



THE ART OF INTELLIGENCE GATHERING

One-day workshop

In the reality of limitless open-source information, fake news, and post-truth, information collection becomes a critical component for the research and analysis process. Obtaining relevant, accurate, up-to-date information is essential for a company's success, and the demand for trained analysts, who are also experts in data collection, is continuously growing.

Are your information collection skills up to the task? MAX Security is pleased to provide organizations and individuals with the opportunity to participate in our special one-day data collection advanced workshop.

Learn from the leading intelligence professionals in the industry and bolster your practical and theoretical capabilities.

Workshop Benefits

Within the online workshop you will learn how to plan and compile an intelligence collection strategy, develop and assess sources, use advanced collection tools and automated platforms, utilize cyber HUMINT tactics, and extract information from social networks.

Based on our extensive experience providing intelligence and operations to Fortune 500 companies, you will gain a unique perspective and the valuable tools necessary to perform at a high level. The skills gained through our workshops can be applied to nearly every professional environment requiring high-level problem solving.

Topics Covered

Information Gaps & Question Asking

- How to approach the research question, understand the information gaps, and translate them into actionable requests for information (RFI)s that will fill the gaps.
- This lesson will cover the "Johari window" technique (identifying information gaps), distinguishing between types of questions (secrets, puzzles, mysteries), breaking down research questions and asking specific and effective ones, and knowledge-gap mitigation techniques.

Source Types & Basic Collection Tools

- What are the differences between the various types of sources? What are their pros and cons and when should we utilize them? How big is "big data", and what kind of information sources do we have at our disposal?
- This lesson will cover collection methods and open-source information types, information formats, deep web, data bases (retrieving and accessing data), choosing the right source, and the RFI cycle.

Cyber HUMINT, Trolls & Social Media Safety Practices

- When surfing the web and extracting information from known and unknown sources, we must take precaution measures to avoid the dangers of the web.
- This lesson will deal with the threats posed to analysts while collecting data from the web, the use of cyber HUMINT and how to spot avatars and social media trolls.

Advanced Searching Methods

- We will learn about the different uses of manual and automated collection tools, how to tailor the right tools for specific needs, and basic and advanced search queries.
- This lesson is comprised of the following: automated collection tools, social media collection tools, reverse image search, active scanning: search engines, Boolean logic, and advanced query operators.

Information collection strategies

- Keeping relevant and accurate information requires a considerable investment. To maximize the collection processes, we must carefully plan our strategy, and frequently optimize the list of information sources we have.
- This lesson will cover collection strategy development (the "layers" method), prioritization of information, investment in information tools & sources, source development and assessment, refining collection process, scanning strategies, and single source assessment.

Workshop's Structure

The workshop's duration is five hours, including five 45-minute frontal lessons, delivered online on Zoom (see the following table). Throughout the workshop, participants will be challenged with brief hands-on, practical exercises.

Information Gaps & Question Asking	45 min
Break	10 min
Source Types & Basic Collection Tools	45 min
Break	10 min
Cyber HUMINT, Trolls & Social Media Safety Practices	45 min
Break	10 min
Advanced Searching Methods & Automated Collection Tools	45 min
Break	30 min
Information Collection Strategies, Source Development & Assessment	45 min
Summary and Q&A	45 min
Total Hours of Instruction - 5.5 Hours	

Who Should Enroll?

This workshop is designed for analysts from governmental, private, and public sectors engaged in data collection and analysis, that are looking to expand their tool kit with practical and methodological capabilities.

Certification - ASIS Preferred CPE Provider

Participants will receive a certificate of completion to add to their portfolio, as well as six ASIS (CPE) credits.

Our Instructors

MAX Academy's instructors are top intelligence experts who come from various backgrounds such as Israeli military intelligence, security services, and the corporate world. We have years of experience in intelligence collection, analysis, and report writing in and for the government and corporate sectors. We have extensive experience in online, hybrid, and frontal instruction for numerous participants around the globe.

Contact Us

To learn more: online.academy@max-security.com

☎ +44-20-3540-0434

✉ info@max-security.com

🌐 www.max-security.com