



**Triple I Solutions Lesson Plan**

**Lesson Plan Title:** Smugglers, Inc.® 2.0 (10 Hours)

**Course Reporting Number (TCOLE Texas):** 3407

**Lesson Plan Owner:** Triple I Solutions

**Proprietary:** Yes - Triple I Solutions USPTO Serial Number: 5188668

## Lesson Plan Cover Sheet

**Course Title:** Smugglers, Inc.® 2.0 (10 Hours)

**Course Reporting Number/Category (TCOLE):** 3407

**Version Date:** 5/1/2025

**Version Number:** 2.0

**Version Author/Editor:** Triple I Solutions

**Course Description:** Smugglers, Inc.® 2.0 is a proprietary, tradecraft-focused course built from over two decades of operational interdiction experience. Unlike traditional highway drug interdiction programs, this 10-hour course exposes officers to the *real-world tactics*, *deception techniques*, and *clandestine behavior* used by high-level smuggling groups operating across North America.

Developed and delivered by the interdiction subject matter experts at Triple I Solutions, this course dives deep into the structure, recruitment, movement, and concealment strategies used by smuggling operatives. Participants will learn how to detect clandestine tradecraft during roadside encounters, identify behavioral deception during interviews, and articulate their observations for both investigative and courtroom purposes.

Course content is rooted in lived case experience—not statistics—and reinforced through field-proven strategies, case study analysis, and interactive discussion. Officers will leave with sharper instincts, practical tools, and courtroom-defensible methods to dismantle complex smuggling operations at every level.

**Course Delivery Method:** Lecture, pre-instructional strategy, class discussion, group and individual exercise, role-play activities.

**Testing/Assessment Method:** Student will be engaged in Q&A type questions, during the course of each lesson objective, as well as at the end of each objective to determine their ability to comprehend the material by open discussion Q&A based on the topic and case studies.

**Hours:** 10.00

**Non-Training Credit Hours:** 0.00

**Total Attendance Hours:** 10.00

**Total Attendance Days:** 1.00

**Target Audience:** Certified Law Enforcement and Intel Analysts

**Minimum/Maximum Student Enrollment:** 100

**Student Prerequisites:** N/A

**Student Requirements** (all students must attend 100% of scheduled hours and successfully complete assessments): 100%

**Instructor Credentials:** Subject Matter Expert

**Instructional Materials/Aids:** ☒ Lesson Plan ☒ PowerPoint ☐ Student Handout ☒ **Lifetime Access to On-Demand Version**

**Equipment/Supplies:** Keynote Presentation and Videos, Instructor Lecture, Copies of attachments as appropriate

**Resources/References:** This course was developed based on the Triple I Solutions instructors' personal operational experiences in the field of criminal and terrorism interdiction. The presentation material is comprised of audio/video recordings and photographs of interdiction stops conducted by the instructors.

**Terminal Learning Objective (TLO):** Upon successful completion of this course, students will be able to identify smuggling tradecraft during roadside encounters, conduct effective behavioral elicitation interviews, and lawfully apprehend smuggling operatives using sound interdiction methodology grounded in real-world experience.

**Enabling Learning Objective(s) (ELO):**

**Students will be able to:**

1. Identify and validate smuggling tradecraft and cover tactics during roadside encounters.
2. Recognize countermeasures used by smuggling operatives to conceal intent, identity, and activity.
3. Understand and differentiate the structural tiers of smuggling operations and the tradecraft used at each level.
4. Apply analytical interviewing and elicitation techniques to uncover deceptive narratives.
5. Detect rehearsed cover stories and analyze influence tactics used during field interviews.
6. Classify types of lies and their behavioral markers.
7. Distinguish between deceptive and non-deceptive behavioral cues.
8. Identify signs of clandestine operations through verbal and non-verbal indicators.
9. Extract actionable intelligence through tradecraft-based interview methods.
10. Demonstrate legally sound consent procedures during interdiction stops.
11. Recognize fear-based behavioral changes during vehicle operation and roadside contact.
12. Identify occupant demeanor shifts indicative of stress or concealment.
13. Detect smuggling-related tradecraft within NCIC/NLETS returns and physical documentation.
14. Analyze on-screen case studies to connect operational tradecraft with real-world interdiction indicators.

## Topic Delivery Schedule

Unit No.	Title (must match content unit number and title)	Duration	Delivery Day
<b>DAY 1</b>			
<b>Check-In</b>	Check-In and Verification	30	Day 1
1.1 to 1.3	<b>Introduction</b> <ul style="list-style-type: none"> <li>Self-Evaluation and Officer Observation Skills and Personalities</li> <li>Downfall of Statistic Led Enforcement using indicator</li> <li>Defense Attorney Tactics and Purpose</li> </ul>	20 Minutes	Day 1
2.1	<b>The Tradecraft &amp; Clandestine Operations (COATIS)</b> <ul style="list-style-type: none"> <li>Tradecraft, countermeasures, and tiers of smuggling operations</li> </ul>	30 Minutes	Day 1
	Break	10 Minutes	Day 1
2.1 & 2.2	<b>The Tradecraft &amp; Clandestine Operations (COATIS)</b> <ul style="list-style-type: none"> <li>Tradecraft, countermeasures, and tiers of smuggling operations (Cont...)</li> <li>Operational Norms of various Smuggling Operations</li> </ul>	50 Minutes	Day 1
	Break	10 Minutes	Day 1
2.2 & 2.3	<b>The Tradecraft &amp; Clandestine Operations (COATIS)</b> <ul style="list-style-type: none"> <li>Operational Norms of various Smuggling Operations (Cont...)</li> <li>Hierarchy of Smuggling Organizations relative to transportation</li> </ul>	50 Minutes	Day 1
	Break	10 Minutes	Day 1
3.1	<b>Analytical Interviewing / Elicitation HUMINT</b> <ul style="list-style-type: none"> <li>Understanding Motivation of Communication</li> </ul>	60 Minutes	Day 1
	Lunch at Large	45 Minutes	Day 1
3.1	<b>Analytical Interviewing / Elicitation HUMINT</b> <ul style="list-style-type: none"> <li>Rehearsed and Cover Stories in Clandestine Operations</li> <li>Influence Tactics Used to Avoid Detection During an Interview</li> </ul>	50 Minutes	Day 1
	Break	10 Minutes	Day 1
3.2 & 3.3	<b>Analytical Interviewing / Elicitation HUMINT</b> <ul style="list-style-type: none"> <li>Rehearsed and Cover Stories in Clandestine Operations</li> <li>Types of Lies in Deceptive Responses</li> </ul>	50 Minutes	Day 1
	Break	10 Minutes	Day 1
3.4 & 3.6	<b>Analytical Interviewing / Elicitation HUMINT</b> <ul style="list-style-type: none"> <li>Behavioral cautions and misinterpretations</li> <li>Various Verbal &amp; Non-verbal Deceptive Markers Present in Interviews</li> </ul>	50 Minutes	Day 1
	Break	10 Minutes	Day 1
4.1, 4.2, 4.3, 5.1, 5.2, 5.3	<b>Directed Stops</b> <ul style="list-style-type: none"> <li>Directed Stops Defined</li> <li>Whisper and wall-off stops and follow up judicial process issues</li> <li>Consent (the how and when to ask)</li> </ul> <b>Smuggler Target Selection</b> <ul style="list-style-type: none"> <li>Target Selection Techniques</li> </ul>	50 Minutes	Day 1
	Break	10 Minutes	Day 1
6.1 Cont	<b>Case Study</b> <ul style="list-style-type: none"> <li>Traffic Stop Review-Course Completion</li> </ul>	60 Minutes	Day 1

Smugglers, Inc.® 2.0 is a **proprietary** course developed by Triple I Solutions (GCSTC, LLC) and is a registered trademark and service mark of Triple I Solutions. **US Office of Patent and Trademark Serial Number 5188668.**

## Assessment

For practical or skills assessment, insert specific designed form. Below is an assessment for a written exam or group discussion.  
Insert rows as needed

Question No.	Question	Answer(s)	ELO
1.	Give two examples of tradecraft discovered during elicitation?	Rehearsed and Cover Stories	6
2.	What two phrases are NOT to be use when asking for consent?	Can I "Look"? Can I "Check It Out"?	12
3.	What tactic is used to register cars of smugglers to prevent surveillance by LE?	Registering them to no lead addressess or PMB locations like UPS.	15
4.	Cover story is what type of Lie?	Lie of Influence	8
5.	Creation of distance is noticed during what part of traget selection?	Initial Observation of potential target	13