



## 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.