INGLORIOUS
THREAT
INTELLIGENCE

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VP Strategy, Digital Shadows

@rickholland
“Now this is not the end. It is not even the beginning of the end. But it is, perhaps, the end of the beginning.”
Chapter One

Wild Bill Donovan
US Intelligence - 1941

Primitive
Parochial
Underfunded
Undermanned
Dumping ground
“Information is useless unless it is intelligently directed to the strategic purpose.”
Office of Strategic Services
BEHIND ENEMY LINES

OPERATIONS - FRANCE

TOTAL CCC OPERATIONAL PERSONNEL 425

ABOUT 60,000 MACHOS ORGANIZED & LED

STRATEGIC OPERATIONS
(UNDER SDKI DIRECTION AND COORDINATED WITH ENEMY PLANES)
RESTRICTS VARIETY ALL THE 600 STRATEGIC TARGETS IN FRENCH
STRATEGIC AREA AND LIMITS TO UNMELTED
WEAPONS SHIPPED FROM THE INTERIOR,
INTERCEPTS IN SITUARY, WEAPONS CAPTURED BY ARMY
FORCED GERMAN RECONSTRUCTION INTO THE
CLUE OF ARMED FORCES HOUSES.
PERSONNEL, GERMAN MACHOS.
WEIGHTED ARMS.
INTELLIGENCE THOROUGH TO ACTUS.

TACTICAL OPERATIONS
THE 600 MAJOR GUIDANCE 7 KILLED,
6 WOUNDED, 5 ARRESTED.

THEY KILLED 44 GERMAN WORKERS 443,
23 SHIPS, 3 UNITS, 4 MACHOS,
3 PLANES OF GERMAN, A I-402
OF GERMAN AIR REX AND COMMUNICATIONS
OF GERMAN NAZI, EXPOSED OR.

BEHIND ENEMY LINES
Chapter Two
Operation Torch
1. Inspire guerrilla warfare campaign against French
2. Ensure French forces wouldn’t resist landing US troops
3. Provide intel on French troop strength and disposition
4. Provide intel on landing conditions at ports and beaches
Align to the “strategic purpose”

OSS enabled the path to the “soft underbelly” of Europe.
Chapter Three
Operation Barbarossa
Avoid winter warfare in Russia
Also never get involved in a **land war in Asia**
Admiral Wilhelm Canaris
Head of the Abwehr
Analysis of
The Personality of Adolph Hitler

With Predictions of His Future Behavior
and
Suggestions for Dealing With Him
Now and After
Germany’s Surrender

By HENRY A. MURRAY, M. D.
Harvard Psychological Clinic

OCTOBER, 1943
Use personas to better understand your intel customers

1. SOC analyst
2. Threat hunter
3. Chief Information Security Officer
4. Other C level executives
5. Business unit / Line of business leader
Persona x

- Motivations
- Challenges
- Compensation
- Reporting structure
- Skills
  - Technical
  - Intelligence
  - Business acumen
TARGET ACQUIRED: The Science of Building BUYER PERSONAS

When TV marketing was king, advertising was a best-guess practice. Now, thanks to robust data-collection capabilities and direct lines of communication with customers, knowing your audience is a simple matter of asking. Here, we explain how to turn that raw digital data into valuable insight that will inform your efforts and improve your operations.
Build dossiers on your intel customers

- Specific to the individual
- What are their triggers?
- What are they passionate about?
- Document!
5 ways to connect with your intel customers
1. Use their terminology; not yours
2. Focus on what they care about
3. Create a personal story that resonates
4. Be flexible, adjust your process
5. Engage outside of work
Chapter Four
Operation North Pole
Major Hermann Giskes of the Abwehr
ABOR IS VERY WELCOME STEP RECEPTION COMMITTEE AND DROPPING ZONE ARRANGED STIP CONFIRM ARRIVAL END

Security Check Omitted

Huub Lauwers
› 90 Royal Air Force sorties flown
› 54 Dutch SOE agents died
› 83 RAF crew died
500,000 Guilders
53 SOE radio sets
> 4,000 machine guns
50,000 rounds of ammunition
“Whenever you will come to pay a visit to the Continent you may be assured that you will be received with the same care and result as all those who you sent us before.”
Don’t let rivalries impact analysis
Leave the drama at home
Structured analytic techniques should be 2nd nature.

*Gaming, Modeling, and Simulation are among the more sophisticated techniques taught in a more advanced analytic methods course and usually require substantial commitments of analyst time and corporate resources.
Level 1 Intelligence Analyst Certification

Training in Critical Thinking & Descriptive Intelligence Analysis

4.5 (244 ratings) • 3,046 students enrolled

Instructed by Robert Folker • Academics / Social Science

Free

Start Learning Now

More Options ▼

- Lectures: 19
- Length: 2.5 hours
- Skill Level: Beginner Level
- Languages: English
- Includes: Lifetime access, 30 day money back guarantee, Available on iOS and Android

Wishlist
The SMU U.S. Intelligence Analysis Certificate Program is designed to give a broad perspective of strategic U.S. intelligence and all phases of the intelligence cycle, from requirements to reporting, with an emphasis on supporting leadership decision-making.

This intensive course is taught by seasoned professionals with substantial experience in the field. The Principal Instructor is Roger Stokes, a former intelligence officer with more than 20 years of experience in the military, government, and private sectors.

**Who Should Attend?**
Public safety and security professionals who want to add intelligence to their skill sets.

**Program fast facts**

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Free Download: The Case for Cyber Intelligence Programs for Public Safety
Summary

1. Align to the “strategic purpose”

2. Use personas to better understand your intel customer

3. Build dossiers on your intel customer

4. Connect with your intel customer
Summary

5. Don’t let rivalries impact analysis

6. Leave the drama at home

7. Structured analytic techniques should be 2nd nature
Thank you!

@rickholland
References:

- Wild Bill Donovan: The Spymaster Who Created the OSS and Modern American Espionage
- Hitler’s Spies: German Military Intelligence in World War II
- German Military Intelligence In World War II
- Analysis of The Personality of Adolph Hitler http://lawcollections.library.cornell.edu/nuremberg/analysis
- Two ways to effectively tailor your intelligence products https://www.digitalshadows.com/blog-and-research/two-ways-to-more-effectively-tailor-your-intelligence-products/