

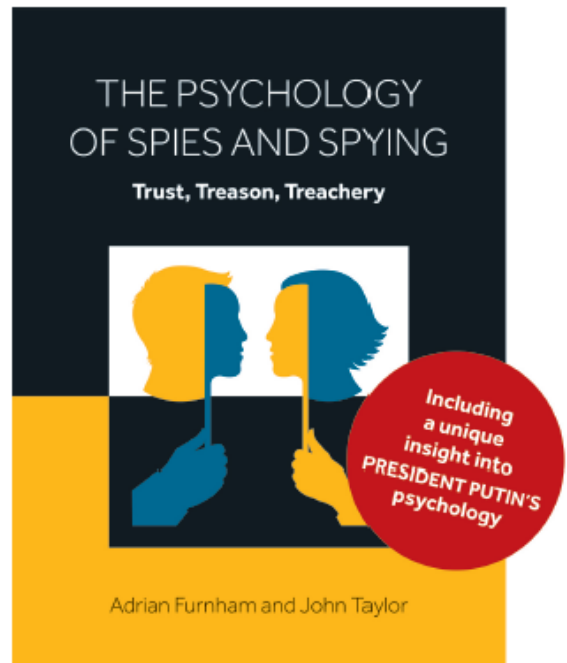
A unique combination - a storybook and textbook for professionals by professionals

This is a book about running agents, human sources, CHIS (Covert Human Intelligence Sources) and informers. It is written by two British authors who have considerable experience in fieldwork and training agencies around the world. It offers a British perspective on the subject while recognising each agency will run their operations differently.

The basic skills, however, remain the same:

- Widely different personality traits and disorders must be managed by the case officer
- Understanding and recognising agent motivations are essential
- The importance of creating trust and respect for the case officer
- Techniques for influencing and persuading agents to follow the guidance and instructions of the case officer.

Of particular value to trainers, *The Psychology of Spies and Spying* provides thought-provoking situational judgement exercises and descriptions of the personality and motivations of twelve classic agent cases.



Professor Adrian Furnham and John Taylor have worked with intelligence agencies for many decades. Using open sources, they have produced a unique and authoritative insight into the world of agent running. It is written by trainers with intelligence officers in mind. This is the first textbook on the subject.

“...a serious and thoughtful discussion of the world of secret intelligence, at a time of rapid technological and political change. But some things do not change, notably the key role for human sources and the need for trust and public confidence in the profession. This book aims to describe the real world of intelligence, whilst helping to explain the attraction of spy fiction. A necessary read.”

Sir John Scarlett, Chief, SIS 2004-2009

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