

Exhibit 3

FM 2-22.3 (FM 34-52)

HUMAN INTELLIGENCE COLLECTOR OPERATIONS

HEADQUARTERS, DEPARTMENT OF THE ARMY

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NOTE: All previous versions of this manual are obsolete. This document is identical in content to the version dated 6 September 2006. All previous versions of this manual should be destroyed in accordance with appropriate Army policies and regulations.

Emotional-Pride and Ego-Down Approach

8-45. (Interrogation) The emotional-pride and ego-down approach is based on attacking the source's ego or self-image. The source, in defending his ego, reveals information to justify or rationalize his actions. This information may be valuable in answering collection requirements or may give the HUMINT collector insight into the viability of other approaches. This approach is effective with sources who have displayed weakness or feelings of inferiority. A real or imaginary deficiency voiced about the source, loyalty to his organization, or any other feature can provide a basis for this technique.

8-46. The HUMINT collector accuses the source of weakness or implies he is unable to do a certain thing. This type of source is also prone to excuses and rationalizations, often shifting the blame to others. An example of this technique is opening the collection effort with the question, "Why did you surrender so easily when you could have escaped by crossing the nearby ford in the river?" The source is likely to provide a basis for further questions or to reveal significant information if he attempts to explain his surrender in order to vindicate himself. He may give an answer such as, "No one could cross the ford because it is mined."

8-47. The objective is for the HUMINT collector to use the source's sense of pride by attacking his loyalty, intelligence, abilities, leadership qualities, slovenly appearance, or any other perceived weakness. This will usually goad the source into becoming defensive, and he will try to convince the HUMINT collector he is wrong. In his attempt to redeem his pride and explain his actions, the source may provide pertinent information. Possible targets for the emotional-pride and ego-down approach are the source's—

- Loyalty.
- Technical competence.
- Leadership abilities.
- Soldierly qualities.
- Appearance.

8-48. There is a risk associated with this approach. If the emotional-pride and ego-down approach fails, it is difficult for the HUMINT collector to recover and move to another approach without losing his credibility. Also, there is potential for application of the pride and ego approach to cross the line into humiliating and degrading treatment of the detainee. Supervisors should consider the experience level of their subordinates and determine specifically how the interrogator intends to apply the approach technique before approving the interrogation plan.

Emotional-Futility

8-49. (Interrogation and Other MSO) The emotional-futility approach is generally used in an interrogation setting, but may also be used for other MSO, if indicated by the source's state of mind. In the emotional-futility approach, the HUMINT collector convinces the source that resistance to questioning is futile. This engenders a feeling of hopelessness and helplessness on the part of the source. Again as with the other emotional approaches, the HUMINT collector gives the source a "way out" of the

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helpless situation. For example “it is hopeless for your forces to continue fighting because they can no longer get supplies, but you can help end the war and their suffering.” When employing this technique, the HUMINT collector must have factual information. The HUMINT collector presents these facts in a persuasive, logical manner. He should be aware of and able to exploit the source's psychological and moral weaknesses, as well as weaknesses inherent in his society.

8-50. The futility approach is effective when the HUMINT collector can play on doubts that already exist in the source's mind. Factual or seemingly factual information must be presented in a persuasive, logical manner, and in a matter-of-fact tone of voice. Making the situation appear hopeless allows the source to rationalize his actions, especially if that action is cooperating with the HUMINT collector. When employing this technique, the HUMINT collector must not only have factual information but also be aware of and exploit the source's psychological, moral, and sociological weaknesses. Another way of using the futility approach is to blow things out of proportion. If the source's unit was low on, or had exhausted, all food supplies, he can be easily led to believe all of his forces had run out of food. If the source is verging on cooperating, it may aid the collection effort if he is told all the other sources have cooperated.

8-51. The futility approach must be orchestrated with other approach techniques (for example, love of comrades). A source who may want to help save his comrades' lives may be convinced the battlefield situation is hopeless and they will die without his assistance. The futility approach is used to paint a bleak picture for the prisoner, but it is not normally effective in and of itself in gaining the source's cooperation.

Other Approaches

8-52. There are numerous other approaches but most require considerable time and resources. Most are more appropriate for use with sources who are detainees, but some, such as change of scenery, may have application for elicitation or MSO.

8-53. **We Know All.** (Interrogation) In the “we know all” approach technique, the HUMINT collector subtly convinces the source that his questioning of the source is perfunctory because any information that the source has is already known. This approach may be employed in conjunction with the “file and dossier” technique or by itself. If used alone, the HUMINT collector must first become thoroughly familiar with available data concerning the source and the current situation. To begin the collection effort, the HUMINT collector asks questions based on this known data.

8-54. When the source hesitates, refuses to answer, or provides an incorrect or incomplete reply, the HUMINT collector provides the detailed answer himself. The HUMINT collector may even complete a source's answer, as if he is bored and just “going through the motions.” When the source begins to give accurate and complete information, the HUMINT collector interjects pertinent questions. Questions to which answers are already known are also asked periodically to test the source's truthfulness and to maintain the deception that the information is already known. There are some inherent