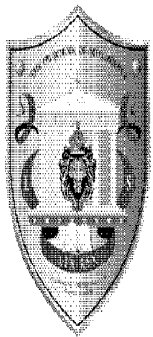
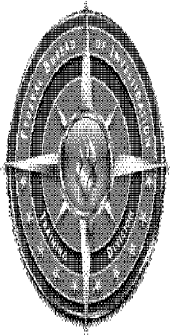
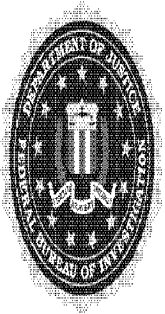


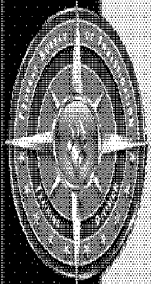
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Intelligence Questions

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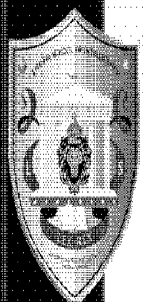
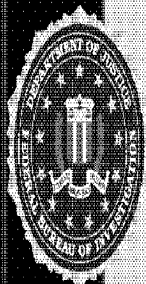


Learning Objectives

- Identify the attributes and utility of intelligence questions.
- Develop strategies for devising, formulating, and refining basic intelligence questions.

Why do we need to use Intelligence Questions?

- Focus our work – “What are we looking for?”
- Ensure relevance to our customers.
- Ensure that we are answering a question with analysis.

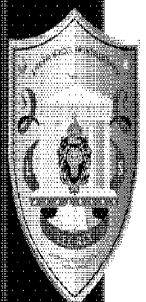
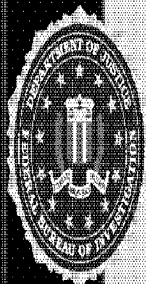


Answers to Intelligence Questions:

- Go beyond just the facts
- Provide context and perspective by delving into causes, as well as assessing whether the situation is new and important
- Take into account a range of possible outcomes and impacts; plus what could change the analyst's expectations
- Are relevant to significant, official issues

Necessary Items for Developing Intelligence Questions

- Intelligence reporting
- Identified customer
- Identified customer Need
 - What do they want to know?
 - What do they need to know?
 - Where are they in the decision cycle?
- Understanding of previous questions and answers



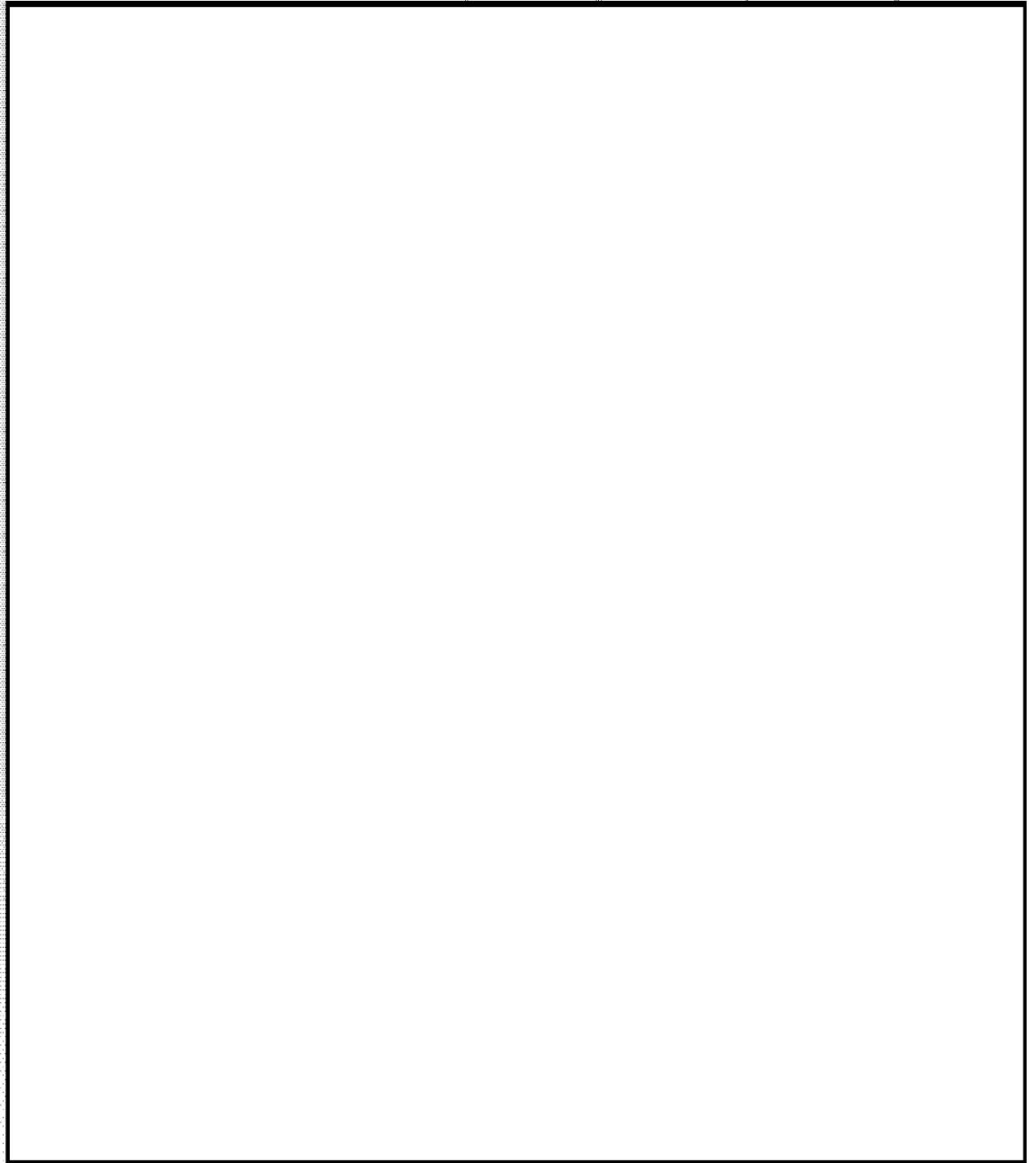
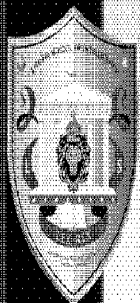
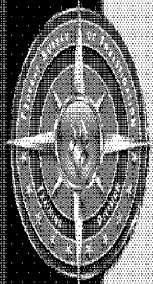
Refine Your Intelligence Questions

- Is it a new development?
- Is the question based on a key issue?
- Who are the actors involved?
- What are the possible outcomes or alternatives?
- What is the impact on US/FBI interests?
- Is there a specific target consumer?
- Is there a time horizon?

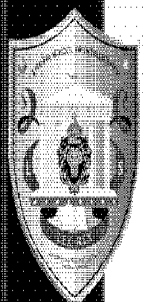
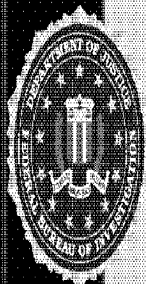
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Refining the Question

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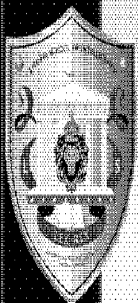
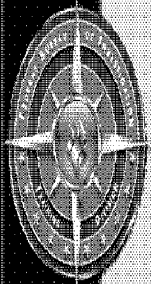


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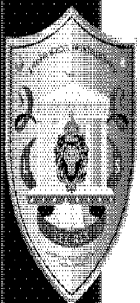
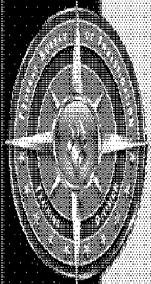
A Good Intelligence Question

- Provides an answer that will inform, provide unique insight, or help a policy maker make a decision or take action
- Addresses a new development or update in your domain
- Is relevant to LE/IC but is not a judgment of LE/IC actions
- Does not suggest policy



Use Intelligence Questions

- To ask specific, probing questions
- To direct attention to key aspects of a subject
- To focus your analysis
- To question rather than "know"
- To avoid the appearance of rushing to judgment
- To diminish biases, mindsets, and assumptions



Bottom Line

- As you narrow the focus/define the problem for your consumer
- Get buy-in from your customer
- Hard questions produce new and creative ways of looking at your issues

The idea behind developing a good intelligence question is to force broader consideration of issues and problems

Summary

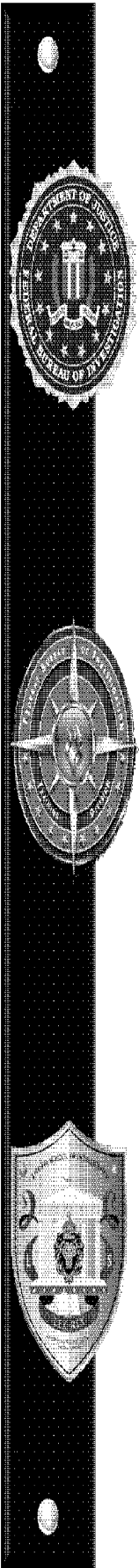
- A good Intelligence Question
 - Drives the whole analysis process
 - Identifies a clear goal
 - Clarifies the problem for the analyst and from the consumer's perspective
 - Clarifies assumptions
 - Affects how you structure your answer
- Critical Thinking early on is mandatory!



Important

- Why is the question being asked?
- What will the decision maker DO with your answer?
- Intelligence questions deal with intelligence issues and provide information for decision making or to formulate policy
- Remember – there is NEVER ONE answer
 - Making an argument
 - Support with evidence

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Thesis Statements

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Focus Your Assessment with a Thesis Statement

- Tool that states your analytic “bottom line”
- One-line answer to the intelligence question
- The important new thing (what?) the reader must know and why it is important (so what?)
- Good way to keep relevant information and toss related information

Good Thesis Statements

- Use brevity – one sentence with strong verbs to express firm conclusions
 - Who is doing it?
 - What is happening?
 - Why is it happening?
 - What is the impact that's already evident?
 - What will happen next?
 - What are the implications for the US or for the FBI?

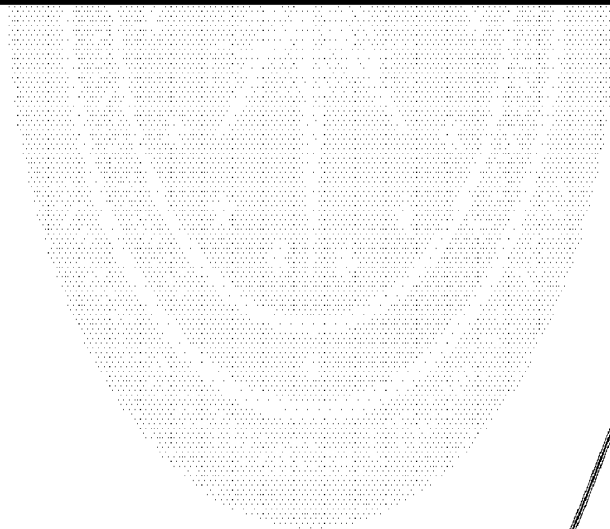
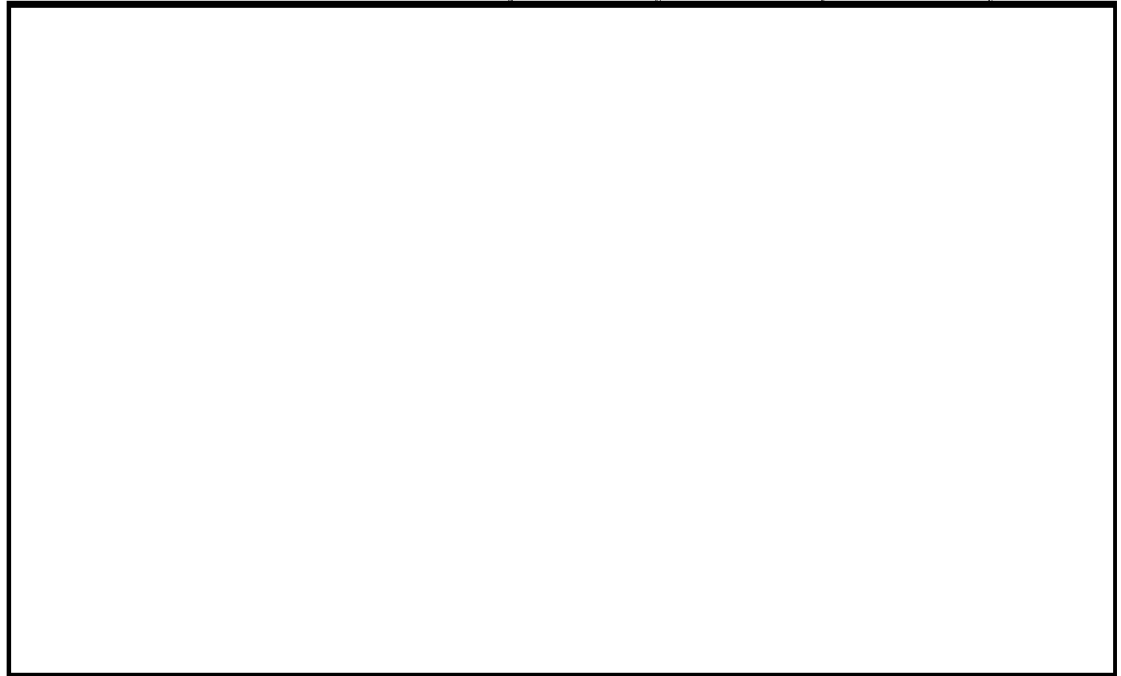
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Thesis Statement : Example #1

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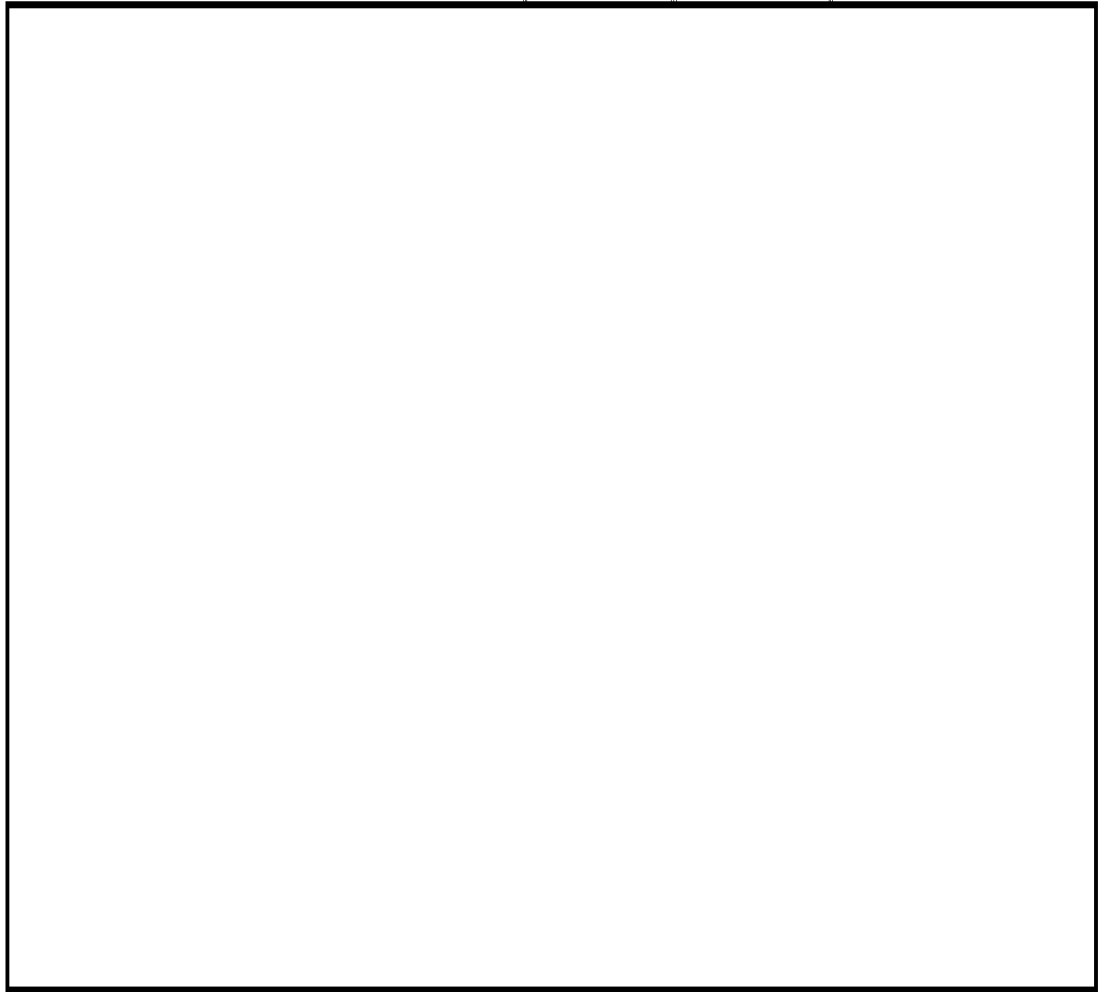
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Example #2

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Example #3

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Thesis Statement Exercise

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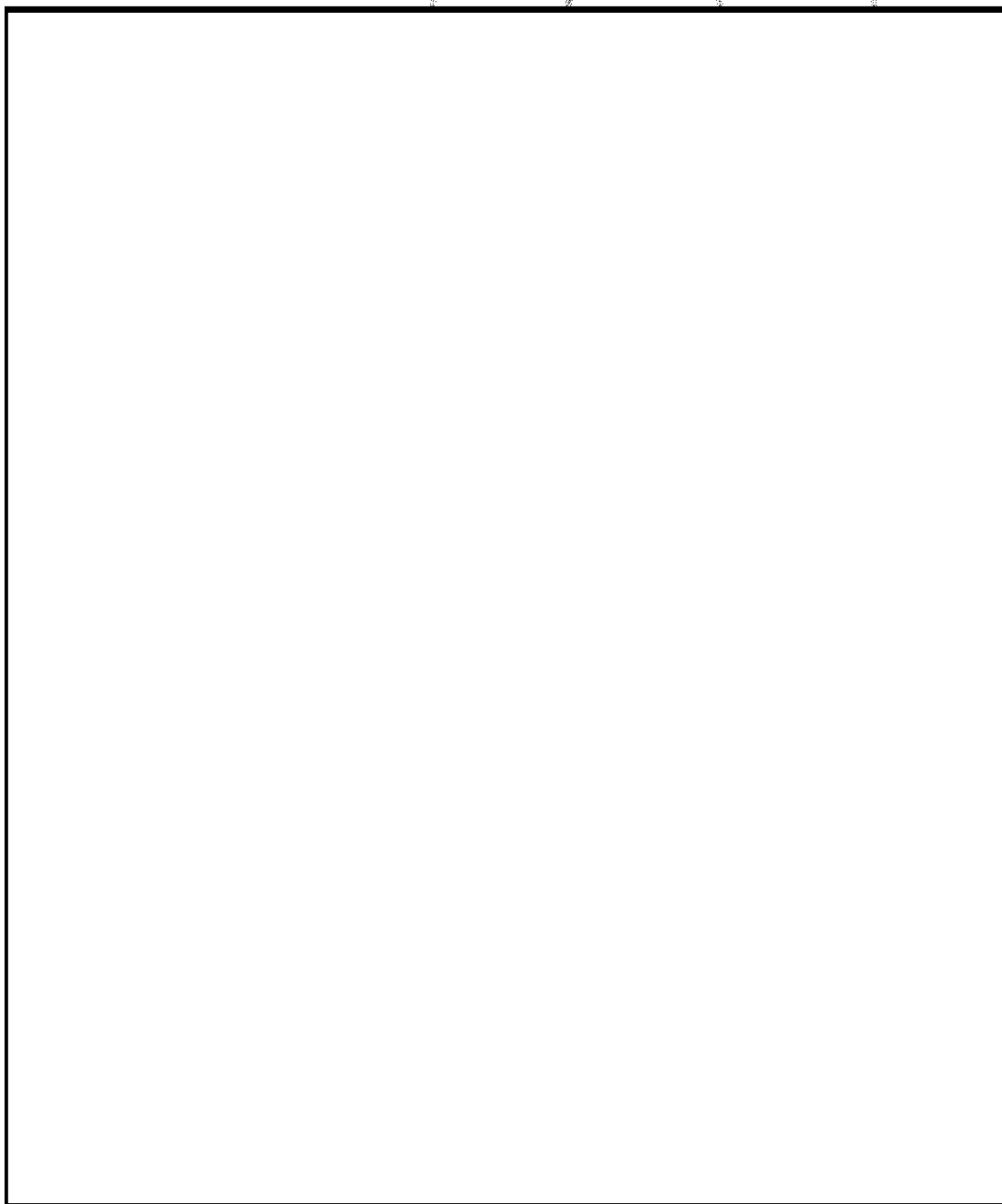
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Thesis Exercise

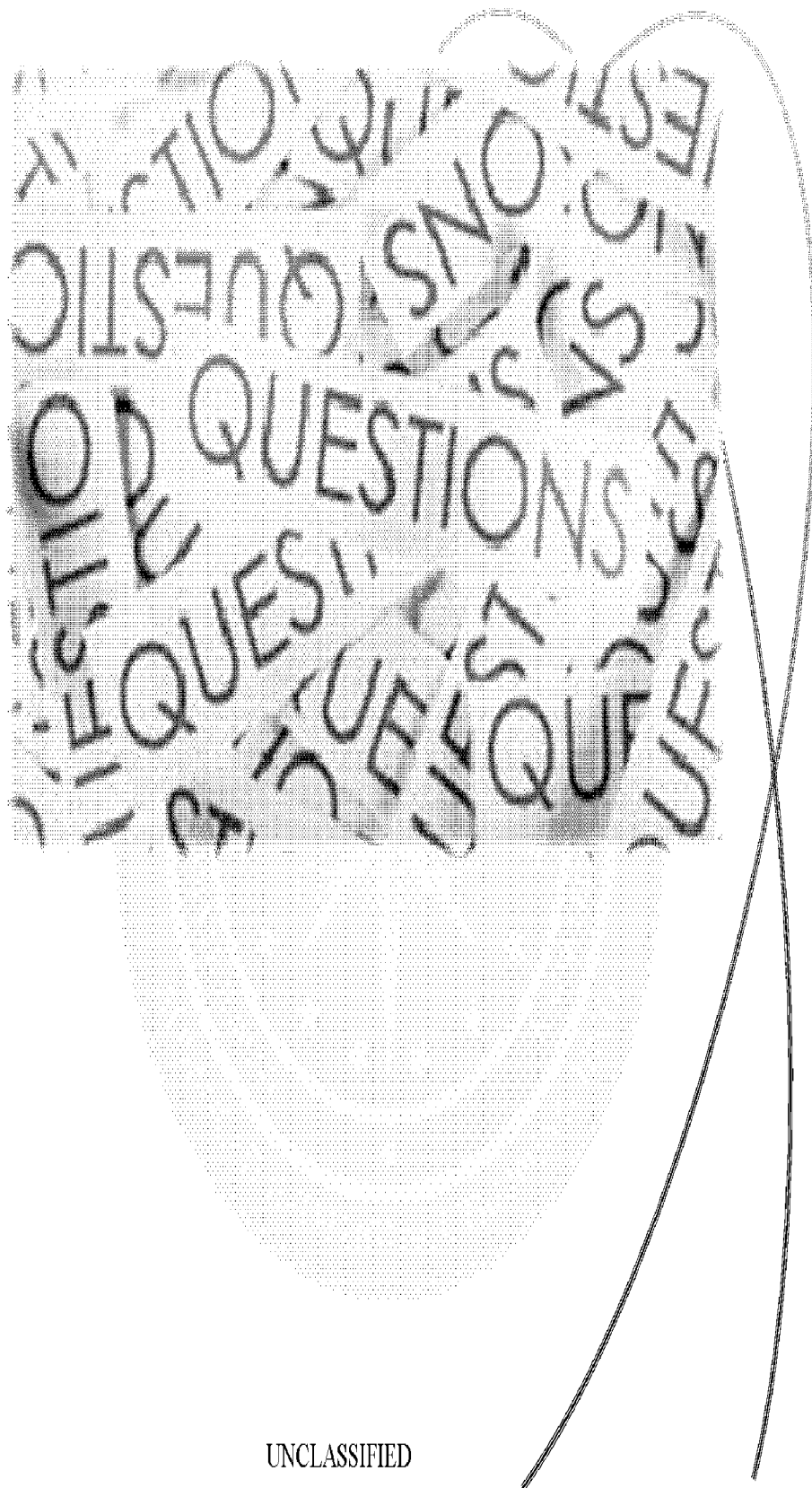
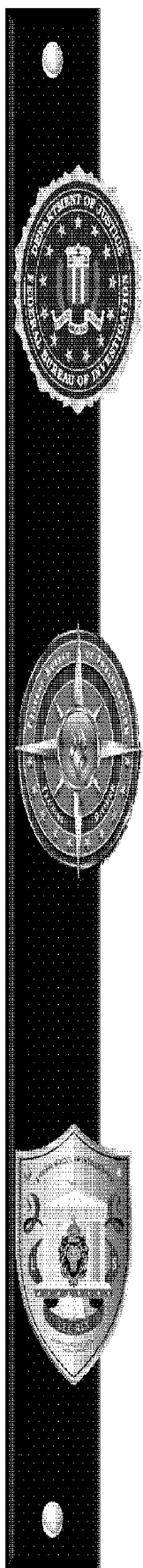
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