

'Military Deception: A Psychological Perspective of Knowledge Building'

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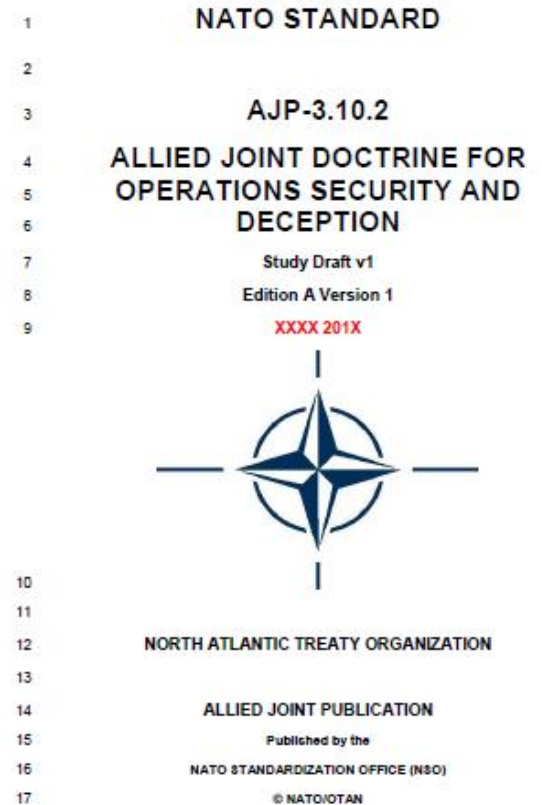
Definitions

- ‘Those measures designed to mislead the enemy by manipulation, distortion, or falsification of evidence to induce him to react in a manner prejudicial to his interests’

NATO AAP-06 (1973)

- **New!** NATO AJP 3.10.2 OPSEC and Deception (to be ratified in 2019)

‘Deception is deliberate measures that mislead a targeted decision maker into behaving in a manner advantageous to friendly forces’ (DRAFT)



Applied military context

Why does the military need deception?

- Stratagem and Operational Art throughout the history of warfare
- Law of Armed Conflict (LOAC)
 - Ruses are legitimate and should be expected
- Deception supports the four principles of LOAC
 - Necessity, Proportionality, Distinction, Humanity
- Some people play by different rules (not LOAC)
- Potential personnel and/or platform overmatch
- Battles are now part of the information space
 - Everyone is a sensor (ability to collect)
 - Everyone is a broadcaster (ability to share)



Challenges and opportunities

R.V. Jones (1911-97)



The Jones Dilemma (1980)

Deception becomes more difficult as the number of channels of information available to the victim increases...

...however, within limits, the greater the number of controlled channels the greater the likelihood of the deception being believed.

What works for me  Works against my enemy

Building the psychological knowledge

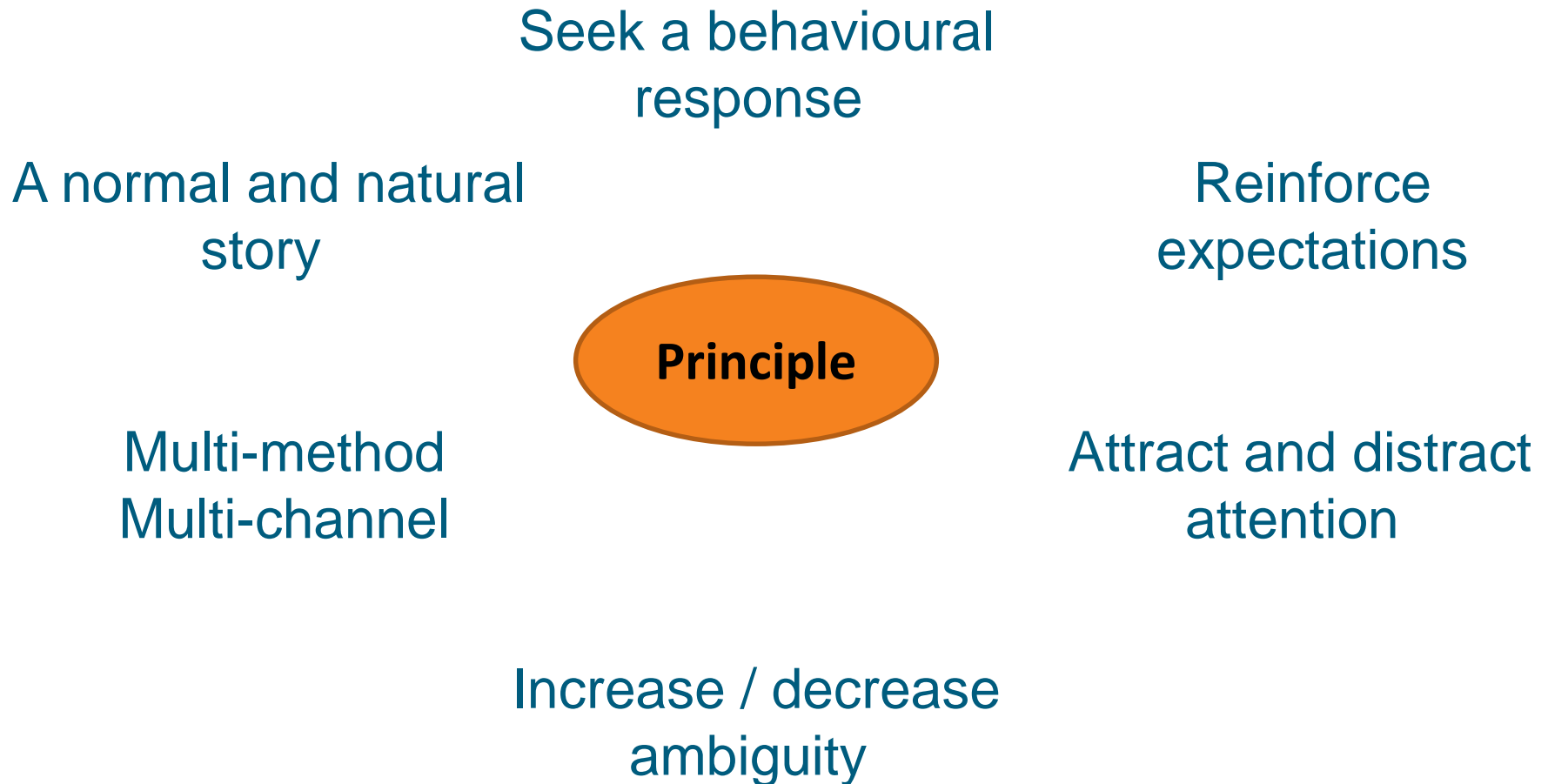
Building the psychological knowledge

- Synthesis of historical analysis, records, writings
 - Perspective of psychology
 - Use of supporting theories and critical thinking
- Proxy evidence from related research
 - Lie detection (law enforcement), biology, business
 - Why? A lack of published military-specific deception research
- Humans are not optimisers, we are designed for efficiency

Some contributing theories

CATEGORY	DESCRIPTION	THEORY
Attention	How attention can be influenced, directed or focused (attract/distract)	<ul style="list-style-type: none"> • Attentional bias • Isolation effect • Bizarreness effect
Patterns	How the brain prefers to notice patterns, linkages and relationships in data, information or events (repetition, conditioning, habit-forming)	<ul style="list-style-type: none"> • Gambler's fallacy • Illusory correlation • Clustering illusion • Classic conditioning
Beliefs	How beliefs can shape perceptions (expectations)	<ul style="list-style-type: none"> • Belief bias effect • Confirmation bias • Optimistic bias • Stereotyping
Presenting information	The way in which presenting information can shape cognition (stimuli)	<ul style="list-style-type: none"> • Ambiguity effect • Decoy effect • Framing effect • Loss aversion
Social influences	How group situations (incl. language and culture) can influence thinking and decision making	<ul style="list-style-type: none"> • Groupthink • Group polarisation

(theoretical) Principles of deceptive behaviour



The principles...

- **Seek a behavioural response**
 - What do you want the deception target to do (or not do)?
 - Don't just change thinking (cognition), aim to influence behaviour
- **Reinforce expectations**
 - What will the deception target accept and reject as courses of action (COA)
 - Intelligence and understanding of individual, social and cultural factors
- **The role of ambiguity**
 - REDUCE IT: to make them certain, decisive, but wrong (Suez Canal 1973)
 - INCREASE IT: to make them uncertain and indecisive (e.g. Crimea 2014)

The principles...

- **Attract and distract attention**
 - SHOW the FALSE
 - HIDE the REAL
- **Hide the real**
 - Masking (making a real thing look invisible)
 - Repackaging (making a real thing look different)
 - Dazzling (confusing the appearance of a real thing)
- **Show the false**
 - Mimicking (a false thing that looks like a real thing)
 - Inventing (creating a new, false thing).
 - Decoys (distract attention by showing a false thing)

The principles...

- **Multi-method, multi-channel**
 - Laying out the breadcrumbs (also important for MOE)
 - Consider collaborative use of electronic, physical, cyber, information
- **The deception story should be normal and natural**
 - The concept of ‘naturalness’
 - Must be credible in the eyes of the deception target
 - Plausible, believable, verifiable

Application of the principles

- For developing deceptive stratagems (ideas)
 - How things appear in space and time
 - Movement (stay, move, move differently)
 - Appearance (similar, different, novel)
 - Time (more, less)
- For developing deception plans (planning)
- Strategic, operational and tactical level

Application of the principles

- For all deception scenarios
 - Attack
 - Defence
 - Counter-deception (the detection of deception)

- Environments: Physical, electronic (EMS), cyber, information

‘Deception is basically the same regardless of whatever field it appears in. It’s not a function of technology. Instead, all deceptions are applied psychology’

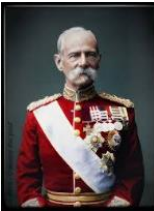





(Barton Whaley, 2007)

Kindred spirits and mentors (nature and nurture)

'The fragile chain of transmission from one teacher to another' (Whaley, 2007)

Shenandoah (1862)   Matabele (1896)   Apache Wars

US Civil War

    Mafeking (1900)   Boer War

Boer War

Kimberley (1900)

Boer War

Aqaba (1917)     Gaza (1917)  Gallipoli (1916)

WW1

Megiddo (1918)

WW1

        WW2

Chindits

23 Sp Tps 'Ghost Army'

'A' Force LCS

Indirect Approach

Commandos SOE

Battle of beams V1, V2



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Summary and key messages

- Military deception is still valid in the 21st century
 - Accept challenges and maximise opportunities
 - Use of cunning and guile in order to out-think, out-act, out-decide adversaries
- Employ behaviourally-based principles of deception
 - Rather than planning-based principles
- What is missing?
 - Military-specific empirical / experimental evidence base – test the theory!
 - As exercise objectives and training objectives on exercises

Thank you for your time

Q&A

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