

ELICITATION

» ELICITATION

**YOUR ROLE IN KEEPING OUR
NATION'S INFORMATION SAFE**

The Counterintelligence Awareness Library

ELICITATION/

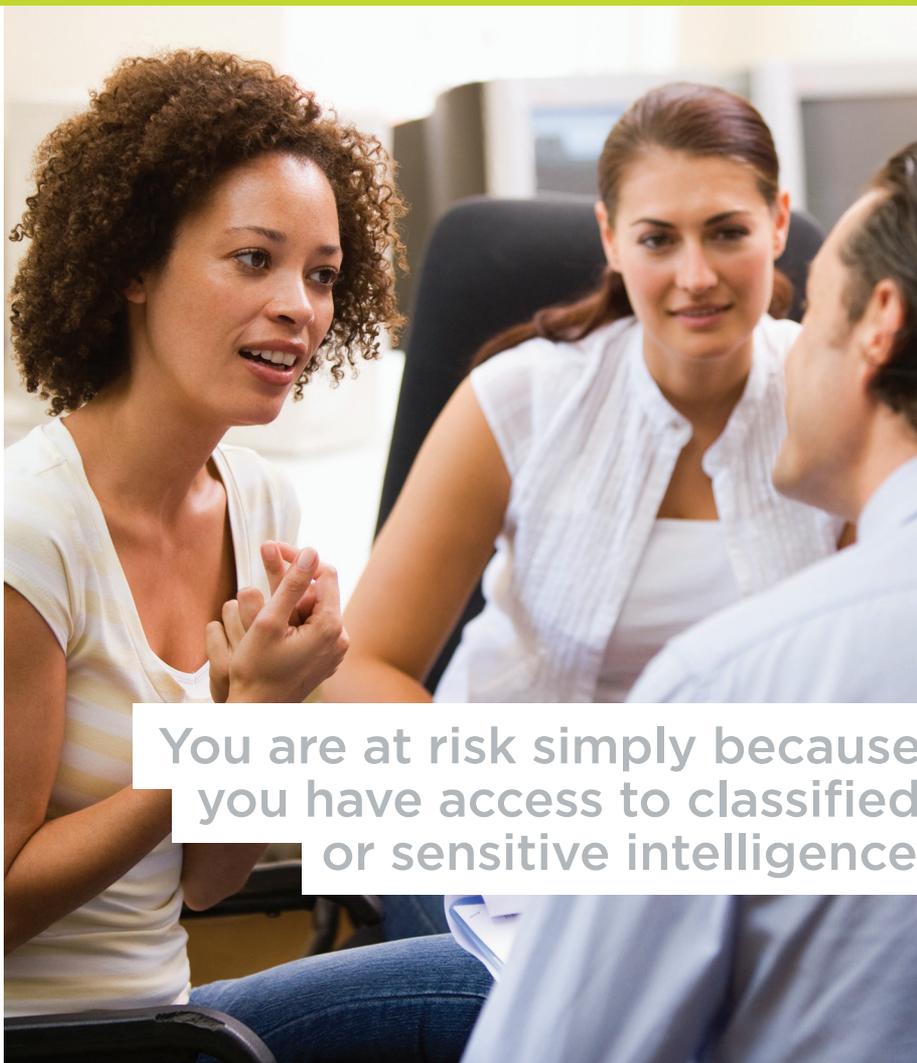
Foreign intelligence services use a technique called elicitation to gather intelligence through what appears to be normal, even mundane, social or professional contact. They may confirm or expand their knowledge of a sensitive program or gain clearer insight into a person they are targeting for recruitment.

Personal information concerning you or your colleagues, or information not openly available concerning your employment, may be just what an intelligence service or terrorist organization is seeking. When combined, such disclosures can be damaging to our national safety and security. You are at risk simply because you have access to classified or sensitive intelligence or defense information and facilities.



Keeping It Real

You are waiting for your flight for a business trip, working a crossword puzzle to pass the time, when the gentleman seated next to you asks with which government agency you are employed. You are startled, so you initially deny being a government employee. The gentleman persists with, "Come on, you can tell me. I can see that you're using a Skilcraft pen to do your crossword puzzle, so you must work for the U.S. government."



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YOUR RESPONSIBILITY/

- **Be aware** that this technique exists!
- **Do not draw special attention to yourself** when meeting new people. Use caution when discussing work, yourself, and your colleagues.
- **Be prepared.** Have simple, unclassified answers ready to respond to basic questions about you and your work.
- **Avoid guarded or clumsy responses** that may draw unwanted attention.
- Plan tactful ways to **deflect probing** or intrusive questions. Never feel compelled to answer any question that makes you feel uncomfortable.
- **Report** any instance in which you think that **you may be the target** of actual or attempted **elicitation**.

FAMILIARIZE YOURSELF/

As an affiliate of the Intelligence Community, you play an important role in protecting our Nation and its intelligence. In order to safeguard classified and sensitive information, there are four terms with which you need to be familiar: Need to Know, Elicitation, Espionage, and Recruitment. You can learn more about these terms through brochures provided by the Counterintelligence Awareness Library.



CONTACT/

