



The Take-Away

Any line of questioning concerning military- or intelligence-based contracts or dual-use technology, unless previously approved, should be viewed as suspicious behavior.

Even if an appropriate authority grants a foreign visitor access to classified U.S. information, that visitor is not entitled to classified information unless he/she has cleared need to know that has been communicated and verified in advance of the visit.

Inform your Defense Security Service (DSS) industrial security representative or DSS CI special agent of proposed foreign visitors. Given adequate time, they can assist with identifying risks to the cleared company, its technology, and its personnel.

If any suspicious incidents occur during the visit, report them to your facility security officer immediately.

- Develop standard, acceptable responses to questions that may arise, especially if the projects are sensitive or classified, are not applicable to the country visit, or include proprietary information
- If the delegation attempts to make additional contacts with escorts and speakers, make sure they keep discussions to the agreed-upon topics and information
- Conduct a pre-visit walkthrough of the facility to ensure visitors will not be able to hear or see sensitive or classified information during all areas of their visit
- Train escorts on detecting suspicious behavior and questions; ensure they know to maintain visual contact with all visitors at all times
- After the visit, debrief the host and all escorts to uncover any strange and/or suspicious activities exhibited by their visitors or unusual and probing questions



Preparing for Foreign Visitors



Defense Security Service
Counterintelligence Directorate
www.dss.mil

Be Alert! Be Aware!

Report suspicious activity to your local security official.

PREPARING FOR FOREIGN VISITORS

International Visits

International visitors are common in today's global economy and are often a welcome opportunity to boost business. However, cleared contractors need to be aware that there are potential counterintelligence (CI) vulnerabilities.

While most visitors are here for legitimate purposes, the sheer volume of visitors makes it difficult to detect those with ulterior motives.

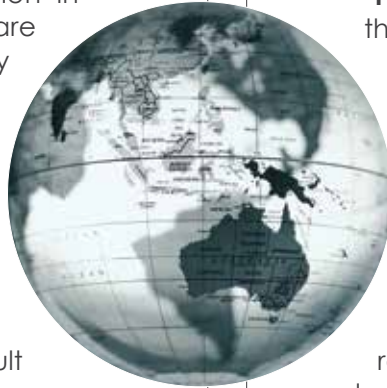
Foreign delegation visits to cleared contractor facilities are one of the most frequently used methods to target and attempt to gain access to sensitive and classified information resident in cleared industry.

Research and Development

It is cheaper for foreign entities to illicitly obtain sensitive or classified information and technology than it is to fund the initial research and development (R&D) themselves.

The U.S. government spends more on R&D than any other country in the world, making the U.S. contractors performing R&D a prime target for foreign collection of both classified and unclassified commercial technology.

When a foreign visit occurs at your facility, preparation and awareness are essential to preventing a loss of information. Stay alert and watch for indicators to help assess the potential for visitor targeting or collection.



Techniques Visitors Use to Elicit Info

- **Peppering:** Visitors ask a variation of the same question or one visitor asks the same question to multiple U.S. contractor employees
 - **Wandering Visitor:** The visitor uses the distraction provided by a large delegation to slip away, out of the control of the escort. Once away from the escort, the visitor may attempt to gain access to a restricted area, sensitive or classified documents, or unattended and unlocked information systems
- **Divide and Conquer:** Visitors corner an escort away from the group and attempt to discuss unapproved topics in order to deprive the escort of his safety net of assistance in answering questions
- **Switch Visitors:** Delegations may add a new visitor to the group at the last minute, leaving little or no time for the company to vet the new visitor against known intelligence officers
- **Bait and Switch:** The visitors say they are coming to discuss one business topic, but after they arrive they attempt to discuss the cleared contractor's other projects, often dealing with sensitive or classified information



- **Distraught Visitor:** When the visitor's questions are not answered, he/she acts insulted or creates an uncomfortable scene to psychologically coerce information from the target
- **Use of Prohibited Electronics:** The visitors bring unauthorized electronic devices such as cell phones, cameras, or thumb drives into restricted space



Preparing for Foreign Visitors*

**For additional information, see National Industrial Security Program Operating Manual Chapter 10 Section 5*

- Prior to the visit, brief all escorts and personnel working with the delegation on what they can and cannot discuss