

What are elicitation attempts?

Elicitation (or foreign information collection) is used by various actors, including intelligence agencies, to **manipulate people into revealing information** that is not readily available or publicly known, such as trade secrets, personal information, or details about a person's work (i.e., research IP).

Pay attention to elicitation techniques:

- Subtle questioning
- Professional requests
- Exploiting expertise
- Flattery

Additional resources: [FBI Elicitation Guide](#)
[DCSA Elicitation Guide](#)

Recognizing and Counteracting Elicitation

- **Be cautious when discussing your research during your travel!**
- **Be aware of the techniques** used in elicitation attempts:
 - Desire to help/appear knowledgeable
 - Leading questions
 - Building rapport
- **Be cautious of people who are overly eager** (e.g., probing for specifics), especially about **sensitive and/or unpublished information**
- **Be aware of your own tendencies** to want to be helpful, polite, or appear knowledgeable
- **Do not enter any agreements/collaborations** (verbal or written) with any individuals/entities/institutions