PART 1
Introduction
SOCINT Introduction

- **Who am I?**
  - Co-Founder of the National Security Leadership Foundation.
  - BS in Intelligence Studies Concentrating in Terrorism, and a Masters Degree in Strategic Intelligence concentrating in Global Terrorism

- **What qualifies me to present this information?**
  - 18 years of service: posts in the Department of Defense, Department of Justice, Department of Homeland Security and U.S. Department of State.

- **How did I learn about SOCINT?**
  - First hand interviews & interrogations of terrorists and former terrorists within Hezb Islami Gulbadine, Taliban, Maoists, and the Palestinian Liberation Organization as well as political party members associated with terrorist organizations.
SOCINT Introduction

What will you take from this presentation?

- This new discipline – social & cultural intelligence -- proposes a systematic understanding of the importance of customs, moral attitudes, and social and cultural knowledge of foreign populations, relating to the collection and analysis of intelligence, to enhance the efficacy of national security initiatives.

- With an understanding of SOCINT, your chances of success are greatly improved. Ignoring SOCINT can lead to disastrous results.
SOCINT Introduction

- **What is SOCINT?**
  - Nothing new
  - Never been official

The United States just isn't good at it!!!!

Attitudes, biases, and prejudices are deadly
What is SOCINT?

Technical Definition: SOCINT is a systems approach which should be based upon our understanding of links, nodes, and connecters that make up the multi-faceted human networks within societies. By understanding that no one or nothing in a ‘cognitively induced system’ is an isolated actor or action, we can develop an appreciation of how to create functional, reliable systems as well as learn how to safely disrupt them, take them apart, or eliminate them through non-lethal or lethal means. The paradoxical approach to this view is that by understanding a system’s approach, we can link people, projects, and programs of disjointed and dysfunctional systems into a coherent integrated approach to building reliable and sustainable networks.

User Friendly Definition: The direction, collection, analysis, and production of social and cultural information.
SOCINT Introduction

- So, really, what is SOCINT?
  - Social and Cultural Intelligence (Sociocultural Intel)
    - Identification
    - Understanding
    - Incorporating
      - What though?
        - People, Places, Infrastructure, Economics, Religion, Adversarial Groups, Geography, etc.
SOCINT Introduction

- **How do we collect the data?**
  - Become a lizard
    - You need to learn to be adaptive
      - Criminologist
      - Anthropologist
      - Psychologist
      - Sociologist
      - Along with any other Soft Science
    - Become an Operator
SOCINT Introduction

- It’s all about social and cultural perceptions
SOCINT Introduction

- What did you see?
  - Fish???
  - Plants???
  - Rocks???
  - Sand????

How many people identified the main pieces that keep everything alive? What are they?
SOCINT Introduction

- Every cognitively induced system has Variables
- Variables induce Perceptions
- Perceptions invoke Behavior

Variable + Perception = Behavior

(kind of)

And we have the ability to control it all!
PART 2
History of SOCINT
History of SOCINT

- SOCINT has been in existence since biblical times

“And Moses sent them to spy out the land of Canaan, and said unto them, Get you up this way southward, and go up into the mountain: And see the land, what it is; and the people that dwell therein, whether they be strong or weak, few or many; And what the land is that they dwell in, whether it be good or bad; and what cities they be that they dwell in, whether in tents, or in strong holds; And what the land is, whether it be fat or lean, whether there be wood therein, or not. And be ye of good courage, and bring of the fruit of the land. Now the time was the time of the first ripe grapes.” (Numbers 13: 17-20)

- Identify the numerous sociocultural intelligence aspects from the aforementioned quote
History of SOCINT

- **World War II**
  - Germany
  - Egypt
History of SOCINT

- Vietnam
HISTORY of SOCINT

- War on Terror
History of SOCINT

- Troops to Teachers
  - Before
History of SOCINT

- Troops to Teachers
  - After
Exercise

- Knowing where you live, what initiatives could be taken, from a sociocultural perspective, that would mitigate some of the sociocultural dilemmas faced in your own region?
  - Identify the problem
  - Identify the system
  - Understand the issue
  - Present the possible solution
PART 3
Collection & Analysis
C&A for SOCINT

Collection

- Must be human interactive
  - Does not mean it must be done solely through human to human contact
    - What does this mean?
    - What types of tools for collection already exist?
      - 1 minute to free list such tools
C&A for SOCINT

» Collection, Cont’d

• Let’s debate
  – “What legalities could possibly prevent collection of this data?”
C&A for SOCINT

Collection, Cont’d

- Interviewing - Build the rapport
- Polling - Quick and simple answers
- Surveying - Free listing and grand tour questioning
- Rapid Ethnographic Process - Fast, quantitative data procurement
  - Problem: Why do some people see traffic accidents differently than others?
C&A for SOCINT

- ANALYSIS
  - Analysis is not data management
  - Analysis is not technically induced pictures, graphs, charts, etc.
C&A for SOCINT

• ANALYSIS is a mental process of critical thinking!!!!
  • Purpose
  • Question at issue
  • Information
  • Interpretation/Inferences
  • Concepts
  • Assumptions
  • Implications and consequences
  • Points of view

Without these factors, you can not enter the decision making process. SODAS.
Questions???

Kerry Patton currently teaches courses in all three degree programs at Henley-Putnam University:

- Terrorism & Counterterrorism Studies,
- Intelligence management, and
- Strategic Security & Protection Management.

Go to www.Henley-Putnam.edu for more information.