



ELICITING CORPORATE INFORMATION

Elicitation is a technique used to discreetly collect information that is not publicly available.

KNOW THE SIGNS

- Pretending to have knowledge in common with a person
- Asking a question to which the answer contains at least one presumption
- Building a rapport before soliciting information
- Indicating disbelief or opposition in order to prompt a person to offer information in defense of their position
- Enticing the person to direct a question toward you, in order to set up the rest of the conversation
- Giving information in hopes that a person will reciprocate
- Encouraging a person to expand on what he/she already said

RESPOND EFFECTIVELY

Know what information should not be shared, and be suspicious of people who seek such information. You can politely discourage conversation topics and deflect possible elicitation by:

- Referring them to public sources
- Ignoring any question or statement you think is improper
- Changing the subject
- Deflecting a question with one of your own
- Responding with, "Why do you ask?"
- Giving a nondescript answer

Keep Your Information Safe

Attempts to gather corporate information are usually non-threatening, easy to disguise, deniable, and effective. Do not tell people any detailed information they are not authorized to know. This includes personal information about you, your family, or colleagues.