



*The Egmont Group  
of Financial Intelligence Units*

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Egmont Strategic Analysis Course  
**Session 10**  
Global exercise

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Participant Manual

Version 30 October 2012

### **Y Activity 10.1 - Global exercise**

The purpose of this global case exercise is to give you hands-on experience using the critical thinking analytic techniques taught in this course.

You will be provided with most of the information you will need to develop recommendations for a course of action for the FIU of the fictional country you have been asked to represent.

However, your analysis will also require close cooperation and information-sharing with the teams representing the other 4 fictional countries (you also have in hand the cases for Purpleana, which you may use in your analysis, as required) in order to build your analysis of the crimes and criminals presented.

#### **Scenario**

***The Head of your FIU has been called to appear before a government committee to inform it about the nature and level of criminal activities related to money laundering and/or terrorist financing in the country.***

***The FIU Head will be given 20 minutes to speak to the committee and then will be asked questions by committee members. The committee meets this time next week.***

Your task is to determine the current state of affairs relevant to your country and to determine if there are any threats or vulnerabilities that you should be aware of.

You should be able to determine

- What are the threats?
- What methods are being used?
- Who is involved?
- What is the geographical scope?
- The significance of any threats?

From front to back, this package contains the:

- CIA factsheets for the countries represented,
- Factsheets describing international criminal organizations at play
- NPOs of note
- FIU case files for your country as well as those of Purpleana
- World News editions for 2010
- WNN news website updates

For the purposes of your analysis, you may consider all countries' FIU case files as factual, while news items are not necessarily completely factual.

At the end of this exercise, **you will give a 15-20 minute presentation to your 'FIU Head' outlining the results of your analysis and including recommendations for a course of action for your local FIU.**

Your presentation will include the state of financial crime in your (fictional) country, including a descriptive analysis of the current situation in your country and any other relevant circumstances.

Included in this presentation will be the relevant sources and case information used to make your recommendations.

### **Assessment Criteria**

You will then be assessed as a group. During your presentation you will be assessed on each of the following-

- **Planning** (effective statements of intelligence questions, TOR, clarity of objectives etc)
- **Collection** of information (data sources, organization)
- **Collation** and evaluation of information
- **Analysis** (synthesis and analysis steps)
- **Reporting** (Clarity of conclusions and assessments, results achieved)
- **Dissemination** (Presentation style including use of graphics, suitability to audience, response to questions)

To add a little fun, there will be bonus points for groups that develop and perform their (fictitious) national anthem. (optional)

## Globex exercise

### Activity 6.1 – Customer Checklist

*The Head of your FIU has been called to appear before a government committee next week to inform it about the nature and level of criminal activities related to money laundering and/or terrorist financing in the country.*

*The FIU Head will be given 20 minutes to speak to the committee and then will be asked questions by committee members.*

Your task is to clarify the requirements and expectations of the project but completing a Customer Checklist.

In your individual teams, quickly go through the checklist questions and answer each of them with regards to the issue above.

Answer each of the questions below.

1. Who is the key person whom the product is being developed?

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2. Will this product answer the question the customer asked or the question the customer should be asking? (If necessary, clarify this before proceeding)

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3. What is the most important message to give this customer?

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4. How is the Customer expected to use this information?

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5. How much time does the customer have to digest this product?

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6. What format would convey the information most effectively?

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7. Is it possible to capture the essence in one or a few key graphics?

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8. What classification is most appropriate for this product? It is necessary to consider publishing the paper at more than one classification level?

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9. What is the customer's level of tolerance for technical language? How much detail would the customer expect? Can the details be provided in appendices or backup papers, graphics, notes, or pages?

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10. Will any structured analytic technique be used? If so, should it be flagged in the product?

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11. Would the customer expect you to reach out to other experts within or outside the Intelligence Community to tap their expertise in drafting this paper? If this has been done, how has this contribution of other experts been flagged in the product? In a footnote? In a source list?

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12. To whom or to what source might the customer turn for other views on this topic? What data or analysis might others provide that could influence how the customer reacts to what is being prepared in this product?

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## Globex exercise

### **Y** Activity 6.3 – Terms of Reference

You are now working in your allocated country. Your task is to develop a Terms of Reference for the strategic analysis product that you have been requested to produce by your Head of FIU.

You will find a template on the next page in your manuals. Within your groups, consider what has been asked of you and complete each section of the document.

Once you have completed your ToR, you should sit with your Manager (one of the facilitator's will play this role), agree on what you have proposed and then ensure that you get sign off from your Manager.

#### **Remember – The Task:**

*The Head of your FIU has been called to appear before a government committee next week to inform it about the nature and level of criminal activities related to money laundering and/or terrorist financing in the country.*

*The FIU Head will be given 20 minutes to speak to the committee and then will be asked questions by committee members.*

# Terms of Reference

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## Background:

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## Objectives:

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## Scope

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## Constraints and Project Risk Assessment

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## Methodology

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## Deliverables

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## Timescales

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## Negotiation

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## Signed

Manager \_\_\_\_\_ Analyst \_\_\_\_\_

## Globex exercise

### Activity 7.2 - Information Collection Plan (ICP)

Within your groups develop an Information Collection Plan for the Globex exercise. You may need to continually review and update your Information Collection Plan comes to light.

# Information Collection Plan

Project Name: \_\_\_\_\_

Collection Objectives (Questions)	Insight to be gained	Information type	Information Elements	Information Source	Collection Technique	Outcome
What is the rationale for this project?						
What do we know about the topic						

## Information Collection Plan

Project Name: \_\_\_\_\_

Collection Objectives (Questions)	Insight to be gained	Information type	Information Elements	Information Source	Collection Technique	Outcome
What is the rationale for this project?						
What do we know about the topic						



