



ISTITUTO UNINTESS

National Unified Institute for Technologies

Applied to the Social Sciences

Department of Information Sciences for Security

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UNDER THE PATRONAGE OF



NATIONAL REGISTER OF INTELLIGENCE ANALYSTS

Advanced Course in

Human Factor, Deception and Counterintelligence in Intelligence

Course Director: Prof. Antonello Vitale



ENROLMENT OPEN

1. PRESENTATION

The Advanced Course in Human Factor, Deception and Counterintelligence in Intelligence stems from the conviction that protecting people, information, and organisations means understanding the human factor: the most vulnerable and, at the same time, the most valuable link in any security system.

The programme adopts an avowedly defensive and analytical orientation: where the subject addresses operational tradecraft, such as the recruitment and handling of sources, it does so in order to teach how to recognise and understand it, not how to apply it.

Across six modules, students are guided through the study of what human intelligence really is, the reading of behaviour, and the recognition of deception and manipulation.

Particular attention is devoted to how to identify a recruitment approach while it is under way and to building effective countermeasures at both the personal and organisational levels.

The approach is rigorous, grounded in scientific foundations and in the clear distinction between evidence-based analysis and the pseudoscience of behaviour.

At the same time, the intellectual curiosity required to engage with a complex and sensitive subject is fostered.

Studying the human factor in intelligence means examining the vulnerabilities of the individual and of organisations, the dynamics of trust, and the limits of prevention.

It is in this spirit that a training programme is offered, designed for those who wish to understand human intelligence in its analytical, behavioural, and defensive dimensions.

2. TARGET AUDIENCE

The Advanced Course in Human Factor, Deception and Counterintelligence in Intelligence is intended for:

- University students and graduates in political science, law, investigative sciences, security sciences, international relations, computer science, and related disciplines;
- Members of law enforcement agencies, the armed forces, and the security intelligence services;
- Intelligence analysts and practitioners in the investigative and private security sectors;
- Corporate security managers, risk managers, and cybersecurity professionals;
- Members of the National Register of Intelligence Analysts;
- Journalists, communications professionals, researchers, and scholars with an interest in intelligence, security, and the behavioural sciences;
- All those who, strongly motivated, wish to acquire an adequate knowledge of the subjects covered.

3. METHODOLOGY

Alongside traditional methodologies, delivered through the organisation of in-person sessions, UNINTESS employs the new information technologies that enable the

delivery of “e-learning” training projects, capable of overcoming barriers of space and time.

The Course adopts the innovative methodology of online training (computer-based training at home), which allows enrolled participants to follow the lessons anywhere (Internet access is sufficient) and at any time using their computer.

The study materials are indeed delivered through the Institute's Moodle platform, thereby accommodating work-related, family, and geographical-distance needs.

4. PROGRAMME (1)

The Advanced Course in Human Factor, Deception and Counterintelligence in Intelligence is structured into Six Modules:

1. The human factor in intelligence

What intelligence is under the NATO definition, the ecosystem of services and the relationship with the decision-maker, the cycle and the collection disciplines, the place of HUMINT, the cognitive limits of analysis, and the human factor as a target of deception, disinformation and cognitive warfare.

2. Reading people: the science and its limits

Interpretation of verbal and non-verbal communication and the fundamental distinction between analysis based on scientific evidence and the pseudoscience of body language.

3. Recognising deception and manipulation

Application of a structured framework for detecting deception, mapping of motivations (MICE), and recognition of elicitation techniques when they are used against us.

4. Recognising when you are a target

Identification of the stages of a source-development approach as it unfolds, recognition of warning signs, and personal and organisational defensive countermeasures.

5. Information and digital security

Patterns of the insider threat, defensive operations, and information security principles: the level most directly connected to modern cybersecurity.

6. Case studies: how the mechanism fails

Analysis of real historical cases (Ames and Hanssen, the Cambridge Five, the Russian illegals network, business intelligence failures) in order to understand how recruitment, source handling, and counterintelligence really work, and how they are uncovered.

(1) The Course Management reserves the right to make such changes to the programme as may prove necessary for teaching and/or organisational reasons.

5. DIRECTION

Prof. Antonello Vitale

Director and Lecturer of the «Advanced Course in Human Factor, Deception and Counterintelligence in Intelligence»

Department of Information Sciences for Security - UNINTESS Institute

Biographical notes on the Course Director

Born in 1954, he is a Lieutenant General of the Italian Army, now transferred to the Reserve. He attended the 156th Course at the Military Academy of Modena. As a newly commissioned officer, he served with the 66th Mechanised Battalion in Forlì. After attending the Staff College course and the Senior Staff College course, he held important command positions, including command of the 5th "Aosta" Regiment in Messina and of the national contingent in Kosovo. In staff appointments, he served both at national level (Army General Staff and Land Operational Forces Command) and internationally. In particular, he was first assigned to NATO Headquarters in Brussels as the officer responsible for the military aspects of the "Mediterranean Dialogue" and the "PfP funding policy"; on a second occasion, with the rank of Brigadier General, he was posted to the Allied Command Transformation in Norfolk (US) as "Deputy Assistant Chief of Staff" responsible for Strategic Concepts, Policy, and interoperability within the NATO military forces. In 2007, on his return from his time in the United States, he transferred to the newly established External Intelligence and Security Agency (AISE) as Head of the Analysis Department. Within AISE he also held the post of Chief of Staff (Head of Cabinet) and directed other operational departments in the field of "Human Intelligence". From October 2007 to March 2010 he was a member of the Strategic Anti-Terrorism Analysis Committee (CASA).

He holds a degree in Strategic Sciences from the University of Turin and a degree in Political Science from the University of Trieste. He holds a second-level Master's degree in Strategic Sciences (University of Turin) and a first-level Master's degree in Geopolitics (University of Cassino). He has also attended several courses within NATO and one at the SIOI (Italian Society for International Organisation). He speaks English fluently and has a good command of French.

He is a Commander of the Order of Merit of the Italian Republic and a Knight of the Order of St Gregory the Great of the Holy See, and he has received various national and foreign honours, including the NATO Meritorious Service Medal.

6. ADMISSION REQUIREMENTS

To be admitted to the Course, applicants must hold at least one of the following qualifications:

- A degree under the former system (pre-reform)
- A specialist degree (post-reform)
- A secondary school diploma or a three-year bachelor's degree
- An equivalent foreign qualification.

Any particular circumstances may be submitted for assessment by the Course Management.

7. APPLICATION FOR ENROLMENT

Candidates may submit their application for enrolment on the Course using the dedicated form.

The enrolment fee for the Course is € 800,00 (eight hundred/00), save for the cases set out under the headings “Reduced Enrolment Fee” and “Scholarship” in this Call. All payments must be made to BancoPosta, IBAN IT96 D076 0111 7000 0104 2724 797, or by making a payment to Postal Current Account no. 1042724797 in the name of UNINTESS - Payment reference: Corso FICI.

The fee must be paid as follows:

PARTICIPANT CATEGORY	1st INSTALMENT (TO BE PAID AT THE TIME OF ENROLMENT)	2nd INSTALMENT (TO BE PAID BEFORE RECEIPT OF THE FINAL CERTIFICATION)
Ordinary enrollee	€ 400,00	€ 400,00
Enrollee benefiting from one of the reductions provided for in this Call	€ 400,00	Not due

The application must reach the Organising Office. The duly completed and signed form must be sent by e-mail to the address info@unintess.it.

8. REDUCED ENROLMENT FEE

UNINTESS grants a 50% reduction on the enrolment fee to the following categories:

- Employees of public bodies;
- Members of law enforcement agencies and the armed forces;
- Practitioners in the investigative, intelligence, and private security sectors;
- Cybersecurity and information security professionals;
- Members of the National Register of Intelligence Analysts.

The amount payable by such individuals is therefore € 400,00 (four hundred/00). At the time of enrolment, those entitled to the reduction must tick the relevant box on the enrolment form.

9. SCHOLARSHIP

UNINTESS grants university students, the unemployed/those not in employment, and pensioners a Scholarship amounting to € 400,00 on the enrolment fee.

The amount payable by members of these categories is therefore € 400,00 (four hundred/00).

10. ASSESSMENT

The student sits 1 assessment, administered in the form of a multiple-choice test, at the end of the Course.

The test is deemed passed on obtaining the minimum score of 18/thirtieths.

11. HOW THE COURSE IS DELIVERED

The Course is not delivered on a fixed date. It is the student who determines the start date of the learning programme by finalising the application for enrolment.

After about a week, the student receives, at the e-mail address provided at the time of enrolment, the credentials for accessing the Moodle platform. In general, the

student may request to sit the final examination after completing all the lessons, including the end-of-module self-assessments.

In order not to forfeit the right to take part in the Course, the examination must be passed no later than the 12th month following enrolment.

12.DURATION

The Course entails an overall commitment of approximately **200 hours**:

60 hours of “distance” study;

18 hours of research;

120 hours of individual study;

2 hours for sitting the assessment examinations.

13.CERTIFICATION

At the end of the Course, UNINTESS will issue to all those assessed as suitable, following the passing of the prescribed assessment examination, a Diploma formally certifying the attainment of a high level of knowledge of the topics covered in the Course programme.

14.CFU (UNIVERSITY CREDITS)

The Diploma issued on completion of the Advanced Course in Human Factor, Deception and Counterintelligence in Intelligence does NOT entail the award of University Credits (CFU) by UNINTESS.

15.CONTACTS

Further information may be requested from the Office at the following contact details:

- e-mail: **info@unintess.it**
- **Mantova: +39 0376.1586.049**
- **Rome: +39 06.9295.8699**