

and carry out deception operations that target enemy preconceptions about US air strategies and capabilities. The team will concentrate on providing misinformation to the enemy and tricking them into believing false information about the USAF. When the battle for air superiority begins, these misconceptions will surprise and/or paralyze the enemy, giving the US the advantage to destroy threats and gain control of the air. Additionally, deception teams are a reasonable solution in a time when the Air Force has to do more with less. The cost of a five-person team is significantly cheaper than the cost of more aircraft or equipment in a lengthy air battle.

Creating deception teams is an important start to incorporating a psychological element of war into US strategy, but it is not enough. USAF members need more training in the importance of deception and its uses, as well as some deception operations integrated into AF exercises.¹⁵⁶ Developing these ideas now will facilitate deception's use with future leaders. In *The Strategy of Indirect Approach*, Sir B.H. Liddell Hart wrote that when commanders focus on the tactical elements of execution, they forget to incorporate the psychological elements of war.¹⁵⁷ Integrating deception tactics into exercises and training will foster an environment where commanders can use all of their available resources, to include the mental elements, and be able to use diverse tactics to defeat enemies. The USAF should not squander the deception lessons from OB and ODS; they should build upon these practices and promote deception as a viable tool to help defeat enemies.¹⁵⁸

People throughout the world use deception everyday. Some, like magicians, even get paid for it. The audience enjoys being tricked and cannot believe their eyes when they are surprised. What people do not know is that magicians are typically setting up for their next trick while performing the previous trick to keep the audience member's eyes diverted from the setup area.¹⁵⁹ Deception teams will be doing the same, setting up for the ruse while enemies are not

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- ⁷⁹ Roger Cliff et al., *Entering the Dragon's Lair: Chinese Antiaccess Strategies and Their Implications for the United States* (Santa Monica, CA: RAND Corporation, 2007), 32.
- ⁸⁰ *Ibid.*, 31.
- ⁸¹ *Ibid.*, 29-30.
- ⁸² Maria Snegovaya, "Russia Report I: Putin's Information Warfare in Ukraine," *Institute for the Study of War*, September 2015, 9.
- ⁸³ Alan S. Binder and John Morgan, "Are Two Heads Better Than One?: An Experimental Analysis of Group vs. Individual Decision-making" (working paper, National Bureau of Economic Research, Cambridge, MA, September 2000), 14, 32.
- ⁸⁴ *Ibid.*, 46.
- ⁸⁵ Roger McHaney, Joey F. George, and Manjul Gupta, "An Exploration of Deception Detection: Are Groups More Effective Than Individuals?," *Communication Research*, September 2015, 1.
- ⁸⁶ *Ibid.*, 4.
- ⁸⁷ *Ibid.*, 4-5.
- ⁸⁸ *Ibid.*, 5.
- ⁸⁹ *Ibid.*
- ⁹⁰ *Ibid.*, 12. ; Charles Pavitt, *Small Group Discussion: A Theoretical Approach* (Scottsdale, AZ: Gorsuch Scarisbrick, 1994), 51.
- ⁹¹ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 430 of 5478.
- ⁹² Pavitt, *Small Group Discussion*, 54. This conclusion is relative to quality tasks – tasks that do not have an objectively correct answer, not accuracy tasks. As deception is a quality task – there is no right or wrong, but the solutions need to be quality, this applies to the discussion.
- ⁹³ Pavitt, *Small Group Discussion*, 47, 52.
- ⁹⁴ *Ibid.*, 47.
- ⁹⁵ *Ibid.*
- ⁹⁶ *Ibid.*
- ⁹⁷ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 2184 of 5478.
- ⁹⁸ The drawback here is that there needs to be a quality starting point to determine the complimentary personalities. A more in-depth study of that personality would ensure a quality personnel starting point.
- ⁹⁹ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 1760 of 5478.
- ¹⁰⁰ I know this from personal experience with interviewing for two different units, one in the AF Reserves and one in the Air National Guard.
- ¹⁰¹ Joint Publication 2-0, *Joint Intelligence*, 22 October 2013, ix.
- ¹⁰² Brigadier General John F. Stewart Jr., G2 - Army Director of Intelligence, Operation Desert Storm The Military Intelligence Story: A View from the G-2 3D U.S. Army, April 1991, 24.
- ¹⁰³ *Ibid.*, 25.
- ¹⁰⁴ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 1999 of 5478.
- ¹⁰⁵ *Ibid.*, Kindle location 2284 of 5478.
- ¹⁰⁶ Ewen Montagu, *The Man Who Never Was* (Philadelphia and New York: J.B. Lippincott Company, 1954), 32. ; Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 3568 of 5478.
- ¹⁰⁷ Joint Publication 3-01, *Countering Air and Missile Threats*, 23 March 2012, IV-12.
- ¹⁰⁸ *Ibid.*
- ¹⁰⁹ *Ibid.*
- ¹¹⁰ Latimer, *Deception in War*, 195.

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- ¹¹¹ Ibid.
- ¹¹² Chris Frates and Curt Devine, “Government Hacks and Security Breaches Skyrocket,” *CNN*, 19 December 2014, <http://www.cnn.com/2014/12/19/politics/government-hacks-and-security-breaches-skyrocket>.
- ¹¹³ Cliff et al., *Entering the Dragon’s Lair*, 55-56.
- ¹¹⁴ Cliff et al., *Entering the Dragon’s Lair*, 56.
- ¹¹⁵ Capt Todd Fisk et al., “Integrating Stealth,” *Air and Space Power Journal*, November-December 2015, 9, http://www.airpower.maxwell.af.mil/digital/pdf/articles/2015-Nov-Dec/Integrating_Stealth.pdf.
- ¹¹⁶ Office of Research and Development Central Intelligence Agency, *Deception Maxims*, 44.
- ¹¹⁷ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 102 of 5478. ; Office of Research and Development Central Intelligence Agency, *Deception Maxims*, 44.
- ¹¹⁸ Simon McGregor-Wood, “Facebook Details Force Israeli Military to Cancel Operation,” *ABC News*, 4 March 2010, <http://abcnews.go.com/International/facebook-details-force-israeli-military-cancel-operation/story?id=10006343>.
- ¹¹⁹ Ibid.
- ¹²⁰ Associated Press, “Tweets of False Shootouts Cause Panic in Mexico City,” *Fox News*, 8 September 2012, <http://www.foxnews.com/world/2012/09/08/tweets-false-shootouts-cause-panic-in-mexico-city.html>.
- ¹²¹ Ibid.
- ¹²² YouTube, “MALD,” https://www.youtube.com/results?search_query=mald.
- ¹²³ YouTube, “Raytheon - Anti-Advanced SAM Missile Combo: MALD, JSOW & HARM Combat Simulation,” <https://www.youtube.com/watch?v=0acJ3xyhaJo>.
- ¹²⁴ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 98 of 5478.
- ¹²⁵ Enterprise Capability Collaboration Team, *Air Superiority 2030 Flight Plan*, May 2016.
- ¹²⁶ Ibid.
- ¹²⁷ Ibid.
- ¹²⁸ Cliff et al., *Entering the Dragon’s Lair*, 63.
- ¹²⁹ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 560 of 5478.
- ¹³⁰ Ibid., Kindle location 557 of 5478.
- ¹³¹ Ibid.
- ¹³² Ibid.
- ¹³³ There would be planning before this scenario starts, especially with the cultural expert, but in an effort to keep this example short it will begin with the physical deception.
- ¹³⁴ The Signature Management Officer (OPSEC) and I had a conversation about deception and we came up with this scenario together after talking for about 30 minutes. I’ve known him for about 6 years and we were able to just talk and this idea just creatively came out.
- ¹³⁵ This is after the social media specialist had created mass contacts and has reputable pages as multiple spouses that like to accidentally leak AF information.
- ¹³⁶ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 3292 of 5478.
- ¹³⁷ Cliff et al., *Entering the Dragon’s Lair*, 45-46.
- ¹³⁸ Office of Research and Development Central Intelligence Agency, *Deception Maxims*, 14-15.
- ¹³⁹ Ibid.
- ¹⁴⁰ Ibid.
- ¹⁴¹ Ibid. ; Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 2122 of 5478.
- ¹⁴² Office of Research and Development Central Intelligence Agency, *Deception Maxims*, 14-15.

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- ¹⁴³ Fisk et al., “Integrating Stealth.”
- ¹⁴⁴ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 538 of 5478.
- ¹⁴⁵ Joint Publication 2-0, *Joint Intelligence*, xii.
- ¹⁴⁶ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 607 of 5478.
- ¹⁴⁷ Office of Research and Development Central Intelligence Agency, *Deception Maxims*, 34.
- ¹⁴⁸ Webb, “Creating a New Reality,” 64.
- ¹⁴⁹ Office of Research and Development Central Intelligence Agency, *Deception Maxims*, 37-38.
- ¹⁵⁰ *Ibid.*
- ¹⁵¹ *Ibid.*
- ¹⁵² Field Manual 90-2, *Battlefield Deception*, 3 October 1988,
<http://www.globalsecurity.org/intell/library/policy/army/fm/90-2/90-2ch1.htm>.
- ¹⁵³ *Ibid.*
- ¹⁵⁴ *Ibid.*
- ¹⁵⁵ Joint Publication 3-13.4, *Military Deception*, I-10.
- ¹⁵⁶ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 2265 of 5478.
- ¹⁵⁷ B.H. Liddell Hart, *The Strategy of Indirect Approach* (London, England: Faber and Faber, 1954), 215-216.
- ¹⁵⁸ Godson and Wirtz, *Strategic Denial and Deception*, Kindle location 2407 of 5478.
- ¹⁵⁹ *Ibid.*, Kindle location 4014 of 5478.



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