



What They Want

- Information, technical specifications, and pictures of the systems displayed at booths
- Exploitable information about both cleared and uncleared employees
- Information about which cleared and uncleared employees have access to technologies of interest
- Personal information about cleared and uncleared individuals, including hobbies, family information, and interests. This information can be used to either exploit or build a relationship with the individual at a later date
- Personal or professional information that can be used as a pretext for ongoing or future contact

Practical Countermeasures

- Attend annual CI awareness training
- Attend security briefings and de-briefings
- Create a plan to protect any classified or controlled sensitive technology or information brought overseas and consider whether equipment or software can be adequately protected
- Request a threat assessment from the program office and local Defense Security Service counterintelligence special agent prior to traveling to a conference, convention, or trade show located outside the United States
- Do not publicize travel plans and limit sharing of this information to people who need to know
- Maintain control of classified or sensitive information and equipment
- Immediately report suspicious activity to the appropriate authorities at the event and your FSO
- Do not post pictures or mention you are on travel on social media until your return
- Retain unwanted sensitive material pending proper disposal
- Do not use foreign computers or fax machines, and limit sensitive discussions

Be Alert! Be Aware!

Report suspicious activity to your local security official.



How to Prepare for Conferences, Conventions & Trade Shows



Defense Security Service
Counterintelligence Directorate
www.dss.mil

CI AWARENESS TIPS for Conferences, Conventions & Trade Shows



Be Prepared

- Attend a security pre-briefing before going to any event where you may encounter foreign nationals to ensure you are sensitized to current collection techniques and requirements. You can be targeted at any foreign or domestic conference, convention, or trade show
- Be informed on general security guidelines and the handling of sensitive or classified information, and know which parts of your business you are allowed to discuss
- Do not underestimate the value of the information you're sharing. Unsuspecting personnel are often targeted because they don't realize the value of the information to collectors

Be Careful

Collectors use many methods to gather information on current and emerging U.S. technology. They may pose as attendees,

exhibitors, or scientists. Collectors may attempt to directly ask about sensitive or classified information or try to elicit information from you during casual conversation during and after official events.

Reportable Behaviors You May Experience

- Offers to act as a foreign sales agent
- Attempts to steer conversations toward your job duties or access to sensitive information or technology
- Insistent questioning outside the scope of what you're cleared to discuss in an unclassified environment
- Taking excessive photographs, especially in areas that prohibit photography
- Individuals returning to the same booth multiple times in an attempt to speak with different cleared employees working the booth
- Strangers trying to establish personal relationships outside work parameters
- Unusual or suspicious attempts at ongoing

contact, including sending a follow-up email upon your return to the office

- Multiple individuals simultaneously asking questions, attempting to get you to reveal more than you should
- Theft of or missing items from your booth/display

Immediately notify your facility security officer (FSO) if you observe any of the above behaviors or believe you were targeted by an individual attempting to obtain illegal or unauthorized access to classified information.

Elicitation Techniques



Elicitation is the strategic use of conversation to subtly extract information about you, your work, and your colleagues. A skilled elicitor can guide a conversation to areas of interest without directly asking questions that make his or her intent obvious.

You may experience the following elicitation techniques while attending conferences, conventions, or trade shows:

- Detailed and probing questions about specific technology
- Overt questions about sensitive or classified information
- Casual questions directed at individual employees regarding personal information that collectors can use to target them later
- Prompting employees to discuss their duties, access, or clearance level