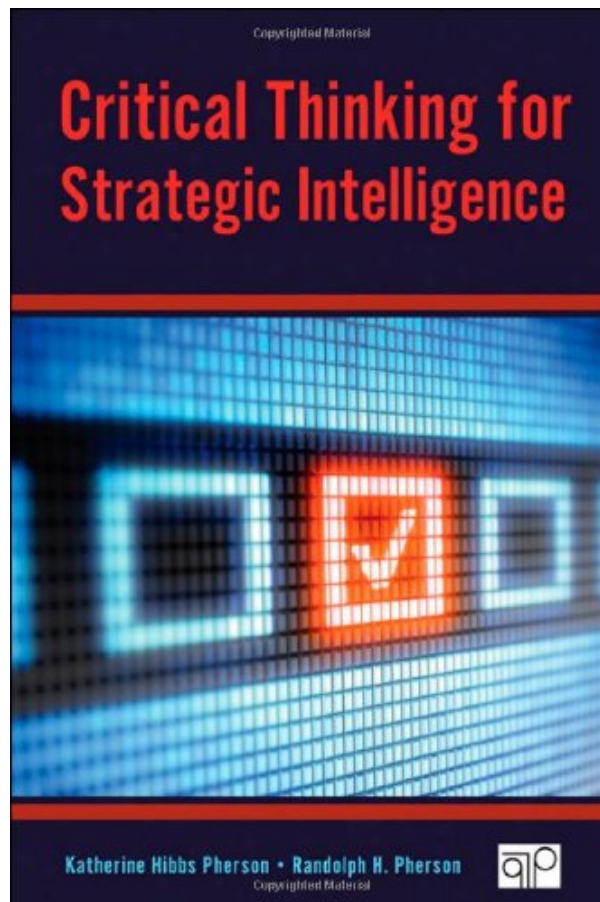


CRITICAL THINKING FOR STRATEGIC INTELLIGENCE BY KATHERINE HIBBS PHERSON, RANDOLPH H PHERSON



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Critical Thinking for Strategic Analysis is organized around twenty key questions that all analysts should ask as they prepare to conduct research, draft papers, and present their analysis. We divided the twenty questions into four groups, focusing on the four stages of generating an analytic product: 1. How do I get started?

2. Where is the information I need?

3. What is my argument?

4. How do I convey my message most effectively?

We have long contended that the best way to learn is by doing. In writing this book, we choose to practice what we preach by including a set of case studies that the reader can use to reinforce understanding of the key points in the book. The case studies focus on a wide range of topics, covering political, economic, military, cyber, and health-related issues. At the end of each chapter, we provide a set of questions instructors and students can use to test whether the key teaching points have been absorbed. Throughout the book, feature boxes will alert you to the need to stop and reflect, and identify what structured analytic techniques best support the activities discussed in that chapter. We also include some of our favorite quotations and a robust set of graphics and text boxes to illustrate key points. The back cover of the book includes a foldout graphic, the Analyst's Roadmap, that captures on one page key points made in the book.

The answers to the questions found at the end of each chapter are contained in a set of instructor materials that are free as a downloadable PDF to all instructors as well as government and private sector analysts who purchase the book. The graphics contained are also available to instructors and government and private sector analysts as free, downloadable JPEG and PowerPoint slides. You can register to obtain these instructor materials at college.cqpress.com/sites/intel-resources/.

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A great book for analysts in Competitive intelligence, Intelligence and Law enforcement

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In competitive intelligence, when most book writers darken pages with fragile advice on how to process data, Katherine and Randolph Pherson enlighten our thinking with a robust pledge to put first things first by focusing initially on applying solid critical thinking skills to the analytic process. After decades of belief that gathering information is the primary requirement for generating good analysis, Critical Thinking for Strategic Intelligence reverses this approach, arguing that this only produces information overload--a problem that can be corrected by applying the critical thinking skills taught in this book.

Dr Pascal M. Frion

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6 of 7 people found the following review helpful.

Works for the IC, works for the Business Community too

By Ohain

I was drawn to Critical Thinking for Strategic Intelligence by a referral from a former colleague and was amazed at the clarity it presented for the business world as well as for the Intelligence Community for whom it was created.

For more than 30 years I have been involved in what is now called Information Technology or IT. First as an early adopter of IT (consumer) for an insurance business and later working in the IT manufacturing industry - much of that being in intelligence and defense markets around the world.

Throughout my career the need to produce written reports was an inherent part of the job. Business plans are the basis for most reports. These are needed to justify company investment in my projects, to justify continued investments in the projects, and to learn from the projects at end-of-life.

Business plans need to include all aspects of the project with special emphasis on the elements most important to the intended audience, for example: the marketing requirements to the engineering and customer service audiences, the financial plan and budget to the funding audience. In essence, business plans deliver intelligence to an intended audience.

The authors of Critical Thinking for Strategic Intelligence do a fantastic job of taking their years of experience in intelligence analysis and breaking it down into finite pieces and plans to follow to deliver a product to the customer.

As a textbook for analysts, this is a great work. As a textbook for the business planner, this book delivers quantified methods and checklists to not only improve the planning process but to help sharpen it for the various intended audiences while emphasizing a fair and independent perspective - something often lacking in business plans.

This book is an impressive addition to a business planner's collection of methods and techniques. Well worth the investment.

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