

TIPS

Any line of questioning concerning military or intelligence based contracts or dual use technologies, classified or otherwise, should be looked upon as suspicious behavior.

Note the biographies of the visitors if they are sending a large delegation of people. It is much easier to collect information on your company's program with a delegation composed of individuals with multiple technical experts from different fields. If the delegation attempts to make contacts with escorts and speakers at later dates, make sure they are still keeping discussions to the agreed upon topics and information.

If the facility intends to host a foreign delegation, it is a good practice to ensure that all personnel working with the

The DSS Field Counterintelligence Specialist servicing this area is:

This publication has been produced by the Defense Security Service for use by US DoD Contractors and US Government Agencies as part of their security programs.

Questions and requests to further distribute this publication should be addressed to the Defense Security Service Public Affairs Office.

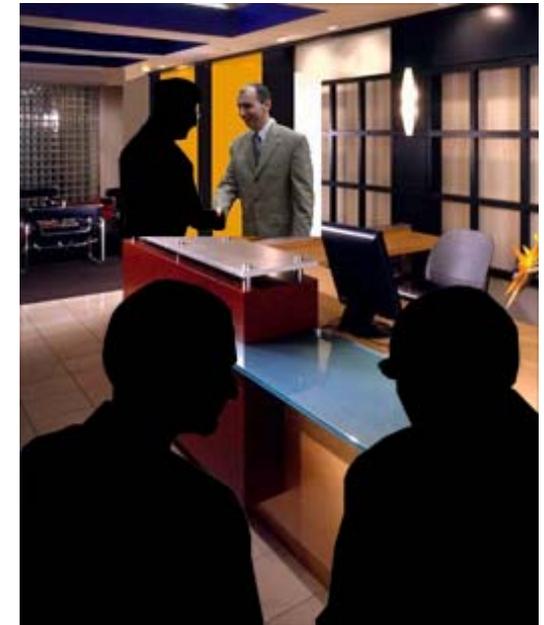
delegation are briefed on what they can and cannot discuss prior to the visit.

A mock walk through the facility should be conducted along the same route the foreign visitors will be taken to ensure there is no potential for the visitors to be out of sight of their escort(s) or for the visitors to have audible unauthorized access.

The US contractor personnel should develop a standard acceptable answer that will be provided when questions are asked which have answers that may be classified, are not exportable to the country visiting, or include proprietary information. Escorts should be well briefed and understand that the visitors must stay with the escorts at all times. **If these or any other suspicious incidents occur, please ensure that they are reported immediately to the Defense Security Service Industrial Security Representative.**

Please share this document with the security staff of your facility and any other DoD cleared facility that you have a concern with in the future concerning visits by a foreign delegation or representative.

Preparing for the Visit



**Bottom line:
be Alert... be Aware... Report
suspicious occurrences!**

Public Affairs release #050922-02



This product created by the Defense Security Service (DSS) Counterintelligence Office

INTERNATIONAL VISITS

International visits are a common part of everyday business in today's international market/economy and are a welcome opportunity to boost any business. The cleared Department of Defense (DoD) Contractor is no exception to this growth in the international market. As we accept this fact, we must also acknowledge the associated potential counterintelligence vulnerabilities and ensure that the requirements of the National Industrial Security Program Operating Manual (NISPOM) Chapter 10-500 are followed.

Visits to DoD Cleared Contractors by foreign delegations and individuals have been noted as one of the most frequently utilized modus operandi for targeting US Defense Industry for the past five years in the Defense Security Service publication, Technology Collection Trends in the US Defense Industry.



TECHNIQUES

Remember, it is always cheaper for any country to elicit, improperly obtain or buy a new technology or the means of producing a new technology than it is for them to pay for the research and development (R&D) themselves. There are more funds expended on R & D by the US Government and Industry than any other country in the world, making US Contractors a prime target for collection of both classified and commercial/proprietary technology by foreign countries.

There are several techniques and indicators to be aware of when a foreign visit is to take place at your facility. While hosting the visit, watch for any of the following techniques to help you decide if there is the potential for you to be targeted by the foreign visitor.

- ◆ Peppering - Several of the visitors asking the same question in different styles or one visitor asking the same question to multiple US Contractor employees.
- ◆ Wandering visitor - The visitor uses the distraction provided by a large delegation to slip away, out of the control of the escort.
- ◆ Divide and Conquer - The foreign visitors take the US team members into different areas to discuss issues, thus,

relieving the US person of his safety net of being assisted in answering questions or eliminating oversight of what he releases

- ◆ Switching visitors at the last minute - A tool that is sometimes used to add a collector to the group without leaving enough time for a background check to be performed on the new visitor.
- ◆ Bait and Switch - The delegation says they are coming to discuss business that is acceptable for discussion, but after they arrive their agenda switches to different questions and discussions.
- ◆ The distraught visitor - When the visitor does not have questions answered he/she has a temper tantrum or acts as though they are insulted, thereby trying to get the US person to answer the questions and not be upset.

