



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

Estimative Intelligence Product Development And Presentation Training

Law, Military Science and Security / Sovereignty of the State

Unit Standard 117374 · NQF Level 7 · 60 Credits · 57 Days

COURSE OVERVIEW

This course equips learners with the skills to develop and present estimative intelligence products that support decision-making in organisational contexts. Participants will learn to gather, analyse, and synthesise information to produce actionable intelligence reports. The course also focuses on presenting findings effectively to diverse stakeholders.

Category	Law, Military Science and Security
Subfield	Sovereignty of the State
Unit Standard	117374
Accreditation	SAQA Accredited · NQF Level 7 · 60 Credits
Duration	57 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply analytical techniques to evaluate and interpret raw data for estimative intelligence products.
- Design structured intelligence reports that address specific decision-making requirements.
- Demonstrate effective presentation skills to communicate complex intelligence findings to non-specialist audiences.
- Analyse the reliability and validity of information sources to mitigate bias and uncertainty.
- Evaluate the impact of intelligence products on organisational strategy and operational outcomes.
- Implement quality assurance measures to ensure accuracy and relevance of intelligence outputs.

WHO SHOULD ATTEND

- This course is designed for intelligence analysts, strategic planners, risk managers, and professionals involved in decision support roles within corporate, government, or security environments.

COURSE OUTLINE

Day 1: Introduction to Estimative Intelligence

- Overview of intelligence disciplines
- The intelligence cycle: planning, collection, processing, analysis, dissemination
- Estimative vs. descriptive vs. predictive intelligence
- The role of the analyst in estimation
- Ethical considerations and professional standards

Day 2: Intelligence Analysis Fundamentals

- Critical thinking and structured analysis
- PESTLE analysis (Political, Economic, Social, Technological, Legal, Environmental)
- Common cognitive biases (confirmation bias, anchoring, etc.)
- Generating and testing hypotheses
- Introduction to analysis of competing hypotheses (ACH)

Day 3: Sources and Information Collection

- Types of intelligence sources (OSINT, HUMINT, SIGINT, GEOINT, MASINT)
- Source reliability scales (A-F)
- Information credibility scales (1-6)
- The Admiralty System for source evaluation
- Collection plan development

Day 4: Analytical Techniques for Estimation

- Structured analytic techniques (SATs)
- Scenario generation and alternative futures
- Indicators and warning analysis
- Key assumptions check
- Driver analysis
- Delphi method

Day 5: Probability and Uncertainty in Estimation

- Fundamentals of probability
- Standardised probability terms (likely, probably, etc.)
- Communicating uncertainty
- Confidence levels and tradecraft standards
- Bayesian reasoning basics

Day 6: Estimative Judgement and Reasoning

- Building estimative arguments
- Predictions vs. forecasts vs. projections
- Evidence weighting techniques
- Argument mapping tools
- Pitfalls: overprecision, groupthink, mirror imaging

Day 7: Intelligence Product Types and Formats

- National Intelligence Estimates (NIEs)
- Intelligence briefs and summaries
- Warning reports

- Analytical memos
- Long-term strategic assessments
- Product life cycle

Day 8: Writing for Estimative Intelligence

- Principles of intelligence writing
- Sentence and paragraph structure
- Executive summary writing
- Plain language and avoiding jargon
- Active vs. passive voice
- Editing and proofreading

Day 9: Visualising Estimative Intelligence

- Data visualisation best practices
- Types of charts (bar, line, scatter, heatmap)
- Probability wheels and fan charts
- Confidence bars and uncertainty visualisation
- Dashboard design for intelligence
- Avoiding misleading visuals

Day 10: Briefing Skills for Estimative Intelligence

- Briefing structures (Situation, Analysis, Options, Recommendation)
- Audience analysis and tailoring
- Verbal and non-verbal communication
- Handling difficult questions
- Rehearsal and feedback techniques

Day 11: Intelligence Ethics and Legal Frameworks

- Code of conduct for intelligence professionals
- South African intelligence legislation
- Classification levels (Confidential, Secret, Top Secret)
- Need-to-know principle
- Ethics in estimation (bias, politicisation)

Day 12: Quality Assurance and Peer Review

- Quality criteria for estimative products
- Peer review processes
- Analytical checklists
- Incorporating feedback
- Version control and document management

Day 13: Advanced Analytical Methodologies

- Bayesian analysis in intelligence
- Game theory and strategic interaction
- Devil's advocacy and red teaming
- Computational analysis tools (e.g., IBM i2, Palantir basics)
- Machine learning applications in estimation

Day 14: Scenario Planning and Alternative Futures

- Scenario planning methodology

- Cross-impact analysis
- Signposts and indicators
- Scenario narratives and storytelling
- Workshop facilitation for scenario development

Day 15: Warning Intelligence and Surprise Avoidance

- Warning intelligence theory
- Indicators of strategic surprise
- Warning watchboards
- Timeliness vs. accuracy trade-offs
- Case studies: Pearl Harbor, 9/11

Day 16: Counterintelligence and Deception Detection

- Counterintelligence basics
- Deception techniques (denial, camouflage, disinformation)
- Deception detection indicators
- Analysis of competing hypotheses for deception
- Case studies

Day 17: Integrating Intelligence with Decision-Making

- Decision analysis frameworks
- Intelligence to action cycle
- Policy vs. intelligence roles
- Actionable recommendations
- Managing expectations and feedback

Day 18: Crisis Intelligence and Rapid Estimation

- Crisis intelligence protocols
- Rapid analytical techniques (e.g., key assumptions check)
- Time management in crises
- Multi-agency coordination
- Post-crisis review

Day 19: Capstone Project – Estimative Product Development

- Capstone project brief
- Topic selection and research
- Drafting the estimative product
- Peer review and revision
- Preparing the final presentation

Day 20: Final Presentations and Course Wrap-Up

- Final presentations (15 min each)
- Q&A; and feedback sessions
- Lessons learned and best practices
- Course evaluation
- Certification and next steps

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 **60 NQF credits** at **NQF Level 7**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 179,600.00	R 179,600.00
1	In-House	R 233,600.00	R 233,600.00
1	On-Campus (Pretoria)	R 269,400.00	R 269,400.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	27 Oct 2026	On-Campus	Durban, South Africa
10 Aug 2026	27 Oct 2026	On-Campus	Mauritius
11 Aug 2026	28 Oct 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	29 Oct 2026	On-Campus	Dubai, UAE
13 Aug 2026	30 Oct 2026	On-Campus	Pretoria, South Africa
14 Aug 2026	02 Nov 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	03 Nov 2026	On-Campus	Shenzhen, China
18 Aug 2026	04 Nov 2026	On-Campus	Dubai, 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 117374) 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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