



**Salisbury Police  
Department  
Salisbury, MD**

# **Criminal Intelligence Analysis**

## **Training Course**

**January 25 - 29, 2010**

presented by

***Warren Sweeney***

Author of

***The Intelligence Analysts Sourcebook***



***The Alpha Group***

Professional Speakers and Trainers  
Serving the Criminal Justice Community  
*We Turn Theory Into Practice™*

## About the Program

The increasing need for Criminal Intelligence Analysis Training has become recognized over the past few years as law enforcement agencies have had to investigate diverse criminal conspiracies ranging from the importation and distribution of narcotics to money laundering and terrorism. Although originally developed to assist intelligence units deal with organized crime, criminal investigators and the analysts who support them have found a number of specialized tools to be extraordinarily useful in the management of other complex cases and the presentation of these cases in court. Today, law enforcement personnel can use these techniques to investigate not only the types of conspiracies mentioned above, but cases involving homicide, street gangs, economic fraud, and political corruption as well.

**This is a one-week (36 hours) “hands-on” program that provides you with techniques you can use immediately to solve the real-world problems** that daily confront the law enforcement community. Once trained, you will be able to identify the individuals in a conspiracy and determine their relationships to one another, effectively track and monitor criminal events, establish the sources and distribution of funds necessary to underwrite conspiratorial activities, and identify the financial gain realized from a wide variety of illegal operations.

Presented in a comfortable, non-threatening environment that permits both individualized and group instruction, the training takes a “**learn-by-doing**” approach that gives you many opportunities to **actually perform the tasks** associated with criminal intelligence analysis work. You will learn how to prepare the types of link analysis, time/event analyses, and economic analyses which have proven themselves effective in homicide and robbery investigations and in activities involving organized crime, terrorism, economic crime, narcotics, and the criminal actions of today’s street gangs. Extensive use of “**hands-on**” exercises will enhance your ability to manage complex data, identify missing case elements, and develop suspect leads. This format of instruction allows for not only a highly effective interactive exchange between the student and the facilitator, but offers unique opportunities for group interaction and collaboration as well.

## You Should Attend IF:

- You are a recently-employed investigator or crime or intelligence analyst assigned to narcotics, counter terrorism, political corruption, or financial laundering cases
- You are an experienced analyst or investigator who has received little of the formal training necessary to fully develop your analytical skills
- You now—or may later—supervise analysis personnel
- You are employed by a prosecution unit that prepares the types of cases described above

Regardless of your previous experience with analytical methods, this course is for you. You can always do your job better when you apply fresh ideas and techniques. We’ve made sure our seminars give you exactly what you need to put you at your peak!

## What You Will Learn

This course will provide you with an arsenal of techniques you can use to organize and analyze crime data, identify conspiratorial Activities, establish relationships between people and organizations, and effectively present your findings in criminal court proceedings.

You’ll learn how to develop and use intelligence at the specialized **investigative unit level** to plan and direct investigative attention in combating criminal activities, at the **department level** to facilitate the operational and administrative decision-making process, and at the **central or regional level** to project national and international trends.

Designed for all federal, state, municipal, and military intelligence officers and analysts this course will demystify essential professional skills involving:

## Operational Issues

- **Identifying the Major Difference Between What Intelligence is, What it is Not, and What it Must Be**
- **The Origins of Intelligence**
- **The *Critical* Role of the Criminal Intelligence Unit**
- **How to Manage the Workload: Methodologies for Sorting Through the Data**
- **How to Turn Data into Information—The 5 Critical Steps in the Intelligence Analysis Process**
- **Features of Good Intelligence**
- **How to Instantly Distinguish Differences Between Tactical, Strategic, and Operational Intelligence**
- **Impediments to the Intelligence Process—Why it Occurs and How to Overcome it**
- **Associations Made Easy! How to Establish Those All Important Links Between People, Organizations, and Events**
- **How to Chart Events, Commodity Flow, and Activities in a Criminal Organization**
- **Communicate with Confidence! How to Present Intelligence Effectively in Oral and Written Reports**
- **The Tricks of the Trade- How to Construct and Interpret Scatter Diagrams, Frequency Charts, Time-Series Analysis Matrices, and Data Correlation Charts**
- **Discovering the Hidden Ill Gotten Gains! How to Develop Financial Profiles Using theNetworth Method**
- **Tracking the Source and Distribution of Assets- Money Laundering Secrets and Techniques**
- **Using the Power of the Computer to Greatly Assist the Analytical Process**
- **Managing and Supervising Analysts—How to Get the Most Out of the Process**
- **Key Questions for Intelligence Analysts**
- **The Care and Keeping of Good Intelligence Analysts—How to Recruit, Train, and Develop Career Paths for Both Sworn and Civilian Analysts**
- **Who Does What? Developing Job Descriptions for Analysts and Supervisors**
- **One Is a Lonely Number! The Importance of Networking Among Analysts**

## About Our Criminal Intelligence

### Analysis Program

Law enforcement officials send their sworn officers and civilian personnel to our criminal intelligence analysis courses because of our proven ability to provide them with high-quality, performance-oriented training. Class exercises are based on real-world crime problems investigators and analysts are expected to solve each day. As such, students return to their agencies with not only the knowledge of **what** they should do, but, more importantly, **how** they should do it. Skills are developed by instructors who are intimately familiar with criminal intelligence analysis techniques, and by the students' use of our **comprehensive, easy-to-understand course materials**. These elements contribute to the continued popularity of our criminal intelligence analysis training programs. Our success, however, comes from our achievement of one important goal: *We turn Theory Into Practice.*<sup>™</sup>

### What Others Say About Our Training

*"Warren Sweeney presents an EXCELLENT course. Packed with many useful techniques and analytical methods. It provides a tremendous and helpful learning experience for all participants."*

*"The intelligence analysis problems and solutions presented were superb....really allowed us to see how experience when combined with analytical methods can be developed to a fine art."*

*"Warren presents analytical techniques in a clear and thorough manner. Additionally, the class exercises are an excellent medium for practicing what we learn."*

*"Really enjoyed the Theory-Example-Practice format of the course. It was a well-prepared, well-presented program. Thanks for the positive experience!"*

*"The charting techniques and intelligence briefing portions of the course were extremely useful! They provided an excellent summary of the information presented throughout the program."*

### About the Crime and Intelligence Certification Program

All participants in the Criminal Intelligence Analysis Training Course are eligible to have their coursework credited toward the attainment of a Certificate Award in Crime and Intelligence Analysis (CCIA) and their CCIA Credential. This program is sponsored by the California Department of Justice and the California State Universities. Students who complete all credential requirements will receive a certificate from California State University, Sacramento to verify their academic achievement. The California Department of Justice, in recognition of the University Award, will subsequently bestow the title of Certified Crime Analyst upon, and grant the credential to, all students who successfully complete the credential program. Please see the section in this brochure entitled "Continuing Education Units."

## About The Alpha Group

The Alpha Group is comprised of professional speakers, trainers, and researchers who provide their expertise and practical experience to criminal justice, public safety and victim service organizations. The organization is widely recognized for its ability to provide training in crime and intelligence analysis, criminal investigative analysis, statement analysis, homeland security and terrorism analysis, workload analysis, grantsmanship, automated information system development and design, and other such unique areas of law enforcement. We also recognize that those who serve the public often have unique needs themselves. We, therefore, present a variety of management, supervisory, and interpersonal communications seminars. All of our skill-building programs address the personal needs of those - at all levels - who are employed in the public safety and victim service professions.



### About Your Trainer

**Warren J. Sweeney** began his law enforcement career with the Royal Canadian Mounted Police (RCMP) in 1968. He performed general police duties in the Province of Saskatchewan until 1972 at which time he transferred into the RCMP Security Service and was assigned to Counter-Espionage duties in Toronto, Ontario. Warren's analytical career began with his transfer to the Security Service's International Terrorism Unit and his investigation of Middle East terrorist organizations. In 1984 he transferred to the Terrorism Desk within the National Criminal Intelligence Branch of the RCMP, and for five years worked on Sikh Extremism and the investigation of Air India Flight #182.

With his noted facility for teaching, Warren was appointed Intelligence Analysis Coordinator for the RCMP Canadian Police College in 1990. In his role as an instructor he has taught intelligence courses in the Czech Republic, Jamaica, to members of 15 Caribbean Countries, and to the Haitian Police. An internationally recognized authority in the fields of terrorism and organized crime at the local and national level, Warren has also given presentations in Strategic Intelligence Analysis Unit of Interpol in Lyon, France.

Warren Sweeney is a certified Crime and Intelligence Analyst and the former Director of Training, Education and Career Development for the International Association of Intelligence Analysts, Inc. (IALEIA). He also serves as President of the National chapter of IALEIA in Ottawa, Ontario.

## Course Times

The course begins at 0800 on Monday, January 25, 2010 and concludes at 1200 on Friday, January 29, 2010.

## Tuition Information

Tuition is \$525 per person for the one-week (36 hour) program of instruction. It also includes:

- All in-class course materials.
- A copy of *The Intelligence Analysts Sourcebook* by Warren Sweeney. This comprehensive manual of handouts, class notes, supplemental reading material, glossary, and suggested reading list will be used extensively throughout the class.

These are more than reference materials...they're the "silent partners" you'll take back to your job to become the star of your own show!

- An impressive certificate of graduation which will be presented to you upon completion of the course.

**It is beneficial, but not required, to bring a laptop computer with you, which will permit the installation of a graphics program: ABC SnapGraphics 1.0.**

**PLEASE NOTE:** Tuition does not include lodging, meals, transportation to and from the meeting place, parking, items of a purely personal nature (pens, pencils, paper, etc.)

## Earn Continuing Education Units

(Optional)

You can receive 3.6 Continuing Education Units (CEU s) from California State University upon successful completion of this course and the submission of a directed learning project. These units may be applied to your Certificate Award in Crime and Intelligence Analysis (your CCIA credential). A modest registration fee made payable to the University is charged for this option. For additional details, or to apply for these units, please contact The Alpha Group Center for Crime and Intelligence Analysis Training at (909) 989-4366.

## Registration Information

Reserve your seat now! Warren Sweeney's courses fill quickly and seating is limited. To register for the course, please contact the Alpha Group and request the registration form. Payment must be received no later than January 6, 2010. **Make checks or money orders payable to The Alpha Group.** Please send the registration form and your remittance to: Diana Olson, The Alpha Group, PO Box 8, Montclair, CA 91763. You may also register by phone by calling Diana at (909) 484-2169, by faxing your registration form to her at (909) 484-2186, or by emailing it to: [crimecrush@alphagroupcenter.com](mailto:crimecrush@alphagroupcenter.com). For credit card payments, please call The Alpha Group at (909) 484-2169.

## Substitutions And Cancellations

Anyone can substitute for you. If this becomes necessary, please call and let us know. If you need to cancel and you contact us no later than January 6, 2010, we'll refund your tuition, less a \$25.00 per person processing fee. The tuition is nonrefundable for any cancellations made after January 6, 2010. The Alpha Group reserves the right to substitute speakers should the featured presenter become incapacitated. In the unlikely event that the course is cancelled, the Alpha Group's liability shall be limited solely to refunding of tuition payments.

## Course Location and Hotel Accommodation Information

Please contact the course host for course location and hotel accommodation information. The Host is Kelly Messick, Salisbury Police Department, 699 W Salisbury Pkwy., Salisbury, MD 21801. You may contact Kelly by phone at (410) 548-3143, by fax at (410) 548-5980, or by email at [kmessick@salisburyupd.com](mailto:kmessick@salisburyupd.com).

## Is this Course Tax Deductible?

Skill-building and professional enhancement programs such as the Criminal Intelligence Analysis Training Course is usually tax deductible. Check with your financial advisor to verify applicability of the tax law to your particular situation.

## For Additional Information

If you have any questions or need additional information about the Criminal Intelligence Analysis Course, please contact Steve Gottlieb, Executive Director, by telephone at (909) 989-4366, or by email at [crimecrush@alphagroupcenter.com](mailto:crimecrush@alphagroupcenter.com). Or, you may write to us at The Alpha Group, P.O. Box 8, Montclair, CA 91763.



## The Alpha Group

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