, US, Africa,
Australia, South America and Middle
East.



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Organisations Trained

Police

Customs & Border Force

Immigration Enforcement

Counter-Terrorism Units

Military

Security Iconic & CI Sites

Security Airports

Specialist Investigators





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Staged Approach



Search/seizure/Schedule 7 interview
Intelligence report/arrest

Approach
Conversation strategies
Detecting deception/educing/eliciting information
Customer focus

Baselining - what is normal?
Deviation from baseline may be suspicious
Identify behaviours



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Organisations Trained



GMI CONFERENCE - CREDIBILITY ASSESSMENT INTERVIEWING

Time	Title	Objective
0900 – 1015	Welcome & overview Educing information (Module 2) Educing information practice	Introduction to interviewing strategies, questioning and effective rapport building. Exercise to practise educing information.
1015 – 1030	Break	
1030 –	Cultural attenuation (Module 8)	Developing cultural awareness and introduction to communicating effectively with subjects holding different cultural values.
– 1130	Cultural attenuation practice	Exercise to practise attenuating approaches for cultural issues.
1130 -1145	Break	
1145 – 1230	Cues to deception (Module 3)	Introduction to detecting deception; identifying reliable cues to deception.
1230 – 1330	Lunch	
1330 – 1445	Principles of detection (Module 4) Detection practice	Introduction to principles of detection. Exercise to practise identification of cues to deception.
1445 – 1500	Break	
1500 -1530	Elicitation	Elicitation techniques Exercise to practise eliciting information.
1530- 1600	Pitching (Module 9)	Introduction to approaches for influencing and persuading individuals to provide information.
1600	Conclusion and Questions (in Bar!)	



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Educing Information

Interviewing Strategies

Rapport

Techniques



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Educing Information



Understanding Cultural Diversity

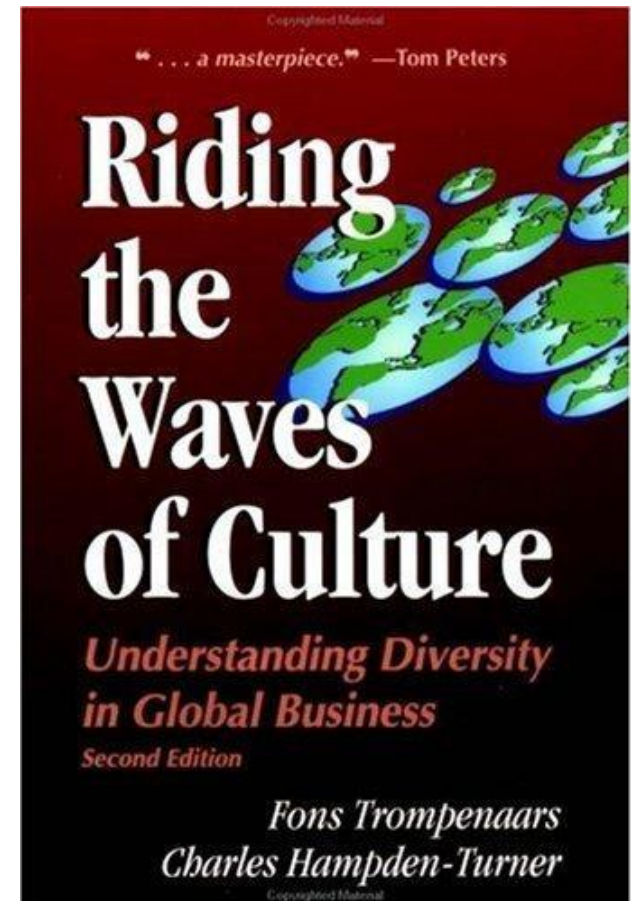
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Approach

Definition

Biases

Cultural values





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Cues to Deception

Key issues in deception

Cues

Nonverbal

Vocal

Verbal





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Principles of detection

Baselining

Hot Spots

Clusters



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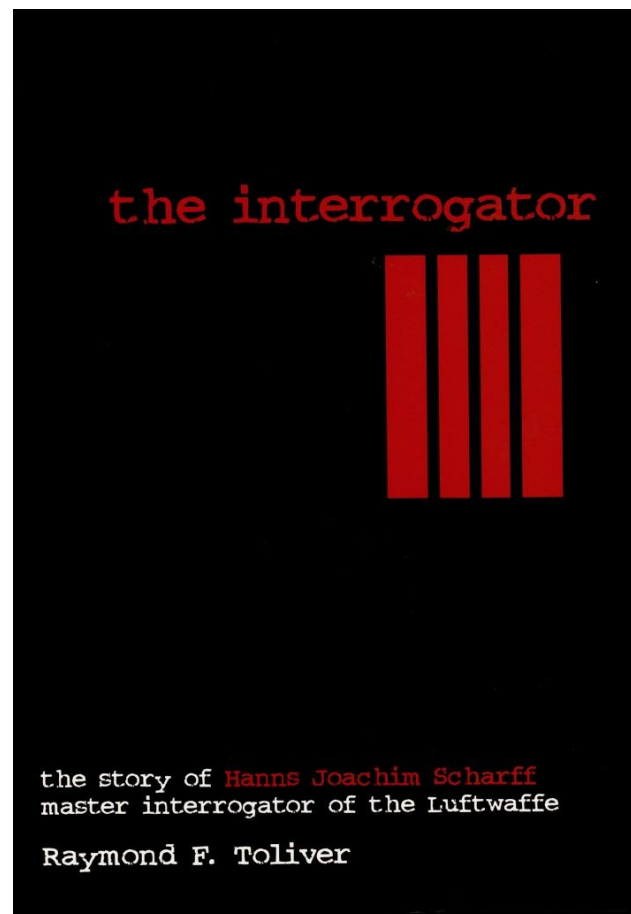


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Elicitation

“Conducted by a skilled collector, elicitation will appear to be a normal social or professional conversation. A person may never realise they were the target of elicitation or that they provided meaningful information.”

Source: FBI website





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Pitching

Psychological vulnerabilities

Persuasion



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Questions



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