Any line of questioning concerning military or intelligence based contracts or dual-use technology should be viewed as suspicious behavior.

Even if an appropriate authority grants a foreign visitor access to classified U.S. information, that visitor is NOT entitled to classified information unless they have an expressed “need to know” that has been communicated and verified in advance of the visit.

DSS strongly recommends that you inform your Industrial Security Representative or Field Counterintelligence (CI) Specialist in advance of foreign visits. Given adequate time, DSS can assist with identifying the risk to the CDC, its technology, or its personnel.

Please share this document with the security staff of your facility, and any other DoD cleared facility affiliated with your company, regarding foreign delegation or representative visits.

Contractor personnel should develop standard acceptable answers to suspicious questions that may be classified, are not applicable to the country visit, or include proprietary information.

- Prior to the visit, brief all personnel working with the delegation on what they can and cannot discuss.
- If the delegation attempts to make additional contacts with escorts and speakers, make sure they keep discussions to the agreed upon topics and information.
- Conduct a walkthrough of the facility to ensure the visitors will not have audible or visible unauthorized access. Escorts should maintain visual contact with all visitors at all times.
- If these or any other suspicious incidents occur, please ensure that they are reported immediately to your cognizant DSS Industrial Security Representative and / or Field CI Specialist.

**TIPS**

**VISITOR TIPS**

**Bottom Line:**

**BE ASSERTIVE. BE ALERT. BE AWARE.**

**REPORT SUSPICIOUS ACTIVITY!**

**Your DSS Point of Contact Is:**
International visits are a common part of everyday business in today’s global economy and are a welcome opportunity to boost any business. The Cleared Defense Contractor (CDC) is no exception to this growth in the international market.

We must acknowledge the associated potential counterintelligence vulnerabilities to ensure that the requirements of the National Industrial Security Program Operating Manual (NISPOM) are adhered to.

While most visitors are here for legitimate purposes, the sheer volume of visitors makes it difficult to detect those who come with ulterior motives.

Foreign delegation visits to CDCs are some of the most frequent modus operandi to target the U.S. Defense Industry. For more information on this threat, see the Defense Security Service (DSS) annual publication, “Targeting U.S. Technologies: A Trend Analysis of Reporting from Defense Industry” at https://www.dss.mil.

Remember, it is cheaper for any foreign entity to elicit, improperly obtain, or buy new technology or the means of reproducing new technology than it is for them to fund initial Research and Development (R&D).

U.S. government and industry expend more funds on R&D than any other country in the world, making U.S. contractors a prime target for foreign collection of both classified and unclassified commercial technology.

When a foreign visit occurs at your facility, awareness is essential to prevention. Watch for any of the following techniques or indicators to help assess the potential for visitor targeting or collection.

- **Peppering** - Visitors asking the same question in different styles or one visitor asking the same question to multiple U.S. Contractor employees.
- **Wandering visitor** - The visitor uses the distraction provided by a large delegation to slip away, out of the control of the escort.
- **Divide and Conquer** - Visitors take the U.S. team members into different areas to discuss issues in order to deprive the U.S. person of his safety net of assistance in answering questions.
- **Switch Visitors** - A tool that is sometimes used to add a collector to the group without leaving enough time for a background check on the new visitor.
- **Bait and Switch** - The delegation says they are coming to discuss business that is acceptable for discussion, but after they arrive their agenda switches to different questions and discussions.
- **Distraught Visitor** - When the visitor’s questions are not answered he / she acts insulted or creates an uncomfortable scene in an attempt to psychologically coerce information from the target.