

# COMMUNICATING WITH INTELLIGENCE

WRITING AND

BRIEFING FOR

NATIONAL SECURITY

JAMES S. MAJOR

WITH A FOREWORD BY PETER EARNEST

M. Patrick Hendrix, James S. Major

**Communicating with Intelligence** James S. Major, 2008 Since September 11 2001 colleges and universities nationwide have expanded their curricula to include intelligence and national security studies many offering degrees in the subjects Curiously no book exists for classroom use in teaching the important skills needed by these professionals to ensure their products papers reports are properly written or briefed Communicating with Intelligence fills that gap and is aimed primarily at faculty and students pursuing studies in intelligence national security homeland security or homeland defense but it also has considerable value for working intelligence professionals who simply wish to hone their rusty writing or briefing skills Designed to provide essential information regarding the preparation of written products or intelligence briefings the book is divided into two parts Part One Writing with Intelligence contains material on reading intelligence publications and on the basics of writing in the intelligence profession Part Two Briefing with Intelligence deals with the fundamental principles of an intelligence briefing and includes information on gaining or regaining self confidence behind the podium Every chapter ends with exercises many of which can be completed in the classroom to facilitate group activity or by an individual pursuing the study independently Five appendixes provide additional information for guick reference and an annotated bibliography points toward further sources that can be used Communicating with Intelligence M. Patrick Hendrix, James S. Major, 2022-10-27 Writing and briefing are fundamental to the intelligence profession. The ability to communicate clearly concisely and coherently is basic to all intelligence disciplines even the most technical Communicating with Intelligence Third Edition is a handbook on writing and briefing intelligence based on the decades of practical experience of James S Major The book is designed primarily for faculty and students pursuing studies in intelligence national security and homeland security who need to learn the art of preparing written products and intelligence briefings But it also has considerable value for working professionals who simply wish to sharpen their communication skills The third edition of Communicating with Intelligence provides the expediency efficiency and effectiveness instructors and members of the Intelligence Community require for a communication handbook The Art of Intelligence Rubén Arcos, William J. Lahneman, 2019-06-12 The only professional resource of its kind to offer in one volume original simulations exercises and games designed by academics and intelligence professionals from several countries These interactive learning tools add immeasurable value to students understanding of the intelligence enterprise and the various contributors provide an international perspective to the topics and approached For use in undergraduate and graduate courses in intelligence intel analysis business intelligence and various other national security policy courses offered in universities and government training facilities with the need for training in analytic principles and tradecraft Methods of Inquiry for Intelligence Analysis Hank Prunckun, 2019-04-12 Few professions have experienced change to the same extent as has intelligence Since the 9 11 attacks the role of intelligence has continued to

grow and its mission remains complex Government and private security agencies are recruiting intelligence analysts in ever higher numbers to process what has become a voluminous amount of raw information and data Methods of Inquiry for Intelligence Analysis offers students the means of gaining the analytic skills essential to undertake intelligence work and the understanding of how intelligence fits into the larger research framework It covers not only the essentials of applied research but also the function structure and operational methods specifically involved in intelligence work Counterintelligence Theory and Practice Hank Prunckun, 2019-01-21 In this thoroughly updated and revised edition of Counterintelligence Theory and Practice Hank Prunckun provides all of the elements required for a successful counterintelligence operation from both an academic and a practitioner's point of view It offers an advanced understanding of the underlying theory that supports the art and science of the craft and examines the challenges and practicalities of defensive and offensive counterintelligence Designed for students in intelligence studies as well as professional training classes this text explores issues related to national security military law enforcement and corporate as well as private affairs with Intelligence James S. Major, Peter Earnest, 2014 Aimed at students faculty and practitioners the book is designed to provide all necessary information on how to prepare write and read intelligence publications Divided in four parts it first outlines the foundations of good intelligence communication with topics such as the difference between academic and intelligence writing using arguments and framework for analysis It then provides a toolkit to write from the first draft to analytical papers before discussing the briefing process and concluding with how to handle citations and classified materials Each chapter contains exercises which can be done individually or as a group activity This fully revised and expanded edition will be an essential tool for anyone who needs to learn or hone their skills in how to communicate with intelligence effectively

Weaponized Marketing Lisa Merriam, Milton Kotler, 2020-04-29 Because Islamic jihad wins through marketing Weaponized Marketing proposes to fight back with this marketing battle plan that uses the techniques that built the world s leading brands to succeed where military might and diplomacy have failed Whistleblowers, Leakers, and Their Networks Jason Ross Arnold, 2019-08-26 Human rights organizations Hackers Soviet dissidents Animal welfare activists Corruption reporting apps The world of whistleblowing is much more diverse than most people realize It includes the prototypical whistleblowers government and corporate employees who spill their organizations secrets to publicize abuses despite the personal costs But if you look closely at what the concept entails then it becomes clear that there are many more varieties There is a wide world of whistleblowing out there and we have only begun to understand and explain it In Whistleblowers Leakers and Their Networks From Snowden to Samizdat Jason Ross Arnold clarifies the elusive concept of whistleblowing Most who have tried to define or understand it have a sense that whistleblowers are justified secret spillers people who make wise decisions about their unauthorized disclosures But we still have no reliable framework for determining which secret spillers deserve the positively charged term whistleblower and which ones should get stuck with the less noble moniker

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