



**Triple I Solutions Lesson Plan**

**Lesson Plan Title:** Smugglers, Inc.® 2.0 (Regional Edition – 10 Hour)

**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 (Regional Editions – 10 Hour)

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

**Version Date:** 1/17/2024

**Version Number:** 1.0

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

**Course Description:** A comprehensive proprietary course developed and delivered by instructors of Triple I Solutions, covering in-depth knowledge of all tiers of smuggling operations throughout North America. Developed based on personal operational experience of the staff at Triple I Solutions, the course covers an in-depth look at the business operations and tradecraft of clandestine smuggling groups, the active countermeasures used to maintain operation security, as well as what processes are exploited to operate in plain sight. The course enhances the student's ability to identify smugglers, articulate the learned objectives and tactics in a report, as well as prepare the student to effectively testify to the observations in a court proceeding. Upon completing this course, the student will not only have the knowledge necessary to be more effective, but also the confidence to employ the learned tactics to produce and deliver solid interdiction cases to the prosecutors.

**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 Verison*

**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 completion of the class, the student will be able to properly identify smuggling tradecraft, conduct objective roadside elicitation, and apprehend smuggling operatives.

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

**Students will be able to:**

1. Be able to identify the process of recognizing tradecraft, validating the presence of clandestine smuggling operations and recognize cover/countermeasures used in smuggling operations.
2. Be able to identify elements of tradecraft presence during roadside contacts.
3. Be able to identify methods used by clandestine organizations to maintain secrecy while engaged in smuggling.
4. Be able to identify smuggling tiers and all tradecraft associated with each tier.
5. Be able to demonstrate practical application of analytical interviewing.
6. Be able to identify covert cover stories used in smuggling operations.
7. Be able to identify influential methods used by clandestine organizations to maintain secrecy while being interviewed.
8. Be able to identify various types of lies.
9. Be able to identify behaviors not solely related to deception.
10. Be able to effectively illicit tangible intelligence from interviewees through identifying tradecraft in interviews.
11. Be able to identify various deceptive markers present when interviewing a person involved in clandestine activity.
12. Be able to effectively demonstrate the proper methods of gaining consent to search a vehicle or any object.
13. Be able to identify fear-based driving behavior changes.
14. Be able to identify suspicious occupant demeanors.
15. Be able to identify tradecraft of smuggling on NCIC/NLETS returns.
16. Be able to identify tradecraft within documentation of target vehicles.
17. Student will be able to engage in analysis of specific case studies in this part of the course by identifying all learned objectives and effectively apply them through on-screen exercises.

## 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 address 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