

CIA HISTORICAL REVIEW PROGRAM
RELEASE AS SANITIZED

2003

VIA Air Pouch
(Specify Air or Sea Pouch)

HUL-A-
DISPATCH NO. _____

~~SECRET~~ RYBAT
CLASSIFICATION

TO FBSUCCESS Stations

DATE 29 January 1954

FROM LINCGLN

SUBJECT { GENERAL Operational Procedures, FBSUCCESS
SPECIFIC Psychological Intelligence (PI)

A. General:

1. Aside from special tactical and diversionary requirements all FBSUCCESS Stations will concentrate their KUFIRE effort on Psychological Intelligence (PI). PI is a special procedure to meet the requirements of FBSUCCESS.
2. Upon receipt of this directive, the Psychological Barometer Reports prepared heretofore will be discontinued, as LINCGLN will undertake this task and prepare same for Headquarters and the field based on overall information.
3. The procedures defined in this Directive will be implemented upon receipt.

B. Necessity:

Political action requires political intelligence. Military operations require military intelligence. Psychological operations require PI. PI furnishes the information on which psychological operations are based; PI furnishes the information by which psychological operations are evaluated.

C. Objectives of PI:

1. To ascertain enemy psychological strengths and vulnerabilities.
2. To ascertain specific means of attacking the enemy by psychological warfare.
3. To ascertain friendly psychological strengths and vulnerabilities.
4. To ascertain specific means of bolstering friendly forces by psychological means.

~~SECRET~~ RYBAT
CLASSIFICATION

5. To ascertain the effectiveness, or lack thereof, of FBSUCCESS KUDOWN activities.

6. To ascertain the psychological readiness of friendly and enemy forces for the implementation of the successive stages of FBSUCCESS.

D. Definition:

1. General

a. PI is a matter of "feel" solidly supported by facts. PI constitutes deliberate, orderly examination of the attitudes in and toward a given situation of both friendly and hostile individuals and social groups. PI systematically analyzes the mind and mood of specific individuals and social groups in specific sub-areas of the target. Out of these specific observations, PI at regular intervals makes a general appraisal of the entire target area's attitudes.

b. PI encompasses much that may appear to be mere operational data on the one hand, and mere overt information on the other. In order to assess the value of such materials, the analyst should have a frame of reference which takes into consideration:

- (1) The general and basic conditions,
- (2) The habits prevailing in the target area,
- (3) The special vulnerabilities, and

(4) The traditional receptivity of the people to certain sets of ideas or means of communication. If the target be a government or its armed forces, for example, the collector must be alerted to watch for all information, fact and rumor, which may be directed against the target and against the main elements of its support, so as to create an atmosphere of doubt, confusion, and final loss of confidence in which the target, shorn of major elements of its required support, must retreat, resign its efforts, or disintegrate.

2. Specific

a. Areas

PI for FBSUCCESS will concentrate on nine specific population centers IN THE target country, and will attempt to provide as complete coverage as possible of the prevailing attitudes in each.

~~SECRET~~

RYBAT

-3-

T The nine population centers will be identified by the following symbols:

ABLE	DOG	GEORGE
BAKER	EASY	HOW
CHARLIE	FOX	ITEM

True identities will be forwarded by cable.

b. Arenas

(1) Arenas in this instance apply to the special sphere of activity of certain selected groups, cliques, or social levels, for example, the political arena, the military arena, etc. The arenas of specific PI interest pertaining to FBSUCCESS are categorized as follows:

- (a) Military—Officers
Non-comms
Soldiers
Police
- (b) Political—Pro-government
Anti-government
- (c) Professional, Business, Landowners
- (d) Labor—Urban (pro and anti-Communist)
Rural (pro and anti-Communist)
White collar, including government employees
(pro and anti-Communist)
- (e) Sociological—Religious groups
Tribal groups
Student groups (pro and anti-Communist)
Women (pro and anti-Communist)

(2) Within the specific areas, PI effort will be targeted at specific arenas indicated above, in order to develop studies upon specific areas and provide material for overall studies of the groups mentioned above.

E. Daily Reports:

1. Reporting Stations

Stations Guatemala, [] and [] will make daily PI reports to LINCOLN on the geographic areas and social groups of WSBURNT indicated above.

~~SECRET~~

RYBAT

~~SECRET~~

RYBAT

-4-

2. Classification

Since daily PI material is principally overt or semi-overt, or capable of being represented as such, none of it needs a classification higher than CONFIDENTIAL, and is therefore eligible for unaccompanied pouch.

3. Pouching Procedures

Five copies of daily PI reports from reporting stations will be sent to LINCOLN by unaccompanied pouch.

4. Format

a. General

Reporting stations will study the format of the "Daily Press Digest" prepared and dispatched by the respective Embassies in which they are located. Daily PI reports will be prepared and mimeographed in a similar manner, as follows:

(1) The daily PI reports will be assembled under the heading of "Supplementary News Digest." The city of origin will be indicated directly below this title.

(2) No mention whatever will be made of the respective embassy or any ODYCKE agency, although in form and format the PI reports resemble the Embassy Press Digest.

(3) The "Supplementary News Digest" is unclassified.

b. Specific

Since waybill pouches are unaccompanied and the possibility of their compromise or surreptitious examination is ever present, certain code procedures are essential if LINCOLN is to be guided properly in its evaluation of the apparently overt information contained in the daily PI reports.

(1) Source. The sources of PI information will be identified by the following indicators:

FV—a controlled source

PX—an uncontrolled source, overheard conversation, etc.

RX—Press. Provide name of organ and date.

R—Radio. Name station and time item broadcast, if possible.

V—for posters, handbills, etc. Describe location, distribution, etc., if possible.

~~SECRET~~

RYBAT

~~SECRET~~ RYBAT

-5-

(2) Source Accuracy. For FI purposes, the accuracy of the information provided by a source, rather than the general reliability of the source, will be rated. To take extreme examples, a Communist newspaper may on occasion state facts correctly, and a non-Communist source may be mistaken. In each instance, the reporting officer must judge the content of the report on the following scale:

- A -- Accurate
- B -- Possibly Accurate
- C -- Probably Accurate
- D -- Doubtful
- E -- Untrue or Fabrication
- F -- Unknown

(3) Coverage. Every report must indicate the coverage of the item reported on, according to the following scale:

- 1 -- to more than 10,000 people
- 2 -- to between 5,000 and 10,000
- 3 -- to between 1,000 and 5,000
- 4 -- to between 500 and 1,000
- 5 -- to between 100 and 500
- 6 -- to less than 100.

(4) Sensitivity. Since daily FI reports are intended for use in psychological operations, it is essential that the reporting officer indicate the sensitivity of the information according to the following scale:

- g -- paraphrase very carefully
- h -- some paraphrase required
- i -- no paraphrase required
- j -- rumor
- k -- common knowledge.

~~SECRET~~ RYBAT

~~SECRET~~

RYBAT

-6-

(5) Test Questions.

(a) From time to time, LINCOLN will send to the reporting stations for PI, by cable or pouch, certain test questions to be applied to the geographic areas and social groups being covered. A sample test question might read: "What is the reaction to the military pacts now being negotiated by ODYOKE with KMFLUSH, DTFROGS, and WSHOCFS?"

(b) All replies to specific test questions will be identified by the symbol prefix "Q," plus the serial number of the specific test question involved, e.g., "Q-15."

5. Cable Reports

a. When the Chief of any reporting Station deems it essential, he may report daily PI items by cable, or may comment on pouched items by cable. Chiefs of Station are instructed to make the most sparing use of cables for PI.

b. Daily items of PI interest, but too sensitive for transmittal by unaccompanied pouch, will be cabled.

F. Weekly Reports:

1. Reporting Stations

Same as for Daily Reports.

2. Classification

Secret--FBSUCCESS/RYBAT.

3. Pouching Procedures

ODACID pouch, to LINCOLN, info DIR.

4. Format

a. Reporting Stations will submit, in a thousand words or less, in regular dispatch form, their Weekly Evaluated PI Estimate of the PI situation in their respective countries.

b. This Weekly Evaluated PI Estimate will be divided into two parts:

(1) Estimate of the Enemy Situation.

(2) Estimate of the Friendly Situation.

~~SECRET~~
RYBAT

~~SECRET~~

RYBAT

-7-

c. The Weekly Evaluated PI Estimate will give Station Chiefs an opportunity to express their views on information at hand and on the general psychological situation.

G. Lincoln Use of Reports:

1. LINCOLN will utilize the Daily PI reports for short-run KUGOWN guidance and preparation of PW materials.

2. LINCOLN will collate the Weekly Evaluated PI Estimates from Reporting Stations, plus FBIS, US Press reports, ODAOIC reports, etc., in order to prepare a Weekly PBSUCCESS Evaluated PI Estimate will be furnished to Reporting Stations.

3. Based on the above, LINCOLN will:

a. Direct PBSUCCESS KUGOWN operations

b. Evaluate the effectiveness, or lack thereof, of PBSUCCESS KUGOWN operations

c. Gauge the appropriate tempo for the implementation of the various stages of PBSUCCESS, as far as psychological operations are concerned.

H. Timeliness:

In all PI reporting, timeliness is of the essence.

JEROME C. DUNBAR

Attachments: 2

Distribution:

1 - Guatemala
1 - []
1 - []
2 - Headquarters
2 - LINCOLN

~~SECRET~~
RYBAT

ATTACHMENT NO. 1

The following is a sample of the Daily PI report.

SUPPLEMENTARY NEWS DIGEST

Guatemala City, Guatemala
January 25, 1954

1. PAR officials are considering altering their party statutes in order to permit dual membership in the PAR and PGT. Pvf5h
2. Bus driver, on discharging passengers in vicinity of U.S. Embassy, shouted: "Make your application for political asylum now, ladies and gentlemen." PxA6i
3. Seen only in ABLE, posters showing Uncle Sam treading on poor Guatemalan farmers. Q15Ali

~~SECRET~~
RYBAT

ATTACHMENT NO. 2

ESSENTIAL ELEMENTS OF PI

- I. Areas: ABLE, BAKER, CHARLIE, DOG, FOX, HOW, EASY, GEORGE, ITEM
- II. Arenas: Military (Officers, NCO's, Soldiers, Police)
Political (Pro-Government, Anti-Government)
Professional, Business, Landowners
Labor (Urban, pro and anti-Communist; Rural, pro and anti-Communist, white collar, including government employees, pro and anti-Communist)
Sociological (Religious groups, tribal groups, student, pro and anti-Communist, groups, women, pro and anti-Communist)
- III. Sources: PV -- a controlled source
PX -- an uncontrolled source, overheard conversation, etc.
RX -- Press. Provide name of organ and date.
R -- Radio. Provide name of station and time of broadcast, if possible.
V -- for posters, handbills, etc. Describe location, distribution, etc., if possible.
Q (plus no.) -- for test questions.

IV. Grading:

<u>Reliability</u>	<u>Coverage</u>	<u>Sensitivity</u>
A - accurate	1 - more than 10,000	g - paraphrase very carefully
B - possibly accurate	2 - between 5,000 and 10,000	h - some paraphrase required
C - probably accurate	3 - between 1,000 and 5,000	i - no paraphrase required
D - doubtful	4 - between 500 and 1,000	j - rumor
E - untrue or fabrication	5 - between 100 and 500	k - common knowledge
F - unknown	6 - less than 100	

(i.e., RA3h)

V. Timeliness: Essential

~~SECRET~~
RYBAT