



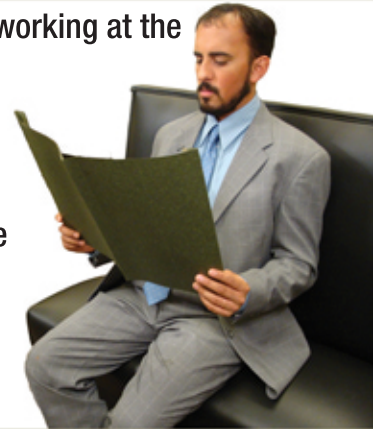
Iranian Counterintelligence Interview Simulation

Summary

- Users practice developing a relationship with an Iranian immigrant through simulated conversation with Sirous Shirazi, an Iranian living in the United States for ten years.
- Users receive ongoing feedback as well as a post-conversation assessment of their mastery of the learning objectives.
- Intended for users focusing on counterintelligence activities, and applicable to anyone who desires training in cultural awareness.
- Engaging, different conversations promote repeated practice and generalizable skill building.
- This training system contains two conversations; after mastering the skills in the first conversation with Sirous, users can continue to the second conversation, incorporating information gained from the first meeting.

Scenario

- Users assume the role of a counterintelligence agent talking to Sirous Shirazi, an Iranian working at the research and development division of a software company in Los Angeles.
- Sirous behaves differently in every simulated conversation, based on variations in personality, personal history, receptiveness to you, and current work and family situation.
- Sirous' level of trust will change based on the rapport the user is able to build with him.
- If Sirous agrees to a second interview, he will remember all that was discussed during the previous conversation.
- Topics that the user can discuss include the following:
 - Family and life in America
 - Food
 - A potential second interview during the first conversation
 - Job and Education
 - Religion
 - A potential third interview and asking Sirous for a favor during the second conversation
 - Family and life in Iran



Learning Objectives

After achieving mastery through repeated conversations, the user will be able to:

- Identify the best way to contact a subject
- Demonstrate an awareness of things to avoid when creating interview question
- Explain what a “show stopper” is and how to respond to it
- Demonstrate an understanding of general interview technique
- Describe an Iranian’s cultural expectations regarding age, family, friends, money and status, ta’arof, Islam, and Iranian history
- Define taghiyeh and compare zaher and baten



Seat Time

- Approximately 3 hours of e-learning material, including:
 - Extensive history and cultural information
 - Simulated conversations last 20-25 minutes.
 - Average user will require 8-10 hours to achieve mastery of the learning objectives, but can learn the basics in a few hours.
- NOTE: Figure does not account for longer-term “refresher” sessions, which will vary by user.