

INFLUENCING HUMAN BEHAVIOR

ACTIVITY: Factors Influencing Human Behavior

PROGRAMS: To understand and identify factors which contribute or are believed to contribute to influencing human behavior. The studies fall into three categories: (a) personality factors; (b) techniques; and (c) methods to detect whether or not the techniques have been used. The categories are inter-action, that is, it is impossible to do studies in category (c) without also going through procedures (b) and selection procedures which fall in category (a).

Because the terms "influencing behavior" or "controlling behavior" can readily be misconstrued, it is important to define the terms and to understand the procedures that were pursued, how and by whom. By "influence and control" is meant increasing the probability of occurrence of an outcome at least for predictive purposes. Techniques that have been examined are hypnosis and sleep suggestibility. In each instance, our projects effectively supplemented a research program that was already on-going in the principal investigator's facility, which was being funded by non-Agency sources and the results of which had already been published, at least, in part in the open professional literature. In short, the unofficial or at least not-formalized policy has been to identify acknowledged expertise through open professional literature and supplement already on-going research programs. None of the work has been classified, the association with the Agency commonly was classified. Completed studies of the research have been published without acknowledgment of Agency sponsorship. □

(b)(1)
(b)(3)

Current research sponsored by ORD is examining the efficacy of hypnosis and other techniques (biofeedback, desensitization) as a means of nullifying the effectiveness of the polygraph as a security screening device. □

(b)(1)
(b)(3)

INFLUENCING HUMAN BEHAVIOR (continued)

A great many of the Behavioral Science research projects are dependent upon human volunteer subjects. Current practice is to adhere strictly to the HEW guidelines concerning the use of human subjects and all current contracts carry language to that effect, as well as assurances that the anonymity of volunteer subjects will be maintained. Prior to the existence of the published HEW guidelines, the working policy followed by [redacted] (b)(3) was to have the principal investigators adhere to the institutional professional, and ethics criteria that were ordinarily used. In short, research subjects being used on Agency-sponsored research were to be treated no differently than research subjects on projects sponsored by other U.S. Government or private groups.

INFLUENCING HUMAN BEHAVIOR

[] ORD has supported research which has attempted to understand and identify factors which contribute or are believed to contribute to influencing human behavior. The studies fall into three categories: (a) personality factors; (b) techniques; and (c) methods to detect whether or not the techniques have been used. The categories are interactive, that is, it is impossible to do studies in category (c) without also going through procedures (b) and selection procedures which fall in category (a). (b)(3)

Because the terms "influencing behavior" or "controlling behavior" can readily be misconstrued, it is important to define the terms and to understand the procedures that were followed in determining whether or not research would be pursued, how and by whom. By "influence and control" is meant increasing the probability of occurrence of an outcome at least for predictive purposes. Techniques that have been examined are hypnosis and sleep suggestibility. In each instance (and with the same contractor, [] (b)(3)

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CONFIDENTIAL [] (b)(3)