



## ***Anacapa Training Courses Fall 2005/Spring 2006 Schedule***

***Analytical Training for Law Enforcement since 1971***

- *Analytical Investigation Methods*
- *Financial Manipulation Analysis*
- *Criminal Intelligence Analysis*

This is our schedule of training courses conducted at the facilities of sponsoring law-enforcement agencies throughout the United States. Course schedules and descriptions are presented on the following pages. Instructions for on-line, fax, or telephone registration are provided on the last page.

We also conduct courses on-site, tailored to the specific needs of the sponsoring agency. In addition to our standard courses, courses are available to address the analysis of several specific types of criminal activity—environmental crimes, subversion of gaming, health-care frauds, insurance frauds, narcotics trafficking, terrorism and violent crimes. On-site courses offer the following additional advantages:

- significant cost savings in registration fees and travel expenses,
- convenience in scheduling and location,
- possibility of joint sponsorship to promote interagency coordination.

Please see the last page for details on arranging an on-site course. Obtain additional information and/or register online at [anacapatraining.com](http://anacapatraining.com).

***Online at [www.anacapatraining.com](http://www.anacapatraining.com)***

Each course includes instruction in concepts, demonstration of techniques, application of techniques in team practical exercises, and feedback and discussion sessions. A coursebook, references, exercise materials, and analytical supplies are provided to each participant. A signed certificate verifies successful completion of each course.

### ***Fall 2005 Schedule of Courses***

<b>Date</b>	<b>Course</b>	<b>Location</b>	<b>Sponsor</b>
August 15 – 19	FMA	Austin, TX	Texas DPS
Sept 19 – 30	CIA	Las Vegas, NV	Las Vegas Metro PD
Oct 24 – Nov 4	CIA	Austin, TX	Texas DPS
Nov 14 – 18	FMA	Miami, FL	Miami-Dade PD
Dec 5 – 9	AIM	Orlando, FL	Orange County SO

### ***Spring 2006 Schedule of Courses***

<b>Date</b>	<b>Course</b>	<b>Location</b>	<b>Sponsor</b>
Jan 23 – Feb 3	CIA	Miami, FL	Miami-Dade PD
Feb 13 – 17	FMA	Las Vegas, NV	Las Vegas Metro PD
Mar 13 – 17	AIM	Austin, TX	Texas DPS
April 24 – May 5	CIA	Boston, MA	---
May 22 – 26	AIM	Seattle, WA	Washington State Patrol
June 5 – 9	FMA	Anaheim, CA	Anaheim PD

### ***About Anacapa Sciences***

Anacapa pioneered the development of techniques for criminal intelligence analysis and has been conducting courses on these techniques for law enforcement since 1971. The company has now developed and conducted training for analysts, investigators, agents, attorneys, security officers, and managers from more than 1,500 agencies, institutions, intelligence networks, and companies throughout the world. Each Anacapa instructor has 25 or more years of experience in intelligence analysis application and instruction. In addition to the courses described in this announcement, Anacapa has developed and conducted hundreds of special training courses for agencies and organizations in North America, Asia, Australia, Europe, and South America. A listing is available, upon request, of agencies and organizations for which we have conducted recent on-site training courses.

## ***Analytical Investigation Methods (AIM)***

**One week, \$545 per person**

### ***Course Description***

This is our basic course in intelligence analysis techniques. It is for analysts, investigators and agents who require analytical techniques to enhance their investigative capabilities. The course addresses the application of analytical methods to the investigation of complex criminal activities such as organized crime, narcotics trafficking, fraud, gangs, gambling, terrorism, conspiracies, and violent crimes. All techniques can be applied without the use of computers or software applications. However, those who do use computers in their analytical work are welcome to bring laptops to the course and to use applications such as Excel, PowerPoint, and analytical programs for completing in-class and practical exercises and for presenting the results of their analyses.

- Link analysis—techniques that clarify relationships among individuals, organizations, telephone numbers, locations, and other types of entities
- Development and assessment of inferences—logical methods that help define the nature and scope of targeted criminal activity and identify the individuals involved
- Analytical charting—graphic methods that provide an understanding of criminal events, activities, and the flow of money and goods
- Concealed income analysis—application of the net-worth method to identify attempts to conceal and launder money acquired from criminal activities

### ***What Recent Participants Said About this Course***

“Great presentation; instructor was very knowledgeable of the subject matter”...“I would definitely recommend this course to anyone or any organization in need of analysts. The skills learned can be used in a variety of situations”...“This course have given me a different way to think problems/situations out”...“This training made you use your brain and the exercises really helped the information sink in”...“The instructor was very knowledgeable and answered all questions.”

## ***Financial Manipulation Analysis (FMA)***

**One week, \$545 per person**

### ***Course Description***

This course is for investigators and analysts who are not accountants but who must analyze complex financial manipulations performed to disguise and transfer money gained from illegal activities. The course provides instruction in financial profiling techniques that can be employed to identify concealed income and potential money laundering, identifying indicators of financial manipulation, as well as techniques for tracing money through businesses and financial institutions. Numerous in-class exercises provide hands-on practice in all techniques. All techniques taught in the course can be applied without the use of computers or software applications. However, those who do use computers in their analytical work are welcome to bring laptops to the course and to use applications such as Excel, PowerPoint, and other analytical programs for completing in-class and practical exercises and for presenting the results of their analyses.

- Financial profiling—net worth, source and application of funds, and bank deposits methods of identifying and estimating concealed income and possible money laundering
- Analysis of business financial statements and accounting records—determining the flow of money through businesses and identifying indicators of financial manipulation
- Analysis of business linkages—graphic methods of determining relationships among businesses
- Tracing money through financial institutions—analysis of the subversion of financial institutions and identification of indicators of the manipulation of financial systems

### ***What Recent Participants Said About this Course***

“Although I was hesitant about being in the course (I was not here by choice), I came away with a firm grasp of the subject and thoroughly enjoyed the course”...“A natural progression that was both informative and understandable”...“The instructor was prompt, professional and well-prepared”...“A very good course—a lot of information provided in a short period of time”...“I learned much that I had never been introduced to in my 24 years of law-enforcement experience”

# ***Criminal Intelligence Analysis (CIA)***

**Two weeks, \$970 per person**

## ***Course Description***

This course is designed for dedicated analysts assigned to intelligence units, task forces, crime prevention teams, and related special units. It provides techniques for analyzing information relating to complex criminal activity—organized crime, narcotics trafficking, frauds, conspiracies, violent crimes, vice, terrorism, extortion, theft and fencing, and others. The course will benefit analysts who are new to the field as well as those who have skills in the application of computer-based analytical and presentation tools such as Excel, PowerPoint, and/or any of the available intelligence analysis applications. The successful completion of the course does not require the use of a computer or the application of any of these tools; however, the practical exercises are designed to accommodate those who wish to bring their laptop computers and learn to use these tools most effectively for analysis. Also, this course, more than its previous versions, emphasizes the development of skills in analytical thinking (recognized by intelligence analysis experts as the most important component of the analytical process). The following topics are addressed in this course, in the order listed:

- **The Intelligence process**—presentation of data collection, data evaluation, data collation, data description, inductive reasoning, hypothesis generation, and inference development and assessment as a process
- **Link analysis**—development of association matrices and network diagrams to show the relationships among entities of interest; demonstration of computer-based link analysis
- **Development of inferences**—application of inductive logic to understanding the nature and scope of complex criminal activity and to identifying the key individuals involved; practice in going from data to premises to inferences
- **Assessment of inferences**—understanding and using probability in assessing and reporting the level of confidence the intelligence user should have in the inference
- **Logical briefings and written reports**—how to use the analytical framework as the model for reporting the results of an analysis
- **Flow and transaction charting**—development and application of charts to show the flow of commodities such as stolen goods, narcotics, communications or money; demonstration of the development of computer-based transaction charts to show money flow among financial institutions
- **Other charting techniques**—event charting to relate a series of events along a timeline and activity charting to show the details and methods of criminal activities
- **Analysis of patterns and relationships**—techniques for analyzing quantitative data to ascertain crime patterns and relationships; demonstration of the use of spread-sheet programs for analysis
- **Analysis of trends**—techniques for analyzing and estimating trends using both manual and computer-based tools
- **Concealed income analysis**—application of the net worth method to identify individuals who are attempting to conceal income acquired from criminal activities or engage in money laundering
- **Concepts and strategies of computer-aided analysis**—approaches to getting the most benefit from computer-based analytical tools
- **Psychology of intelligence analysis**—the mental machinery required for analysis, examining the reasoning process, overcoming human cognitive limitations and perceptual biases, coping with uncertainty in analysis

## **What Recent Participants Said About This Course**

“I feel I gained from each session of this course”...“We worked hard every day, but it was never overwhelming. Great experience overall!”...“The techniques will be very helpful in the tracking of gang members and organized crime families (what I do)”...“It is very good to get the basics (pen and paper) before using any computer programs. This aids in knowing if the computer program is giving you a correct work product”...“GOOD CLASS!! Having just come off the streets as a beat officer and being promoted to investigator, I gained a great deal from this course”...“The instructor did a great job in presenting all the material in the course; he helped me understand all of the course instruction”...“Coming into the course, I was not familiar whatsoever with intelligence analysis; but now I feel confident that if given an analysis task I could break it down and present it in a professional manner. And make sense!”...“I felt challenged (but not frustrated) through most exercises. Group exercises and presentations are a good method. I wish more from my office had taken this course”...“Outstanding course! I would recommend this course as a foundation course for all criminal intelligence analysts. The course also provides value for military personnel in the force protector and military intelligence areas”...“The instructor was top drawer—what a pro! He was well organized, generous with evaluations of student work, and flexible regarding various approaches and different software”

## **Arranging for an On-Site Course**

**A**ll courses are available for on-site presentation. The total course cost quoted below includes all professional labor for preparing and conducting the course, instructor travel expenses, coursebooks, related instructional materials, and all course supplies. The host agency supplies the training facility and instructional equipment. To arrange for a closed course or to obtain more information, please call 805-966-6157, Ext. 10, fax 805-966-7713, or email [Bagates@anacapasciences.com](mailto:Bagates@anacapasciences.com).

<b>Course</b>	<b>Number of Participants</b>	<b>Total Cost</b>
Analytical Investigation Methods (AIM)	Up to 24	\$8,976
Financial Manipulation Analysis (FMA)	Up to 24	\$8,976
Criminal Intelligence Analysis (CIA)	Up to 24	\$16,440

## **Registering for a Scheduled Course**

**P**lease complete the form below to register each person for each course. You may also register online at [www.anacapatraining.com](http://www.anacapatraining.com). The fee must accompany each registration. Upon receipt, we will confirm your registration and send you information on the course, training facilities, and accommodations. Costs of accommodations, meals, and related travel are not included in the fee. Full refund will be provided for cancellations made before the course convenes; substitutions may also be made at any time. For more information please call 805-966-6157, Ext. 10.

<b>Registration</b>			
<b>Course:</b>	Date	Type	Location
<b>Registrant:</b>	Name	Title	
	Organization		
	Address		
	Telephone		Fax
<b>Fees:</b>	AIM or FMA = \$545; CIA = \$970		
<b>If Credit Card Payment:</b>	Acct # _____ - _____ - _____ - _____		
Circle one:	<input type="checkbox"/> Visa <input type="checkbox"/> MC              Expiration Date: _____		
<b>Mail or Fax to:</b>	Registrar Anacapa Sciences, Inc. P. O. Box 519 Santa Barbara, CA 93102-0519		
		<b>Fax: 805-966-7713</b>	

**Anacapa Sciences, Inc.**  
P. O. Box 519  
Santa Barbara, CA 93102-0519

*Address Service Requested*

Prsrt. Std.  
U.S Postage  
**PAID**  
Permit No. 1691  
Oxnard CA

***Fall 2005/Spring 2006 Schedule of Anacapa Training Courses***  
***Analytical Training for Law Enforcement since 1971***