

Reporting the Threat

Counterintelligence Awareness Tips for Attending Conferences, Conventions, and Trade Shows

INSIDER THREAT

Counterintelligence Integration

SUSPICIOUS PURCHASE REQUESTS



Counterintelligence

Awareness Tips

for Attending

CONFERENCES,

CONVENTIONS,

& TRADE SHOWS

foreign travel vulnerability

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preparing
for
foreign
visitors

COUNTERINTELLIGENCE

elicitation & recruitment

insider threat

CYBERSECURITY

Preparing for FC

cyber

preparing for
foreign visitors

foreign travel vulnerability

REPORTING
THE THREAT

insider
threat

CI AWARENESS

counterintelligence
INTEGRATION

Any of the following may indicate an attempt by a foreign entity to illegally acquire classified or export-controlled technology or information:

End user is a warehouse or company that organizes shipments for others

No end-user certificate

Vagueness of order – quantity, delivery destination, or identity of customer

Multiple sales representatives

Unusual quantity

Requested modifications of technology

Rushed delivery date

No return address

End user address is in a third country

Address is an obscure PO Box or residence

Multiple businesses using the same address

Buyer requests all products be shipped directly to him/her

Request is directed at an employee who does not know the sender and is not in the sales or marketing office

Solicitor is acting as a procurement agent for a foreign government

Military-specific technology is requested for a civilian purpose

Company requests technology outside the requestor's scope of business

Visitors request last-minute change of agenda to include export-controlled technology

Requestor offers to pick up products rather than having them shipped

Requestor uses broken English or poor grammar

Individual has a lack of/no knowledge of the technical specifications of the requested type of technology