



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Applied Intelligence Psychology Operational Skills Training

Law, Military Science and Security / Sovereignty of the State

Unit Standard 117357 · NQF Level 6 · 40 Credits · 37 Days

COURSE OVERVIEW

This course equips learners with the psychological principles and operational skills required to apply intelligence psychology effectively in a corporate or security context. Participants will develop the ability to analyze behavioral patterns, enhance decision-making under pressure, and implement psychological strategies for operational success.

Category	Law, Military Science and Security
Subfield	Sovereignty of the State
Unit Standard	117357
Accreditation	SAQA Accredited · NQF Level 6 · 40 Credits
Duration	37 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply foundational psychological theories to interpret human behavior in operational settings.
- Analyze intelligence data using psychological profiling techniques to identify potential threats.
- Evaluate the effectiveness of psychological operations in achieving strategic objectives.
- Design operational plans that incorporate psychological principles for influence and persuasion.
- Implement debriefing and interviewing techniques grounded in cognitive psychology.
- Demonstrate ethical decision-making when applying intelligence psychology in operations.

WHO SHOULD ATTEND

- Security professionals, intelligence analysts, corporate investigators, and operational managers seeking to integrate psychological insights into their daily operations.

COURSE OUTLINE

Day 1: Introduction to Applied Intelligence Psychology

- Overview of intelligence psychology
- Historical development and contemporary applications
- Ethical principles and legal compliance (e.g., Constitution, POPIA)
- Roles and responsibilities of intelligence operatives
- Course structure, assessment criteria, and learning outcomes

Day 2: Foundational Cognitive Processes

- Sensation, perception, and attention
- Memory encoding, storage, and retrieval
- Cognitive biases and heuristics
- Enhancing situational awareness through cognitive training
- Practical exercises in observation and recall

Day 3: Advanced Analytical Thinking

- Analytical vs. intuitive thinking models
- Structured analytic techniques (e.g., Analysis of Competing Hypotheses)
- Source validation and credibility assessment
- Cognitive bias mitigation strategies
- Case study: Applying structured analysis

Day 4: Personality and Behavioural Assessment

- Overview of personality theories (e.g., Big Five, Myers-Briggs)
- Behavioural profiling fundamentals
- Detecting deception: verbal and non-verbal cues
- Stress responses and coping mechanisms
- Cultural considerations in behavioural assessment

Day 5: Communication and Interviewing Skills

- Principles of effective communication
- Active listening and questioning techniques
- The PEACE interview model (Planning, Engage, Account, Closure, Evaluate)
- Building and maintaining rapport
- Handling reluctant or hostile interviewees

Day 6: Investigative Interviewing and Interrogation

- Interview vs. interrogation: legal distinctions
- Cognitive interviewing techniques
- Reid technique and its ethical critiques
- False confessions: causes and prevention
- Practical role-play: investigative interview

Day 7: Threat Assessment and Risk Analysis

- Threat assessment frameworks (e.g., SAVE, WAVR-21)
- Behavioural threat indicators
- Radicalisation and violent extremism psychology
- Risk assessment methodologies

- Case study: Threat assessment scenario

Day 8: Psychological Operations (PsyOps) Fundamentals

- Definition and types of psychological operations
- Target audience analysis
- Persuasion theories (e.g., Cialdini's principles)
- Influence and propaganda techniques
- Ethical boundaries in PsyOps

Day 9: Deception Detection and Counter-Deception

- Verbal indicators of deception
- Non-verbal cues and micro-expressions
- Polygraphy: principles and controversies
- Statement analysis (e.g., SCAN)
- Counter-deception techniques

Day 10: Cultural Intelligence and Cross-Cultural Operations

- Cultural intelligence framework (CQ Drive, Knowledge, Strategy, Action)
- Hofstede's cultural dimensions
- Cross-cultural negotiation and communication
- Cultural taboos and sensitivities
- Practical exercise: Cross-cultural scenario

Day 11: Cyber Psychology and Digital Intelligence

- Psychology of online behaviour
- Social media intelligence (SOCMINT)
- Online radicalisation and echo chambers
- Cyber profiling and digital footprint analysis
- Ethical considerations in digital intelligence

Day 12: Stress Management and Resilience for Operatives

- Occupational stress in intelligence roles
- Coping strategies (e.g., mindfulness, CBT techniques)
- Resilience training
- Peer support and debriefing
- Mental health resources and referral

Day 13: Group Dynamics and Team Intelligence

- Group formation and roles
- Groupthink and its prevention
- Team decision-making models (e.g., RED teaming)
- Leadership styles in intelligence
- Conflict resolution within teams

Day 14: Intelligence Report Writing and Briefing

- Intelligence report format (e.g., ICD 203 standards)
- Writing for different audiences
- Oral briefing techniques
- Use of charts, graphs, and maps
- Practical exercise: Write and present a briefing

Day 15: Ethics, Integrity, and Professional Standards

- Ethical theories applied to intelligence
- SAQA and professional standards
- Legal frameworks: Constitution, NIA Act, POPIA
- Case studies of ethical breaches
- Whistleblowing and accountability

Day 16: Counterintelligence and Security Psychology

- Insider threat psychology
- Espionage motivations and recruitment
- Counterintelligence screening (e.g., polygraph, interviews)
- Security culture and awareness
- Practical exercise: Insider threat scenario

Day 17: Advanced Profiling and Predictive Analysis

- Offender profiling methods
- Geographic profiling (e.g., Rossmo's formula)
- Predictive analytics in intelligence
- Data fusion techniques
- Case study: Profiling a serial offender

Day 18: Crisis Negotiation and Hostage Psychology

- Crisis negotiation models (e.g., FBI's Behavioral Change Stairway)
- Hostage psychology and Stockholm syndrome
- Active listening and de-escalation
- Negotiation team dynamics
- Post-incident debriefing and support

Day 19: Operational Planning and Psychological Preparation

- Psychological aspects of mission planning
- Pre-deployment psychological assessments
- Stress inoculation training
- Contingency planning for psychological crises
- After-action reviews

Day 20: Integration, Capstone Exercise, and Assessment

- Capstone exercise design and briefing
- Team-based intelligence operation simulation
- Presentation of findings and recommendations
- Peer and instructor feedback
- Course evaluation and certification

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **40 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 115,500.00	R 115,500.00
1	In-House	R 150,200.00	R 150,200.00
1	On-Campus (Pretoria)	R 173,200.00	R 173,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	29 Sep 2026	On-Campus	Dubai, UAE
11 Aug 2026	30 Sep 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	01 Oct 2026	On-Campus	Abu Dhabi, UAE
13 Aug 2026	02 Oct 2026	On-Campus	Durban, South Africa
13 Aug 2026	02 Oct 2026	On-Campus	Mauritius
14 Aug 2026	05 Oct 2026	On-Campus	Cape Town, South Africa
17 Aug 2026	06 Oct 2026	On-Campus	Pretoria, South Africa
18 Aug 2026	07 Oct 2026	On-Campus	Abu Dhabi, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

- 1. Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 117357) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
- 2. Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
- 3. Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
- 4. Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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