

IDENTIFICATION AND PERFORMANT INTELLIGENCE AQUISITION

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When states and organizations want to make an important decision they must obtain valuable data and information. The whole intelligence cycle must be very fast and clear for all decision makers, because time is running out and someone is waiting for their mistakes. All over the world, information is flooding in great streams in all directions, and only those well trained and careful can pick up that information necessary to complete a process own data bases.

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Any kind of human activities, from the beginning of mankind, continuing with stone age, bronze Ages, middle Ages until today, were based on the identification and implementation of all necessary elements especially for human development in all its forms and then on accumulating knowledge for future.

If initial knowledge was limited to few items that now seem to be perfectly normal, even banal since childhood (such as using stone, wood and fire for different activities), human society gradually evolved and now we can find complex processes inside it, both at individual level, and related to development and actions of social groups through the use of technology.

In the intelligence field, all countries have made huge efforts to maintain a high growth rate of population welfare, and in some countries, they even expanded to be in the top of the economic chart.

All countries are interested in researches which cover all relevant areas of economic, politic, social, and military life and the interactions between them. Only few succeed in this competition. Even though most countries do not have the financial strength to go hand in hand with economic and military powers, some of them fail in some niche areas, mainly due to highly trained human resource capacities.

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Success is where human resource manages to discover new areas of work, so as to ensure the supremacy of the State, mainly on neighbours and then by extension to the regional, continental and / or global level.

An example is shown by the Chinese military thinker Sun Tzu, in his discussion with King of Wu, Ho Lu, on training women. In those days, no one counted on using women in the military structures for battle.

Thus, Sun Tzu made two companies, and began their training with explanations and demonstrations. Activity, it was comical for court personnel until Sun Tzu ordered the execution of the two companies' commanders. Sun Tzu established those two commanders from king's concubines.

After commanders' execution, Sun Tzu wrote to the king that the two companies could be used for advanced training. He told the king Ho Lu these: "The troops are now in order. King can come to review and inspect them. They can be used according to the will of king, they can go through fire and water now".

The use of women in combat, as regular military structures, represented the avant-garde spirit at that time, although for many skeptics they represented a total failure in battle, due to the fact that besides fighting technique, the most important feature of military is represented by the physical strength of men. More Sun Tzu imposed a new trend concerning strategic military thinking, related to discovering those elements which can be decisive in winning the war. In fact, it is hard to meet a woman in battle and behave like when meeting a man. During time, this theory has proved to be of great impact, because often important battles were won with such interesting moves (Queen Boudicca, Joan of Arc, Catherine Teodoroiu and so on).

Nowadays, Research & Development has a great relevance for competitiveness and in finding niche areas. However, it was demonstrated that in many cases valuable human resources are not developed inside own system, and are imported by providing excellent research conditions and great income, which into their system would have been impossible to retrieve. Educational systems, though different from state to state, ensure the appearance of inestimable value to those who can make a difference at a time. After their appearance in academic societies, the struggle start between those states and organizations, which have noted the potential both in established and related specialized areas.

In the last 70 years, during the emergence of the bipolar world, a number of states have become integrators of performance, primarily seeking to develop their own resources, but also to attract / recruit those specialists who live in states that could not allow.

This battle was very fierce after the end of the Second World War, the major players, the U.S. and the USSR, led hunting German specialists. Big winners of this competition were far Americans who were able to receive

German scientists not because their desire to reach the American continent, and especially not to reach the hands of the Russians. Most of them were Americans willingly surrendered without the need for discussion of their conviction. After this move, Americans acquired knowledge due to recruitment of German researchers from all fields, which was worth more than all losses in Europe and the Pacific. Technological advantage would unfold over the next 60 years, during the U.S. net distanced from all competitors. Furthermore, resources were acquired and processed on two fronts, to help the development of own system and for destruction of adversary system, represented by the USSR and communist ideology.

Gaining strategic advantage showed what can be achieved through development of strategic intelligence performance, which incorporates highly trained human resource, technology and almost unlimited financial resources.

Although recent years have focused on lowering costs in all areas, in the intelligence community, and especially the strategic one, money spent has increased, so any information discovered by some states will not remain unknown regardless of the methods used for obtaining it.

At the beginning, intelligence was a military field with an exponential growth in the last 100 years, and the main source of obtaining information was the human being. Then, during time, methods and techniques have diversified sources; today human beings were surpassed by technology. Thus, in the early 2000, information obtained from human sources in military and economic states and organizations was somewhere around five percent of the entire information system.

Copying military organizations, private firms have moved to obtain strategic intelligence in order to gain and maintain markets in which they operate. This meant boosting of their research and development field, to increase specialization of staff, and obtain information about processes and standards development in organizations from the same field of activity, inside the State or into those countries with technologies and similar performance.

Increasing specialization of personnel inside the organization is the key to success, whereas creation is the privilege of human and less of technology.

To underline what I said in the previous paragraph „research carried out by the Carnegie Institute of Technology shows that 85 percent of financial success is due to skills in human engineering, personality and ability to communicate, negotiate, and lead. Shockingly, only 15 percent is due to technical knowledge”.

Moreover, Keld Jensen, an American specialist, assumed a new direction and said that “instead of exclusively focusing on your conventional intelligence quotient, you should make an investment in strengthening your

EQ (Emotional Intelligence), MQ (Moral Intelligence), and BQ (Body Intelligence)", to maximize the benefits.

Although many complex calculations are made with highly advanced technologies, ultimately, the decision of what is right, good and responsible lies with the people.

In the last 20 years, technology has exceeded the most visionary minds of 100 years ago. In the same time, human thinking has gone beyond many barriers, which years ago were unknown and eventually, new discoveries were made daily around the world.

Economic, social and military phenomena means continuously reconsidering conduct and thought, sometimes with expected results; in some cases the results are quite unexpected. Just as those who thought that the U.S. estate market will not reach the turning point of 2007-2008, when Wall Street was disturbed and global losses were huge.

In the period 2007-2010, it has been demonstrated once again that some issues cannot be completely predictable based on mathematical calculations, and man is always a weak link who can disturb political, economic and social systems.

The acquisition of advanced intelligence meant assisting interested states in developing plans for strategic areas. Development of strategic interest for performing intelligence acquisition belonged, according to some experts, to states and private organizations. The private organizations were particularly developed in highly industrialized states, which have left segments of strategic interest to private companies, many of them being multinational with a majority of local stakeholders. In the same time, many specialists, recruited by private companies, were former state employees, retired or lured by higher salaries offered by these companies.

Another aspect of problem is how to make strategic intelligence. For this reason, Rating Agencies and Analysis Magazines (political, economic and military) exist as they are designated to create trends and directions, in most cases to the benefit of those countries that sponsor them. Although some expert's opinions really have a relatively high level, many results are made in order to manipulate.

Such "achievements" were investigated even by U.S. Senate committee (one of the sponsors) as a result of the "subprime" credits crisis, which led to U.S. government's intervention in Wall Street to avoid general collapse of the American and global economic system.

In the intelligence strategic game of "subprime" credits, major economic players represented by Banks managed to talk hours or days for negotiations to obtain huge profits, which the year before were unimaginable.

Furthermore, their game in high risk premises created huge information resource to maximize all next opportunities to win with private players or the State, usually resulting in a single winner.

Performance intelligence acquisition has led to the phenomenon of "sharing" between all partners, organizations or countries. We can find this phenomenon as usual inside NATO, and multinational organizations. Although this happens very often, information exchange does not reveal the entire working range, whereas the area of research and development is not "shared".

Many states maintain their strong industrialized economies, military and technologies development within small groups, especially those who finance such projects, called "next generation", as: "F35 multirole aircraft", "Mistral" ships, nuclear submarines, intercontinental missile and space programs.

On the other hand, other states provide new military structures, like the Shanghai Cooperation Organization, as a counterweight to NATO, in which Russia and China succeeded.

China, the second economy in the world, with huge growth potential, where labour is the cheapest in the world, following the policy pursued by the Chinese state, and with the largest population in the world joined this organization, both economic and military.

The advantage of cheap labour and population can currently be countered only by India, which has the same advantages. This state remains according to its strategic intelligence outside any military organizations in spite of the fact that their assets are 80% Russian. In the last year, the new orientation of Indian government has been especially towards Europe.

Gathering strategic intelligence often led states and organizations to gain competitive advantage, creating prerequisites for rapid and sustainable development, especially where the state or organization, most of them multinational, could support such an effort. Based on the first step in identifying areas and resources, highly skilled individuals directly or indirectly led the game for obtaining competitive information.

Intelligence cycle run by humans has created important databases for each area of concern and their sub-branches to increase primarily research and development and ensure the sustainable development elements of any state.

Moreover, possession of strategic intelligence at higher levels has enabled disparity between countries participating in the negotiations, or between those in conflict. Obtaining data and strategic information has been a continuous activity for at least 2500 years, whose relevance has increased to identity the existence of the modern state.

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