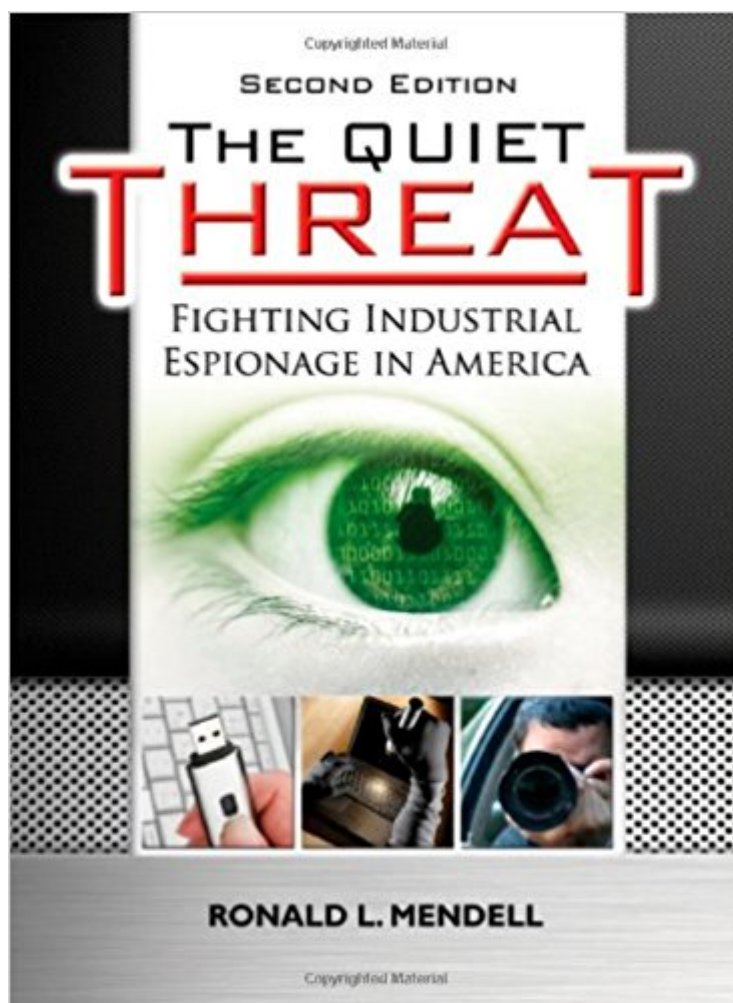


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# The Quiet Threat: Fighting Industrial Espionage In America



## Synopsis

In the years since the first edition, industrial and corporate espionage have not diminished. There has been, however, an increase in awareness about the issues. There are more graduate-level programs in business and in security that are offering courses and training on intelligence gathering in the commercial sector. Training in the protection of confidential documents and materials that forms a part of security certification programs has been updated. With the large amount of outsourcing in the technological sector overseas, information transfer and leakage continues to be a serious problem, and as long as corporations see outsourcing as a way to save money in the short term, dangers will persist. The security community will need to continue to pursue this issue politically and socially. Accordingly, the text focuses on these issues and gives the reader a real sense of how industrial spies are persistent and clever in circumventing defenses. It examines both the defensive and offensive tactics necessary to fight industrial espionage. Living with paradox should be the theme for the security professional, and the book draws wisdom from political philosophers like Machiavelli to aid in that perspective. A clear plan of action in dealing with industrial espionage in a fluid, mobile, information-rich business environment is offered. Two additional chapters cover the tradecraft of the industrial spy and the uses of data mining in gathering business intelligence. An outline is offered for planning an intelligence campaign against a target, and a sample strategic intelligence report about a business is included. In addition, there is also a glossary of terms related to industrial espionage. These additional tools should increase a security professional's awareness of the corporate spy's mindset, which is a major portion of the battle. This book will serve as a valuable resource to security professionals in law enforcement and the business sector.

## Book Information

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## Customer Reviews

Ronald L. Mendell worked as a legal investigator for thirteen years inquiring into diverse cases ranging from product liability to medical malpractice to financial investigations. He holds a B.S. degree in the Humanities from the University of the State of New York. Currently, he writes on science, technology, and investigative issues. His prior book, *How to Do Financial Asset Investigations*, 2nd edition, was released by Charles C Thomas, Publisher, Ltd. in late spring 2000. Charles C Thomas also published his book *Investigating Computer Crime: A Primer for Security Managers* in 1998. He currently works in technical support for a high-tech company in Austin, Texas.

It's that good! Every page you will learn a new way to get to or protect secrets. Highly Recommended!and yes I've already used the book to attain information!

I came across this book as I did my advanced degree in competitive intelligence at American Military University. With globalization, outsourcing, consolidation, convergence and the constantly advancing information age in which we find ourselves today, it has become more challenging for businesses and organizations to reconcile the necessity to be inclusive and open with the need for security. Chances for unwitting and seemingly unavoidable loss of competitive secrets have multiplied, even as information thieves have become more stealthy; always seeming to be a step ahead of contemporary security measures. Mendell shows how twenty-first century business dynamics have made it such that partners and associates are easily turning to aggressors before some companies realize it. This is not fear-mongering. The threats are real, as this book shows. The threat to the integrity of the competitive information of US firms is quite serious. Yet, such information seem to be at the mercy of highly sophisticated and motivated national and international information hoodlums. But no more can these thugs operate with ease. In *The Quite Threat*, Mr. Mendell has crafted a handbook for every company or organization in the United States that has any competitive secret at all to protect. Indeed, as the book states, "friendly competitors don't exist - whether domestic or foreign." Yet, this book goes beyond enabling security professionals to sharpen their skills as spy catchers, but to make them super experts in counterintelligence and as collectors of intelligence themselves. In other words this book emphasizes proactive intelligence strategies

more than reactive techniques. Indeed, it creates agents on the offensive. My fear is that in spite of this book, many firms will still underestimate the threat that they face until something happens, when the damage is already done. I decry the fact that despite the sordid espionage cases that abound, as this book shows, many executives still think that it can't happen to them until it's too late. There are many other books that address corporate espionage but, I seriously recommend this book because it is very comprehensive and yet precise - with only about 184 information-packed pages (Nwankama Nwankama).

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