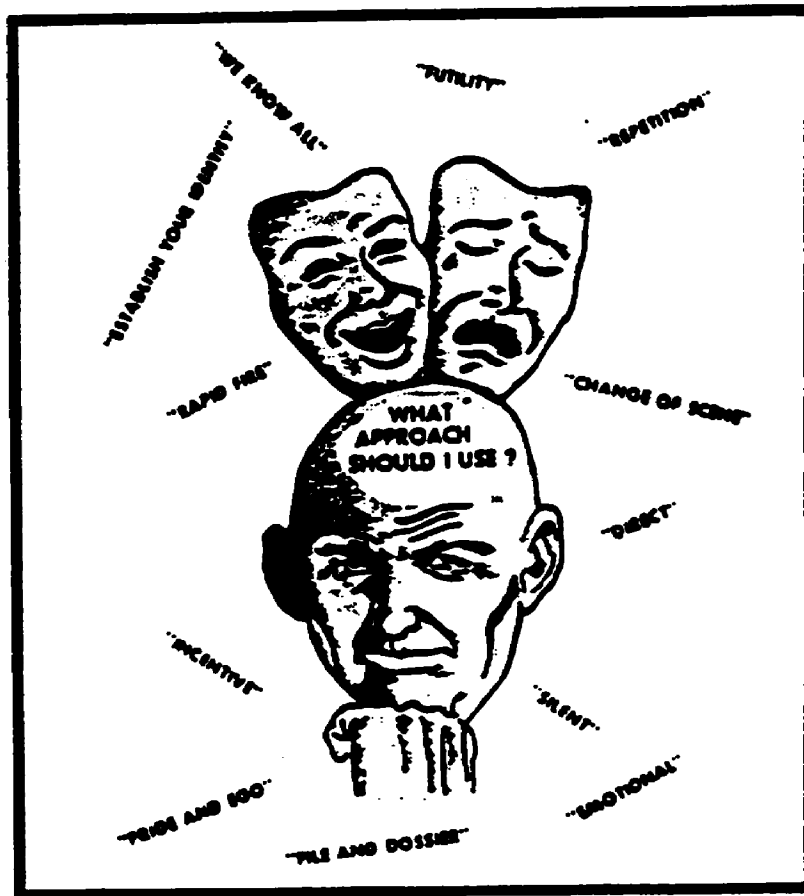


US ARMY INTELLIGENCE CENTER
APPROACHES



THE ARMY INSTITUTE FOR PROFESSIONAL DEVELOPMENT
ARMY CORRESPONDENCE COURSE PROGRAM

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APPROACHES

Subcourse Number IT 0599

EDITION C

U.S. Army Intelligence Center
Fort Huachuca, Arizona 85613-6000

4 Credit Hours

EDITION DATE: June 1995

SUBCOURSE OVERVIEW

This subcourse teaches the necessary fundamentals to enable the interrogator to "break" the enemy prisoner of war (EPW) by using proper approach techniques.

Suggested supplemental reading: USAICS subcourses IT 0596, IT 0597, IT 0602, and IT 0604.

This subcourse reflects current doctrine at time of preparation. In your own work situation, always refer to the latest publications.

The words "he," "him," "his," and "men," when used in this publication, represent the masculine and feminine genders, unless otherwise stated.

TERMINAL LEARNING OBJECTIVE

- TASKS:** To make initial EPW contact in a professional and businesslike manner, select approaches based on available EPW information, properly use selected primary and alternate approaches, and recognize the EPs willingness to cooperate.
- CONDITIONS:** Performed in a tactical environment. Given an EPW, interrogation plan, escort guard, captive tag, documents captured with the EPW, screening and previous interrogation reports, and an interrogation area.
- STANDARDS:** To demonstrate competency of this task, you must achieve a minimum of 70% on the subcourse examination.

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LESSON 1

INITIAL CONTACT

CRITICAL TASK: 301-337-1400

OVERVIEW

LESSON DESCRIPTION

This lesson will enable you to properly make an implement approach strategy.

TERMINAL LEARNING OBJECTIVE

ACTIONS: To establish EPW rapport, and convince the EPW to cooperate.

CONDITIONS: Performed in a tactical environment. Given an EPW, interrogation plan, escort guard, captive tag, documents captured with the EPW, screening and previous interrogation reports, and an interrogation area.

STANDARD: To use selected approaches, and approaches indicated by EPW leads, in a smoothly orchestrated technique.

REFERENCES: The material contained in this lesson was derived from the following publications:

FM 34-52.
STP 34-97E1-SM.

INTRODUCTION

The adage "first impressions are lasting," when applied to the interrogation field, can have a direct influence on an interrogation's success or failure.

The establishment of EPW rapport is an absolute necessity in order to obtain credible intelligence information during an interrogation. In order to establish rapport and the EPW's willing cooperation, the interrogator must be proficient in applying approach techniques. The approach is considered the most crucial interrogation phase because everything revolves around the interrogator's ability to convince the EPW to cooperate, and answer pertinent interrogation questions.

The interrogator's initial psychological advantage over the EPW can be exploited or abrogated. During the implement approach strategy, the interrogator is looking for the key to unlock the door to the EPW's cooperation. In this respect, EPW assessment is paramount for a successful interrogation.

Man, by nature, is a social creature, and has the desire to communicate with someone, especially after a traumatic experience such as being captured. He has this instinct, and the need for self-preservation. The EPW is undergoing shock, insecurity, fear--that helpless feeling. The EPW feels all alone, and that nobody cares or knows about his predicament. It is during this time the EPW's security awareness/training is at its lowest ebb, and the EPW is looking/hoping for kindness and understanding. It is at this precise moment the interrogator must seize the initiative of the EPW's guilt feeling and allow the EPW to rationalize it all away during the interrogation's approach phase. Listed below are a few reasons why the EPW may resist an approach--

- * Does not want to aid the enemy.
- * Endangering his comrade's lives.
- * Betrayal of his country.
- * Subsequent exposure as a traitor.
- * Dereliction of duty, loss of self-esteem, mission failure, let his peers/comrades down.
- * Retribution on himself or immediate family.
- * Guilt, other unresolved conflicts, innate human conservatism to any change, vague doubts, fear of the unknown, stubbornness, security consciousness, lack of trust due to indoctrination.

This initial interrogation period, the approach phase, is critical as the interrogator will be making value judgments regarding the EPW in a short period of time, and too often, on fragmentary information.

REMEMBER: The EPW will also be evaluating you. Therefore, any action or statement will key the EPW to your personality. Bear in mind what the approach profile/density will be, high or low key. Other determining factors regarding the EPW and approach are--

- * Intelligence.
- * Education.
- * Military experience.
- * Reliability.
- * Cooperativeness.
- * Mental/physical state.
- * Interrogation objective.

- * The interrogator's personality traits, special skills, and abilities.

Some specific factors to be discussed in this lesson are--

- * Initial EPW contact procedures.
- * Opening remarks preparation.
- * Maintaining a businesslike attitude.
- * Determining whether or not to conceal rank and identity from the EPW.

DETERMINE INITIAL CONTACT PROCEDURES. The basic control principle must be maintained by the interrogator. The superior position in relation to the EPW. Some items to consider are--

- * Whether or not the EPW should be waiting in the interrogation room. This could be a matter of minutes or in some cases, hours depend on time available. The purpose is two-fold: First, to impress upon the EPW the interrogator is in control. Second, to give the EPW time to think about the situation, and thereby increase the EPW's anxiety.
- * To have the EPW report in the interrogation area. This technique will probably be used under most circumstances.
- * To arrange the seating in such a way the EPW has to look up. The legs of the chair may be shortened to accomplish this. More important, though, is to have the EPW positioned as to maintain constant eye-to-eye contact.

MAINTAIN A BUSINESSLIKE DEMEANOR. Initial EPW contact must be in a professional, businesslike manner. Being overly friendly or hostile may introduce the EPW to make undesirable responses, or trigger latent resistance training. Wait for the EPW to give a clear attitude indicator before affecting any change of mood or personality.

CONCEAL RANK/IDENTITY. Wear a rank equal to or one grade/step higher than the EPW. It is normally best to wear only "US" insignia or nothing at all. Reserve name tag and address the EPW using a fictitious name. On some occasions, you may elect to wear an insignia of rank to maintain one-upmanship over the EPW. This is normally done with senior NCOs or officers. You wear a rank one grade higher than the person you are interrogating, but use good judgment. If you have a 21-year-old interrogator posing as a major, it is obvious to the EPW the rank is wrong. This would severely damage the interrogator's credibility.

REMEMBER: Do not choose to be a medic or a member of the International Red Cross. This is a direct violation of the law of land warfare.

OPENING REMARKS. It is important to avoid any display of nervousness, lack of confidence, or any other undesirable characteristic during initial EPW contact. To accomplish this--

- * Prepare opening remarks ahead of time, and rehearse them until you convey the exact intonation desired.
- * Wear a clean, pressed uniform.
- * Ensure personal grooming is impeccable. Remember, the EPW will probably be dirty, unshaven, and unkempt in appearance.
- * Have a fresh cup of coffee, cigarettes, or other comfort items available.

Remember the adage, "first impressions are lasting." You must impress upon the EPW he is the EPW, and you are in control. In other words, look sharp! Be sharp! Act sharp!

LESSON 1

Practice Exercise

The following items will test your grasp of the material covered in this lesson. There is only one correct answer for each item. When you have completed the exercise, check your answers with the answer key that follows. If you answer any item incorrectly, study again that part of the lesson which contains the portion involved.

1. What should you do to avoid displaying initial contact nervousness with the EPW?
 - A. Rehearse opening remarks.
 - B. Dress at the same level of the EPW.
 - C. Immediately offer the EPW a cigarette.
 - D. Write opening remarks on 3x5 cards for reference.
2. During initial EPW contact, arrange the seating so you have eye-to-eye contact and what else?
 - A. The EPW remains staring.
 - B. The EPW is looking up at you.
 - C. You are looking up at the EPW.
 - D. Both of you are at the same level.
3. You are a SPC assigned to interrogate a senior NOD. You would normally conceal your rank by wearing what.
 - A. First sergeant insignia.
 - B. "U.S." insignia.
 - C. Your true rank.

LESSON 1

PRACTICE EXERCISE

Answer Key and Feedback

<u>Item</u>	<u>Correct Answer and Feedback</u>
1.	A. Rehearse opening remarks. (page 1-4).
2.	B. The EPW is looking up at you. (page 1-3).
3.	B. "U.S." insignia. (page 1-3).

LESSON 2

BASIC APPROACHES

CRITICAL TASK: 301-337-1400

OVERVIEW

LESSON DESCRIPTION

This lesson will enable you to know the five primary tactical environment approaches used to gain the EPWs willful cooperation.

TERMINAL LEARNING OBJECTIVE

ACTIONS: To perform proper EPW assessment, establish rapport, maintain control, smooth transition from one approach to another, approach is logical, and delivered in a sincere and convincing manner.

CONDITIONS: Performed in a tactical environment. Given an EPW, interrogation plan, escort guard, captive tag, documents captured with the EPW, screening and previous interrogation reports, and an interrogation area.

STANDARDS: To use selected approaches, and approaches indicated by EPW leads, in a smoothly orchestrated technique.

REFERENCES: The material contained in this lesson was derived from the following publications:

FM 34-52.
STP 34-97E1-SM

INTRODUCTION

There are 12 approaches. Five are covered in this lesson. These are the most commonly used, and considered applicable to a tactical environment. Factors that could influence the success or failure of a certain approach are--

- * Proper EPW assessment.
- * Establishment of rapport.
- * Maintaining control.
- * Smooth transition from one approach to another.
- * Approach is logical and delivered in a sincere and convincing manner.

- * EPWs background and knowledgeability.

It is to your advantage to keep the above factors in mind when choosing one of the approaches listed below.

The five approaches discussed in this lesson are--

- * "Direct."
- * "Futility.
- * "Incentive .
- * "Emotional."
- * "Pride and Ego."

The other seven approaches are covered in lesson 3.

"DIRECT" APPROACH. To the interrogator confronted with so many different approaches, the dilemma arises as to which approach technique to use, and under what circumstances. Actually, the necessity for choice is not as complex as it may seem. The vast majority of EPW will respond to the simplest of all approaches - the "direct." This has been documented in each war we have been involved in during this century. As in the case of Vietnam, operations JUST CAUSE and DESERT STORM, over 95 percent of the EPW responded to the direct approach. True, the potential adversaries we face today are somewhat more security conscious now than in the past, but the psychological factors of captivity remain the same, and we can assume in any future conflict, a large percentage of EPW will respond to this basic approach.

The direct approach is straight forward. The interrogator makes no effort to conceal the interrogation purpose. The following factors should be considered when using the direct approach--

Speed. Time is the interrogator's perennial enemy, therefore, the primary advantage of the direct approach is speed. On the modern battlefield, in the heat of battle, the commander's tactical requirements are always subject to change. If the interrogator is to render usable intelligence information, he must work with deliberate speed. This becomes even more inoperative when confronted with a large number of EPW. The time to extract perishable intelligence information will be limited. Therefore, the direct approach should be used. However, do not sacrifice accuracy for speed.

Minimum Resistance. When an EPW appears to offer little or no resistance to interrogation, the direct approach is used first. This type of EPW can usually be detected during the screening process. When faced with a large number of prisoners, apply the direct approach to EPW who appear to offer

little or no resistance during screening. The direct approach is very effective with low level EPW.

Lack of Security Awareness. During forces combat mobilization, there is little time to prepare soldiers for the eventuality they could become prisoners of war (PWs). Material written by our soldiers, who were PWs, showed not one of them expected to be captured. They may have been fearful of becoming a battle casualty, but none of them was mentally prepared for capture. There will always be a disparity in security awareness among EPW. This is particularly true of irregular forces. EPW who are not security conscious, or have had little security training, are highly susceptible to the direct approach. While this may apply to any group or rank, it is especially true of the low-ranking, combat arms soldier.

Orchestration. Use of the direct approach is very simple. The interrogator asks direct, pertinent questions. The direct approach may, at times, be supported by a combination/orchestration of other approaches. However, once an EPW has responded to the direct approach, the EPW will normally continue to respond to that approach.

Remember, the advantage of the direct approach is simplicity and speed. Also, the interrogator never reinforces the direct approach during the termination phase.

"FUTILITY" APPROACH. In its simplest form, the futility approach is an attempt by the interrogator to convince the EPW to cooperate because all is lost, it is useless to resist.

Exploitable Features. To properly identify exploitable features you must--

- * Review EPWs circumstances of capture for an exploitable key. For example, an EPW who voluntarily gave up, or one who surrendered easily when he still had the means to resist or escape, would indicate the EPW is susceptible to the futility approach. It is here the interrogator must be able to exploit the EPWs psychological and moral weaknesses.
- * Review battle developments in the area of the EPWs unit. For instance, if the EPWs unit was overwhelmed before capture, the EPW could easily be lead to believe the same situation exists in other combat areas, and these areas are suffering a severe defeat at the hands of our forces, thereby making further- resistance futile.

- * Emphasize to the EPW he is removed from the war, and he has no further control over his actions. Impress upon the EPW he should cease resisting and accept his fate.
- * Review any documents the EPW had in his possession. These may often reveal exploitable weaknesses, for example, letters from home which indicate very bad conditions, documents showing enemy casualties, shortages of essential items such as fuel, food, or ammunition. The interrogator presents this information in a persuasive and logical manner.
- * Interrogator's tone of voice, facial and body expressions must be orchestrated in such a way as to induce a mood of resignation on the EPW's part. The voice should be low-keyed, but urgent. The facial and body expressions should be used to accentuate the voice.

Other Approaches. The futility approach is seldom used alone, therefore, be prepared to combine/orchestrate it with other approaches. The more common companion approaches are: "we know all," "incentive," "pride and ego," and "emotional." These combined approaches have proven to be highly successful with most EPW.

Remember, rationalization is perhaps the most prevalent of all defense mechanisms. The interrogator helps provide the EPW with a rational basis for feeling justified in cooperating.

"INCENTIVE" APPROACH. This approach is based on the principle of inferred discomfort upon an EPW who is hostile, lacks willpower, or has shown a fondness or weakness for personal or comfort items. The comfort items could be as simple as a cup of coffee, or a pack of cigarettes. The method is simple, furnish these comfort items to the EPW in exchange for cooperation. When dealing with EPW, the interrogator must ensure no items of basic human needs are denied to the EPW. These basic human needs are not negotiable.

Determine if the incentive approach can be effectively used. To do this, question the escort guard to determine if the EPW has made any requests for comfort items or special treatment. If time permits, observe the EPW for any indications of weaknesses or habits. A certain fondness for a comfort item provides the interrogator with a means to reward the EPW for cooperating.

Acquire the items needed. It is important to understand resource limits. At brigade or battalion level, those resources will be meager.

During incentive approach implementation, you will normally combine/orchestrate it with other approaches such as "emotional," "futility," and "pride and ego."

As with developing rapport, the incentive approach can be broken down into two incentives. The determination rests on when the source expects

to receive the incentive offered.

- o Short term--received immediately; for example, letter home, seeing wounded buddies.
- o Long term--received within a period of time; for example, political asylum.

The EPW may say anything to gain the comfort items. Be alert the EPW does not provide false or inaccurate information to gain the desired comfort item.

As mentioned earlier, basic human needs are not negotiable. You may not, for example, use food, water, clothing, or shelter as an incentive for the EPWs cooperation. You may use better or more elaborate satisfaction of those needs. For example, if you were at brigade and the only shelter you had for the EPW was a small tent, you may, as an inducement, tell the EPW by cooperating, you could expedite movement to a higher echelon where there are more comfortable facilities. You may not deny the EPW food, but could offer a favorite dish (if available), or perhaps an additional serving of food.

"EMOTIONAL" APPROACH. By nature, man is an emotional animal. Under normal circumstances, most people are able to control or disguise their emotions. However, during periods of crisis or traumatic events such as floods, earthquakes, fires, and so on, we know people's emotions become intense. There is probably nothing more traumatic than combat. Added to the shock of capture and internment, it is easy to see the EPW is likely to demonstrate dominant emotions. The interrogator employs verbal and emotional ruses in applying pressure to the EPWs dominant emotion(s). The interrogator can use this approach positively or negatively. These dominant emotions normally fall into three categories: fear, love, and hate. Let us concentrate on those three, and then briefly cover other possibilities.

Fear will usually manifest itself in the general anxiety of survival, physical danger, and the dread of the unknown--the uncontrollable. Failure at a particular task, or the sudden occurrence of an unexpected event, can result in undesirable consequences. Both of these general fear concepts will normally be present in the EPW. There are actually two methods an interrogator can employ to manipulate fear as an approach. They are--

- * Fear-Up is normally used against an EPW who is nervous or afraid. It is used when intelligence requirements dictate the interrogation be completed as quickly as possible. The interrogator attempts to increase fear and induce the EPW to cooperate. To do this, the interrogator makes initial EPW contact in a very forceful manner and emotionally overwhelms the EPW. Remember, the EPW expects the worst. The EPW is already convinced something horrible is going to happen. In many instances, the EPW has been subjected to propaganda which may have led the EPW to

expect harsh treatment when capture. The interrogator should build upon this misconception. The interrogator cannot physically abuse any prisoner. The interrogation must comply to the letter with the Geneva Conventions. Additionally, care must be taken so the EPW does not relate, out of fear, what he thinks you want to hear. Remember, this technique should only be used in an immediate tactical environment when a response to a specific priority intelligence requirement/information requirement (PIR/IR) is desired.

- * Fear-Down approach is employed when an EPW is so full of fear it is impossible to interrogate in a rational manner. The point here is to calm the person down, relieve fears, and establish rapport. The interrogator initially questions the EPW on nonpertinent facts relating to personal or family life. Primarily, questions should be used to steer the EPW back into reality. Be careful not to initially discuss the circumstances of capture, or the combat experience which caused the EPW to become so frightened. As the EPW becomes more relaxed, alert, and rational, begin interjecting questions pertinent to the interrogation objective. This approach requires considerable patience. It may be necessary to repeat the process many times to obtain the EPW's cooperation.

Love approach exploits the EPW's love of family, comrades, and country. The interrogator must convince the EPW he will help his loved ones by cooperating. Help the EPW to rationalize by helping you, he may help shorten the war, reduce casualties, or save the lives of his fellow soldiers. This places the burden on the EPW to cooperate. Convince the EPW if he cooperates, his family will be provided protection and so on. This is not a very valid approach in conventional warfare with any but the most naive of soldiers. This approach is normally used with the futility and incentive approaches.

Hate approach is used when an immature and/or timid EPW openly displays hatred for his unit or fellow soldiers. In some instances, hate may be used successfully when dealing with an ethnic minority member who feels discriminated against. This approach is effective against a person who likes to blame others for his own failures or adverse predicaments.

During the approach, phrase questions in such a way as to suggest to the EPW he is justified in his feelings. Once the EPW accepts this, help him along to rationalize desire for revenge against his unit, commander, country, and so on is justified. For example, suppose the EPW was part of a small group of five soldiers who were trying to exfiltrate to friendly lines. The EPW had a slight leg wound that held the others up. During a surprise engagement, the others left the EPW behind and he was subsequently captured. The EPW appears to be angry and dismayed his group left him behind. During initial contact, ask the following question: "Since when is it standard procedure in your army to leave wounded behind?" If the EPW feels any antagonism toward the group, this would throw fuel on the fire. Later, when the EPW openly displays anger, shift into phase two: "They do not care about you, why should you care about

them?" Again, exercise patience when using this approach. Do not expect the EPW to immediately capitulate. Develop the EPWs rationale to the point where he decides to cooperate.

Other Emotions. Obviously you are not limited to the number of exploitable emotions. Below are three you should recognize, and be able to use in manipulating an EPW--

- * Greed.
- * Sorrow.
- * Joy.

To properly use the emotional approach requires intensity on the interrogator's part. Often the interrogator becomes too emotionally involved to interrogate effectively. The interrogator must be a good actor while delivering the approach in a most sincere and convincing manner. Emotional interaction is a must. At the same time, the interrogator must remain aloof so effective manipulation and control can be maintained.

The fear-up approach is never reinforced during the termination phase.

"PRIDE AND EGO" APPROACH. This approach strategy is to manipulate the EPW into revealing desired information through goading or flattery. A real or imaginary deficiency concerning the EPWs physical characteristics, mannerisms, intelligence, or loyalty can be powerful weapons in applying this approach. The attitude and behavior of other EPW toward him, or more importantly, the EPWs circumstances of capture can provide a base to develop this approach. Documents captured with the EPW may also provide a base to develop this approach. This approach is successful against an EPW who displays a weakness or feeling of inferiority, or who is proud and egotistical. There are two methods of employing the pride and ego approach--

- * Pride and Ego "Up" approach is employed by building the EPW up. Compliment the EPW on his professional military bearing, or praise him for his leadership ability, and so on. For example, make the following statement: "This was one of the smoothest operations I have ever seen. I have seen a lot of other attempts fail miserably. Tell me, how did you pull it off?"
- * Pride and Ego "Down." In using this approach, especially if the EPW displays arrogance, belittle the EPW regarding his person, intellect, leadership ability, or his knowledge of military operations. Put the EPW on the defensive. This is effective against the vain, the excuser, or one who can never accept responsibility for his own actions or mistakes. For example, open the interrogation in the following manner: "Why did you surrender when you could have easily escaped by crossing the river?"

The defensive EPW will respond to defend himself thus revealing information for further exploitation such as: "I could not cross the river because it is mined. "You can see how this will open up a whole new questioning sequence of intelligence value.

Sequence of Usage. Normally, the interrogator will not employ both usage of the pride and ego approach on the same EPW, but, there are times when he may elect to do so. It is important to use the "up" method first. It is very difficult to tell an EPW he is a ragtag military misfit, and then later praise him for his military genius. It is obvious your credibility and the approach's credibility would be destroyed. Use the pride and ego "down" as a last resort, or only if positive of success.

For obvious reasons, the pride and ego "down" approach is never reinforced during the termination phase.

LESSON 2

Practice Exercise

The following items will test your grasp of the material covered in this lesson. There is only one correct answer for each item. When you have completed the exercise, check your answers with the answer key that follows. If you answer any item incorrectly, study again that part of the lesson which contains the portion involved.

1. You have an EPW who has been complaining to other EPW he was left behind and subsequently captured. Which approach should you use?
 - A. Hate.
 - B. Love.
 - C. Fear up.
 - D. Pride and ego "up."
2. You have an EPW who has been crying, shaking, and showing unusual fear toward the guards. Which approach would most likely succeed?
 - A. Pride and ego "don."
 - B. Emotional.
 - C. Fear down.
 - D. Fear up.
3. You have an EPW who is vain and displays arrogance toward you. Which approach should you use?
 - A. Fear up.
 - B. Emotional.
 - C. Incentive.
 - D. Pride and ego "down."

LESSON 2

PRACTICE EXERCISE

Answer Key and Feedback

<u>Item</u>	<u>Correct Answer and Feedback</u>
1.	A. Hate. (page 2-6).
2.	C. Fear down. (page 2-6).
3.	D. Pride and ego "down." (page 2-7)

LESSON 3

OTHER APPROACHES

CRITICAL TASK: 301-337-1400

OVERVIEW

LESSON DESCRIPTION

This lesson will enable you to know the seven "other" approaches used to gain the EPWs willful cooperation.

TERMINAL LEARNING OBJECTIVE

ACTIONS: Although infrequently used in a tactical environment, these approaches can be effective on some EPW.

CONDITIONS: Performed in a tactical environment. Given an EPW, interrogation plan, escort guard, captive tag, documents captured with the EPW, screening and previous interrogation reports, and an interrogation area.

STANDARD: To use selected approaches, and approaches indicated by EPW leads, in a smoothly orchestrated technique.

REFERENCE: The material contained in this lesson was derived from the following publications:

FM 34-52.

STP 34-97E1-SM

INTRODUCTION

The approaches in this lesson are infrequently used. However, they can be effective on sane EPW. Bear in mind, sane approaches discussed are not suited for a tactical environment.

"FILE AND DOSSIER" APPROACH. This approach is basically where the interrogator prepares a file on the EPW and his unit. The interrogator then proceeds to induce the EPW to believe he possesses such a volume of information the EPW may as well cooperate. This approach is normally employed concurrently with other approaches, for example, "we know all" and "futility."

The interrogator should be aware of two things: First, this approach is not commonly used, particularly at lower echelons because of the time factor and resources involved. Second, the approach's success depends upon the EPWs naiveté, amount of information available, and most important, the interrogator's skill in presenting this approach. Only the more experienced interrogator should attempt this approach.

File Preparation. Once having reviewed all available EPW data, and determined the "file and dossier" approach is to be employed, start preparing the file. The following is a suggested format--

* EPW. The following background information should be accumulated--

Personal background. The EPWs personal background is developed to include date and place of birth, family members, marital status, and anything else relating to his personal background or habits.

Employment record. This should relate to the EPWs nonmilitary employment. For example, you could determine the EPW had been a bricklayer prior to military induction.

Military service. Include such items as when and where the EPW took basic training, the military specialty he was trained to perform. Additionally, include the EPWs military ID number and unit of assignment. Include any known missions, and recent combat experiences.

Friends or associates names. This could include military and civilian. Include their relation to the EPW, for example, unit commander, schoolmate, or relative.

* EPWs Unit--

Unit organizations. You can normally gather this information from order of battle (OB) files. If specific information is not available, arrange the organizations based upon the standard organization of a particular type of unit.

Location. Include any known unit locations, such as command posts, artillery positions, supply, fuel points, and so on.

Recent combat history. Record the time and place of any recent combat engagement the EPWs unit was involved in. If possible, list any known unit personnel and equipment losses.

Miscellaneous data. Include any information on tactics, communication, passwords, reinforcements, and unit morale.

* EXTRA padding: To make the file appear to have more information than it actually contains, index each section and put each piece of information on a separate sheet of paper. Also, insert blank pieces of paper, or nonrelated documents into the file.

File Use. When the file is completed and checked over, confront the EPW. Be deliberate as if studying its contents, stopping occasionally to glance up at the EPW. You want to increase the EPWs anxiety. Read some items under various topics. Then question the EPW about something to which you have the answer. If the EP does not respond, provide the information

from the "file." Convince the EPW there is no point in refusing to answer questions since you have the information anyway. At this point, you would normally introduce the "futility" and "we know all" approaches to convince the EPW there is no point in resisting. You have all the information. If the EPW is duly impressed with the volume of information, he will conclude there is no real reason for further resistance. Additionally, you could use the "incentive" approach to further convince the EPW it is to his advantage to start cooperating.

"WE KNOW ALL" APPROACH. This approach may be used effectively on an EPW who appears very naive or who has displayed weak resolve. It technically may be used alone, but is normally used with the "futility" or "file and dossier" approaches. The basic premise is to convince the EPW you know all information, so he may as well respond to your questions. Some ideas are--

- * Prepare questions in a logical sequence based upon the EPWs background and his unit. The information you already possess is the same information the EPW would probably know.
- * Question the EPW using prepared questions. Whenever the EPWs does not respond or is slow to reply, supply the answer.
- * Whenever the EPW begins to respond to queries, interject questions which will elicit the red information.
- * You should withhold some prepared questions to be used later to check the EPWs truthfulness, and to reinforce the facade you are presenting - you already know the information.

"RAPID FIRE" APPROACH. This approach involves a psychological ploy based upon the principle everyone likes to be heard when he speaks, and is confused when interrupted in mid-sentence. This approach may be employed by one or two interrogators. If two interrogators are used, they should be the more experienced interrogators. The rapid fire approach requires one interrogator to "read" the other interrogator's mind and anticipate his actions. This can be a very effective approach if properly conducted. In employing this approach, ask a series of questions in such a manner the EPW does not have time to completely answer each question before you ask another. This tends to confuse the EPW and he is apt to contradict himself as he has little time to formulate an answer. Then confront the EPW with his inconsistencies causing him to make further contradictions. In many instances, the EPW will begin to talk freely in an attempt to explain or deny the inconsistencies. In attempting to explain his answers, the EPW is likely to reveal more than intended, thus creating additional leads for further exploitation.

Besides extensive preparation, this approach requires an experienced, competent interrogator, one who has a comprehensive knowledge of the case, and extreme fluency in the EPWs language. This approach is most effective immediately after capture because of the EPWs state of confusion.

"SILENT" APPROACH. This approach may be successful when used on the nervous or confident EPW. When employing this approach, say absolutely nothing to the EPW, but look him square in the eye, preferably with a slight smile on your face. It is important not to look away from the EPW, but to force EPW to break eye-to-eye contact first. The EPW will become nervous and begin to shift around in his chair. The EPW may ask questions, but do not respond until good and ready to break the deafening silence. Be patient when employing this approach. It may appear for awhile the approach is not succeeding, but it usually does when given a reasonable chance. When time is critical, care must be used when employing this approach.

"CHANGE OF SCENE" APPROACH. The idea in using this approach is to get the EPW away from the atmosphere of the interrogation setting. If confronted with an EPW who is frightened or apprehensive of the interrogation environment, this approach could prove effective. In some circumstances, invite the EPW for coffee and pleasant conversation or take a walk with the EPW into a more relaxed environment. During the conversation, in this more relaxed atmosphere, steer the conversation to the topic of interest. Through this somewhat indirect method, attempt to elicit the desired information. The EPW may never realize he is being interrogated. You might pose as a guard, engage the EPW in conversation, and then elicit the desired information. The approach requires skill and patience, should only be used by an experienced interrogator, and when time is not a critical factor.

"REPETITION" APPROACH. This approach is normally used to induce cooperation from a hostile EPW. The purpose is to bore the EPW to such a degree he answers questions, out of frustration, fully and candidly to gain relief from the monotony. This method may be employed in one of the following manners--

- * Ask a question, and when the EPW answers, immediately repeat the question.
- * Ask a question, and when the EPW responds, immediately repeat the question and answer.
- * Ask a different question, then go back to a previous one, and repeat the question or question and answer.

* One interrogator asks the EPW repeated questions, then a different interrogator asks the same questions.

This approach requires interrogator self-control. It is not very adaptive to an EPW who is introverted or displays good self-control. In fact, it may buy the EPW time to regain composure, and delay the interrogation.

"ESTABLISH YOUR IDENTITY" APPROACH. This approach's basic premise is to create a situation where the interrogator accuses the EPW of being some infamous person wanted by higher authority as the perpetrator of a serious offense. In a genuine effort to clear himself, the EPW is forced to provide information to establish his true identity. The approach is most useful in dealing with insurgents, but not normally adaptive to a traditional combat environment against conventional forces.

LESSON 3

Practice Exercise

The following items will test your grasp of the material covered in this lesson. There is only one correct answer for each item. When you have completed the exercise check your answers with the answer key that follows. If you answer any question incorrectly, study again that part of the lesson which contains the portion involved.

1. You have an EPW who appears apprehensive or frightened of his surroundings. Which approach would you most likely use?
 - A. "Silent."
 - B. "Change of scene."
 - C. "File and dossier."
 - D. "Establish your identity."
2. The "file and dossier" approach is effective against a naive EPW.
 - A. True.
 - B. False.
3. The "silent" approach is effective against a confident EPW.
 - A. True.
 - B. False.

LESSON 3

PRACTICE EXERCISE

Answer Key and Feedback

<u>Item</u>	<u>Correct Answer and Feedback</u>
1.	B. "Change of scene." (page 3-4)
2.	A. True. (page 3-1)
3.	A. True. (page 3-4)

LESSON 4

APPROACH COMBINATIONS

CRITICAL TASK: 301-337-1400

OVERVIEW

LESSON DESCRIPTION

This lesson will enable you to develop primary and alternate approaches, and initial contact material, so the presentation of arguments and information are orderly and mutually reinforcing. To change from the primary to alternate approach without breaking momentum, and to recognize the EPWs breaking point.

TERMINAL LEARNING OBJECTIVE

ACTIONS: To understand approach technique applications through proper interrogation planning and preparation

CONDITIONS: Performed in a tactical environment. Given an EPW, interrogation plan, escort guard, captive tag, documents captured with the EPW, screening and previous interrogation reports, and an interrogation plan.

STANDARDS: To use selected approaches, and approaches indicated by EPW leads, in a smoothly orchestrated technique.

REFERENCE: The material contained in this lesson as derived from the following publications:

FM 34-52.

STP 34-97E1-SM

In previous lessons, you learned about different approaches, how, and under what circumstances to use them. In this lesson, you will learn how to take the "nuts" and "bolts" and fit them all together. Since there are so many variables when dealing with another human being, no one approach is set in concrete. You must study and understand the application of the approach phase of interrogation to effectively accomplish your mission--the extraction of intelligence information.

PART A - IDENTIFY APPROACH COMBINATIONS

There are a myriad of approach combinations available to the interrogator, and he is limited only by imagination as to what approach combinations to use. The interrogator does not arbitrarily choose an approach because it worked on another EPW. The interrogator must do homework to choose a viable primary and alternate approach strategy. The success/failure of an approach largely depends on how well the interrogator planned and prepared

for the interrogation. Initial EPW contact is based upon prior assessment accomplished during the planning and preparation phase of the interrogation. The interrogator must have a logical alternate readily available should the primary approach fail.

In some cases, due to circumstances beyond control, the interrogator will not have sufficient background and behavioral data available on the EPW. It then becomes necessary, during the initial contact, to quickly and correctly assess the EPW. Even if the interrogator did have time to assess the EPW prior to initial contact, the occasion could present itself whereby the interrogator must make an on-the-spot adjustment in approach strategy. The important thing to remember is to make this adjustment gradually. The approach cannot be altered in mid-sentence and be effective. This would be like switching from English to Russian in mid-sentence.

PART B - RECOGNIZE THE BREAKING POINT

The failure of the interrogator to recognize the EPW's breaking point can be disastrous and negate the approach. Overkill can cause the EPW, who is willing to talk, to remain silent. The EPW is not going to wave a bright red flag, jump up and say: "Okay, What do you want to know?" The EPW will give indications, no matter how subtle, he is willing to cooperate. The interrogator must be ever vigilant for those indicators.

Two blatant indicators the EPW is responding to an approach are--

- * Answering questions.
- * Voluntarily divulging information.

Other indicators may require the interrogator to help the EPW rationalize his cooperation, or may require a gentle verbal nudge are--

- * The EPW attempts to bargain. Once an EPW starts to bargain, he has no objections to answering questions, but this may require some assurance of material benefits or status change.
- * Requests for assurance (again the EPW is trying to rationalize his cooperation). Help the EPW along.
- * The EPW's statement of appreciation for any kindness shown. The EPW will normally indicate he wishes to ingratiate himself, and with a gentle verbal nudge in the right direction, he should respond to questions.
- * Statements from the EPW indicate resignation or approach acceptance.
- * The EPW who previously was quick to refuse to answer or rebut suddenly seems hesitant to do so.

- * Requests for special treatment or luxury items. The EPW is telling you how to break him.
- * Obvious loss of composure or confidence.
- * The EPW's abrupt attitude change normally indicates a relaxation of resistance. However, this is not always the case. An abrupt attitude change could also indicate the failure of a particular approach, time to change approach strategy.

Remember, the greatest asset to an interrogator is to remain flexible. Interrogation is not a cut and dry manual function that can be applied in rote fashion. Interrogation is a soft skill requiring subjective judgment on a continuing basis. The interaction between an interrogator and the EPW cannot be expressed on a piece of paper. All of the judgment factors cannot be listed. It takes extensive training to become highly proficient in approach techniques. Since the human element can never be removed, application of approaches must be used on a recurring basis to maintain the skill. A person can be superb at the other four phases of interrogation, but if a person can not persuade an EPW to cooperate through the use of an approach - then what?

LESSON 4

PRACTICE EXERCISE

The following items will test your grasp of the material covered in this lesson. There is only one correct answer for each item. When you have completed the exercise, check your answers with the answer key that follows. If you answer any item incorrectly, study again that part of the lesson which contains the portion involved.

1. The interrogator must remain how when using a specific approach?
 - A. Firm.
 - B. Flexible.
 - C. Cautions.
 - D. Language proficient.

2. What is a blatant indicator that shows the EPW is responding to an approach?
 - A. Requests for assurance.
 - B. Obvious loss of composure.
 - C. The EPW attempts to bargain.
 - D. Voluntarily divulging information.

3. Failure by the interrogator to recognize what on the EPWs part can negate the approach?
 - A. Breaking point.
 - B. Emotional state.
 - C. Injuries.
 - D. Arrogance.

LESSON 4

PRACTICE EXERCISE

Answer Key and Feedback

<u>Item</u>	<u>Correct Answer and Feedback</u>
1.	B. Flexible. (page 4-3.
2.	D. Voluntarily divulging information. (pages 4-2).
3.	A. Breaking point. (page 4-2).