

## **Reid Military Instructional Programs in Non-Coercive HUMINT Collection**

*On January 22, 2009, the President of the United States issued an executive order mandating that the protocols described within Army Field Manual 2-22.3 (“the Manual”) be followed with respect to Human Intelligence Collection Operations involving interviewing and interrogation (“HUMINT Questioning Sessions”).*

John E. Reid & Associates, Inc., has provided instruction to United States military and intelligence assets in the arts of detection of deception and non-coercive interviewing continuously since 1977. Over that time span, we’ve trained in excess of 35,000 military and intelligence personnel from more than 275 United States government security agencies and military units. Of those, we’ve provided instruction to more than 12,000 military and intelligence personnel from more than 175 United States government security agencies and military units since implementation of the Manual in September 2006.

We are proud that before the January 2009 Executive Order, John E. Reid & Associates’ instructional program for military personnel (specifically the “Behavior Analysis Interview” and “Reid Nine Steps”) had already conformed to the non-coercive HUMINT Questioning Session protocols described within the Manual.

The Manual describes “**Five Phases**” of every **HUMINT Questioning Session** each of which is integrated into the Reid military instructional program for use during ***Field Questioning, Screening, Verification Interviewing, and Debriefing*** within *controlled* as well as *uncontrolled* environments. The Five Phases are as follows.

**1. *Planning and Preparation:*** During this phase, the HUMINT collector conducts the necessary research and operational planning in preparation for a specific HUMINT collection effort with a specific source (chapter 7 of the Manual). The Reid technique emphasizes that the key to effective HUMINT collection is preparation by the collector of both the environment as well as the human component. Therefore, as a precursor to any HUMINT questioning session the Reid technique provides methodical profiling of a source’s motivations, group affiliation, ideology, needs, as well as personal traits such as behavioral, educational, and professional backgrounds. By accurately sizing up a source and assessing the environment within which a questioning session will be undertaken, the HUMINT collector establishes a “game plan” for the interview that follows.

**2. *Approach:*** During the Approach phase, the HUMINT collector establishes conditions of *control* and *rapport* to gain the cooperation of the source and to facilitate information collection (chapter 8 of the Manual). Rapport and mutual respect between HUMINT collector and source is fundamental to the Reid technique. Our underlying premise is that a HUMINT collector’s success will be determined by his or her *approach* which includes selection of a persuasive theme, i.e., the argument (presented in monologue fashion by the collector to the source) which appeals to the source’s own mentality and beliefs and serves to psychologically (not legally) justify the source’s conduct and facilitate disclosure of actionable intelligence. Themes are chosen after

assessing a source's motives that are revealed both through Phase 1 (described above) and through the early stages of the interview process itself.

**3. Questioning:** During the questioning phase, the HUMINT collector selects and applies the appropriate questioning methodology to systematically probe a source's knowledge of relevant topics, collect information in response to the intelligence tasking, and ascertain source veracity (chapter 9 of the Manual). It is at this phase that the collector engages in the progression from the Reid "Behavior Analysis Interview" (in the event deception is indicated by the facts and by the source's verbal, paralinguistic, and non-verbal behavior) to the Reid "Nine Steps" of a verification interview. It is during the Reid "Nine Step" verification interview that the truth is fully developed both through the source's statements as well as through identification by the source of evidence that corroborates the source's statements.

**4. Termination:** During the termination phase, the HUMINT collector completes a questioning session and establishes necessary conditions for future collection from the same source by himself or by another HUMINT collector (chapter 8 of the Manual). Under the Reid technique, the prospect of successive questioning sessions with the same source is always a consideration. The ease of transition from one session to another is taught as a means of maintaining rapport and cooperation with a source without compromising either the collector's credibility or the gravity of the subject matter under investigation.

**5. Reporting:** During the reporting phase, the HUMINT collector writes, edits, and submits written, and possibly oral, reports on information collected in the course of a HUMINT collection effort (chapter 10 of the Manual). Instruction is provided into adherence to "best practices" to assure the collector's compliance with Reid's non-coercive techniques which, in turn, assures reliability of intel derived from a questioning session and validates the accuracy of information presented within reports to superior officers or to reviewing bodies at higher levels of command.

It is presumed under the Reid technique that non-coercive HUMINT questioning sessions require at least two components for success: a) rapport between the HUMINT collector and the source; and b) persuasive argumentation. The motivations of prevalent and emerging terrorist groups will affect the "Five Phases" and, as a consequence, the basis for rapport as well as the collector's choice of persuasive argument. Accordingly, instructional programs presented to the military by John E. Reid & Associates accommodate those shifting paradigms of anti-American ideology and motivation which are driven by geographical, cultural, socio-economic, and theological influences.

At its core, the Reid technique of non-coercive HUMINT questioning is pragmatic and user-friendly for those within a military theater of operations. It is built upon an understanding of a specific source's mentality, beliefs, and ideological framework that allows a collector to efficiently establish rapport, plan a strategy, prepare for potential resistance or counter measures, develop an approach, formulate questions, detect deception, and present motive-based persuasive arguments to obtain actionable

intelligence from a source during HUMINT collection sessions of *field questioning, screening, verification interviewing, and debriefing.*

If you are interested in hosting this seminar please call Debbie Plese at 1-888-255-1635.