

**UNITED STATES MARINE CORPS  
THE BASIC SCHOOL  
MARINE CORPS TRAINING COMMAND  
CAMP BARRETT, VIRGINIA 22134-5019**

**COMBAT HUNTER  
PROFILING  
B2E2965/B2E2967  
STUDENT HANDOUT**

# COMBAT PROFILING

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## LEARNING OBJECTIVES FOR THIS LESSON

### TERMINAL LEARNING OBJECTIVES:

Given an area to observe and a mission, while wearing a fighting load, conduct combat profiling to identify threats. (0300-CMBH-1204)

### ENABLING LEARNING OBJECTIVES:

Without the aid of reference, describe the domains of combat profiling without omission. (0300-CMBH-1204a)

Without the aid of references, establish a baseline without omission. (0300-CMBH-1204b)

Without the aid of references, detect anomalies without omission. (0300-CMBH-1204c)

### OUTLINE

**1. INTRODUCTION TO COMBAT PROFILING.** Combat Profiling is a method of proactively identifying enemy personnel or threats through human behavior pattern analysis and recognition. Combat profiling is a tool that Marines can use to improve their ability to move through the Decision Cycle. Combat Profiling influences actions at all levels of command; not only increasing individual survival on the battlefield, but assisting the commander in his Intelligence Preparation of the Battlefield. Combat Profiling equips Marines with a more thorough understanding of Human behavior and ability to read the Human Terrain. Whatever the threat; be it an IED, ambush, surveillance, or snipers, there are certain observable and measurable characteristics that the enemy must have to be successful. Combat Profiling works on people, places and events, vehicles, things, and in any culture or location.

**a.** Combat Profiling is a combination of time-tested, current-trend profiling, and behavior-patterning analysis. This analysis can effectively be used to detect enemies hiding within a civilian population. Combat Profiling relies on identifying typical human behavior patterns, through the six profiling domains, to establish a baseline. Humans, by nature, tend to follow predictable patterns of behavior.

b. Combat profiles are indicators based on the enemy's techniques, tactics, and procedures (TTPs); and their observable and measurable behavior patterns. When Marines identify the enemies' TTPs and behavior patterns, they can assist you to identify the enemy among the civilians. Profiles are deviations (anomalies) from a normal or typical behavior (the baseline) which would lead you to believe that an observed situation (persons, events, vehicles and objects) may have the potential for harming you or other people. These deviations are anomalies that stand out from the surrounding area's baseline.

**BASELINE+ANOMALY=DECISION.**

c. Enemies, including criminals and terrorists, attack targets of opportunity (the *soft target*). The targets they choose to attack will give them maximum payoff. In order to conduct their attacks, they will have to conduct preparatory operations. They may steal cars or materials that are non-explosive to make IEDs. Individuals engaged in these activities could be doing them in preparation for attacks. It should be noted that enemies will attack hardened targets when the high payoff value is worth the cost.

d. Enemies will conduct planning and may even rehearse their activities prior to carrying out an attack. Part of their rehearsal may include committing some of the crimes mentioned above. If Marines know this is part of their enemies' TTPs, they will know what to look for and create additional opportunities to catch the enemy before they attack. It is important to understand that all terrorists are criminals; however, not all criminals are terrorists. Their small crimes seem harmless, but all of those crimes added together lay the foundation for larger threats such as IEDs and ambushes.

e. Various aspects of the enemy's personality and Tactics Techniques and Procedures (TTPs) are displayed before, during, and after an attack. This information is combined with other relevant details and physical evidence to develop a practical working knowledge of the threat location. Combat Profiling assists in identifying hidden threats from people, objects, vehicles and terrain. By utilizing combat profiling a Marine can detect a threat and make a legal, moral, and ethical decision.

f. The process of creating, updating, and maintaining a Combat Profile is time-consuming, yet a mandatory process.

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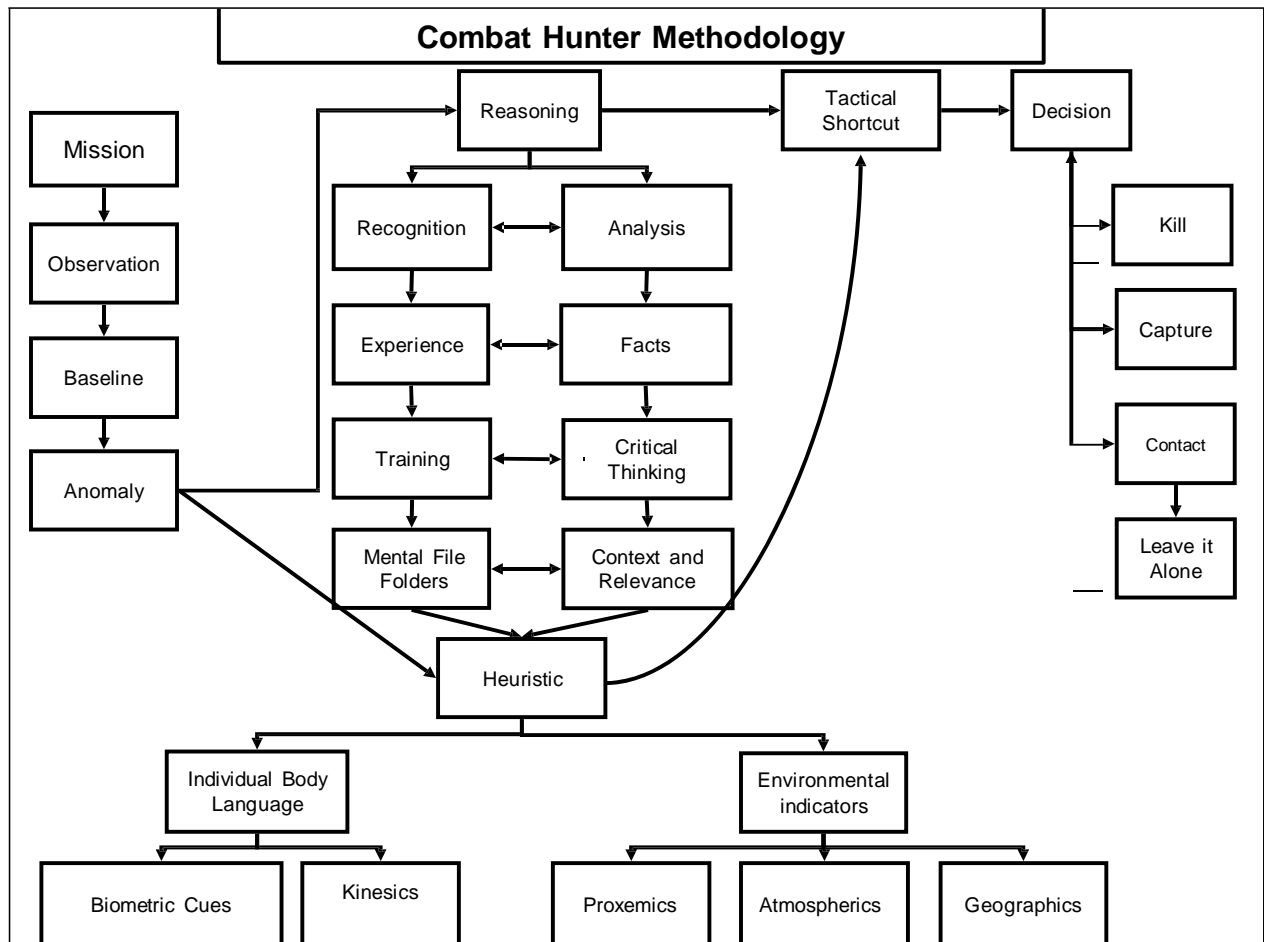
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**2. OVERVIEW OF THE COMBAT PROFILING METHODOLOGY.** The basics of Combat Profiling can be easily understood by the most junior of Marines; as they

gain experience and maturity, they will be able to refine this skill further. The following flow chart will explain what is happening in a Marine's mind when he is applying the skills of Combat Profiling. Each one of these will be discussed in greater detail throughout this lesson.



**a. Observation.** The Marine is currently involved in any type of missions, while on this mission he is currently making *observations*, creating his *baseline*. When the Marine identifies an *anomaly*, he immediately begins a *reasoning* process. The observation process that the Marine uses is the exact same as the one which we learned earlier on in the course.

**b. Reasoning.** The Marine immediately tries to *recognize* the anomaly through his *recognition* process. These are based off of his *experience*, then *training*, and eventually *Mental File Folders* that he has created. Next, or often at the exact same time, the Marine is conducting an *analysis* of the anomaly. These are based off his ability to recognize, but with the addition of the facts that are at hand (current observation, intelligence, etc.) Finally, they must look at event through the context and relevance of the current situation.

c. **Develop A Tactical Shortcut (Heuristic)**. Through the reasoning applied to the anomaly, the Marine will develop a Heuristic, which is a tactical-shortcut. A Heuristic is just enough information to draw a reasonable conclusion. It is basically a scene or a situation that he has seen before and can accurately predict the outcome or circumstances. The more Marines train to recognize and profile anomalies, the fast they will develop Heuristics. The development of a heuristics is right between the Orient and Decide phase of the decision cycle.

d. **Decide**. The decision is immediately made by the Marine at the end of the process; either Kill, Capture, Contact, or leave it alone.

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3. **ESTABLISHMENT OF THE BASELINE**. Everything has a baseline, places, events, cultures; and especially the Human Terrain. A baseline is a basis for comparison and a reference point against which other things can be evaluated. A Marine creates a baseline by looking at the current situation, determining the context and relevance of the observations. The Marine then measures that against the template and prototypical matches (File Folders). Baselines are

dynamic and are in a constant state of flux. A baseline must be constantly updated to incorporate changes and to identify anomalies. This constitutes the first two steps of Boyd's Decision Cycle; Observe and Orient.

**a. Anomaly:** is a deviation from the baseline, anything that rises above; something that is there that should not be there. Or it could be something that falls below the baseline; it is something that is absent that should be there. Examples of an anomaly could be a vehicle out of place (rises above), the lack of people (falls below), or a sudden change in the mood of an area (both). The presence of such anomalies indicates a potentially important change; every anomaly must be analyzed. This represents the orient phase of Boyd's Decision Cycle.

(1) The Profiling Domains. An anomaly is profiled under two different sub-categories (six total domains): individual and environmental indicators.

(a) Individual Indicators. Individual indicators are some ways of communicating without actually speaking.



(b) Environmental Indicators. These domains are based upon the interactions between different people and their surroundings.



**b. Decision.** A Marine must make a decision based upon his analysis of the anomaly. The common language used allows a Marine to report and articulate his decision. This represents the third phase of Boyd's Decision Cycle.

**c. Action.** A Marine must act upon this decision. The baseline + anomaly=decision. This is the fourth phase of Boyd's Decision Cycle. This will be one of the following;

- (1) Kill.
- (2) Capture.
- (3) Contact.
- (4) Leave it alone. (Leave it alone may only be chosen after some form of contact).

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**4. OBSERVING AND RECOGNIZING THE ANOMALY.** Combat Profiling develops appropriate file folders based on the perceptual and cognitive principles of observation taught earlier in the course. These file folders are developed through an individual's life experiences - the onsite, hands-on, real-life learning with a mentor who facilitates absorption of knowledge seen through context and relevance.

**a. Context and Relevance.** Context and relevance defines a baseline, we collectively measure knowns and unknowns against the baseline to determine the anomalies.

- (1) **Context.** The background, environment, framework, setting, or situation surrounding an event or occurrence. An example would be the difference between a car parked on the side of a road with the hood up in America versus Afghanistan or Iraq. While they are both the same actions, the American car is probably someone broken down; but due to the fact that Afghanistan and Iraq are currently in a war, the context suggests that they have the potential to be VBIEDs.
- (2) **Relevance.** The relation of something to the matter at hand. An example would be if a clown was to appear in a company formation, it would appear out of place because it has nothing to do with the matter at hand. Thus the clown would be an anomaly.



**b. Emotion and Memory Link.** Emotion and Memory Link: An emotion and memory link refers to associating an emotional response with something that is learned. If individuals make strong enough emotion and memory links during training, they will instinctively refer to that training during periods of high stress (or boredom). Whenever individuals have an emotional tie to an event, object,



person, or information, it will be easily remembered because it involves the more “instinctive” or “emotional” parts of the brain (Midbrain) as well as the more “rational” parts of the brain (Forebrain). The emotional responses tied to these memories will be strong, and can be positive or negative. The more realistic the training, the more intuitive the instinct becomes. As training becomes more and more realistic, the brain has difficulty recognizing a simulated event and a real event.

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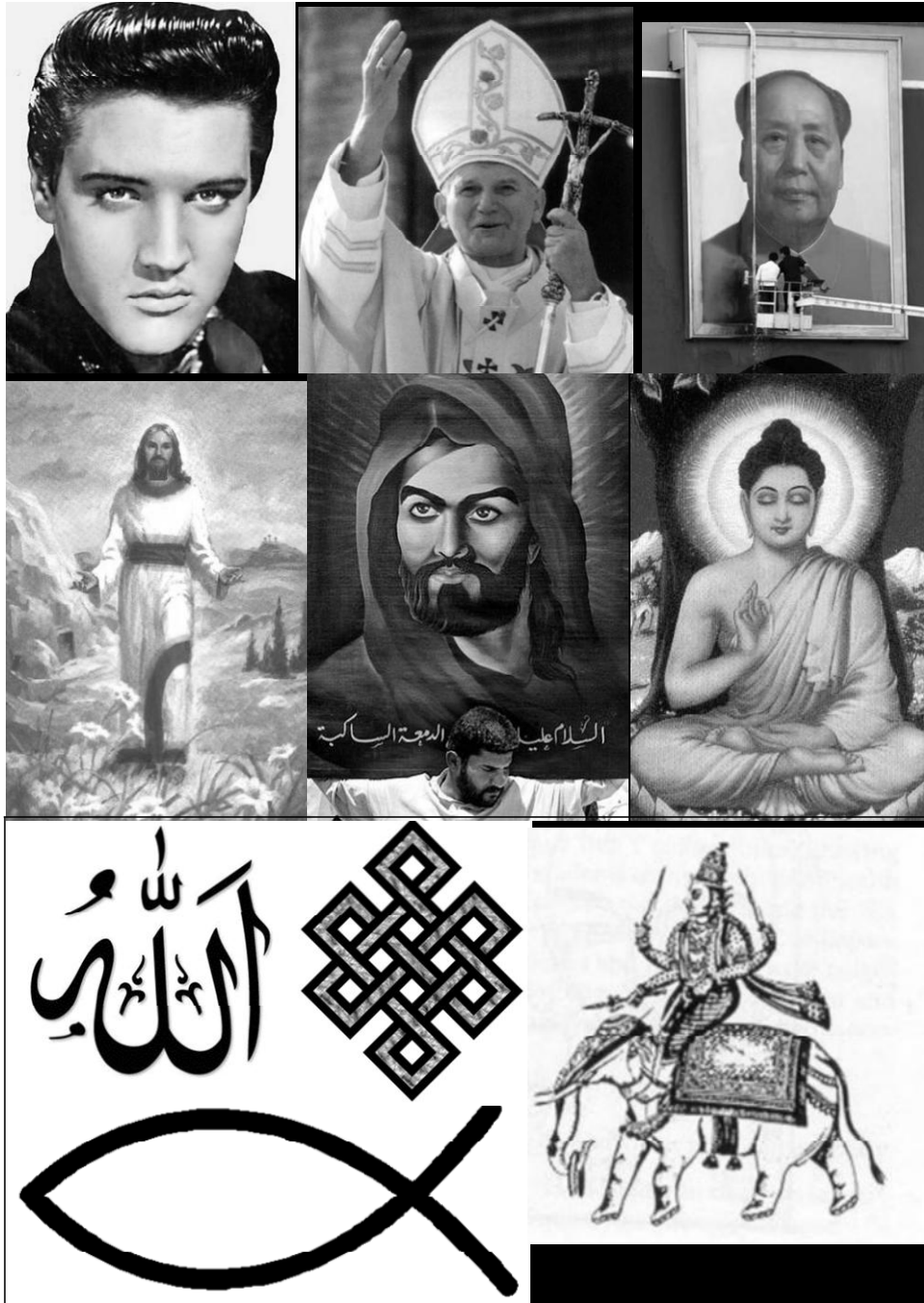
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**5. CULTURAL IMPLICATIONS.** It is important to understand that all anomalies and profiles must be made through the context and relevance of the local culture. What may appear strange, or conversely insignificant, to our western culture; may have significant or no relevance at all to the local populace. It is therefore critical that we become familiar with the local culture in order to understand the implications and significance of anomalies. A better understanding of the culture will allow us to detect anomalies at a much greater speed.

a. **Iconography.** Iconography is the images and symbolic representations that are traditionally associated with a person or a subject the images and symbolic representations that are traditionally associated with a person or a subject. These are most commonly seen as depictions of religious figures, national leaders, pop-culture icons, or historical heroes to a group or faction.



b. **Significance of Color.** Color is often used to signify an individual relation to group. These often have historic, religious, or ideological meanings. Some examples:

(1) Gang affiliations: Bloods (red) and Crips (blue)

(2) Flags.

(a) Western/European countries tend to use Red, White, and Blue.

(b) Communist Flags use red.

(c) Muslim countries use red, green, black, and white.

(3) Family affiliations, coats of arms.

(4) Religious.

(a) Catholics wear different colors at mass.

(b) Muslim colors are white, red, green, and black.

(c) Jews use blue and white.

**c. Socio-Economic Factors**. Socio-economic factors are based upon how the overall economic situation of an area affects the social factors of daily life.



# Socio-Economic Factors



**d. Family Interaction.** What is the role of the male and female in a family? How important is the immediate and extended family to the individual? What role does the family unit have in economy, religion, and government?

**e. Authority.** How do people in a specific area view authority? Most western democracies respect the legitimate authority of the representative government. Other culture, however, will often view their initial authority is to either religion or family.

**f. Flag Example.**

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**6. ORIENTING ON THE ANOMALY.** Combat Profiles are a series of 'File Folders' that you compare everything you see, smell, taste, feel, touch. Your

Midbrain (Cognitive Brain) will attempt to make order from chaos every time. You must train yourself to look and more importantly, to analyze what you are looking at.

a. **INTERPRETING BIOMETRIC CUES.** The interpretation of physiological reactions which are autonomic, instinctive, unlearned reactions to a stimuli. This something that your body is doing is almost impossible to control (note: the amount of training and practice it would take to control these is beyond the capabilities of the average person, one example would be Aldrich Ames). Some examples are histamines, adrenaline and endorphins' which all elicit a human body response such as redness, swelling, sweating and fixed pupils. Understanding these indicators can warn of intent. Note: the term "Biometrics" are individual, measurable traits that are specific to an individual. Examples of biometrics are an individual's finger prints, retinal scan, or heat signature that identify a specific individual.



- (1) **Histamines.** Histamines cause a reddening of the skin and cause the local area to itch. This physiological response can be caused by anger, nervousness, or embarrassment. The redness is most noticeable on the face, ears and neck.
  - (a) Blushing in the face and ears when embarrassed is a histamine response.
  - (b) Extreme anger will cause reddening of face.

- (2) **Adrenaline.** The addition or absence of adrenaline can cause a person to turn pale in preparation for fight, flight or freeze.
- (a) Pulses can become visible in a persons chest and veins.
  - (b) Hands, legs, and even the entire body may start shaking
  - (c) As the body temperature increases, individuals will start to perspire, often to a point that is visible to others.



- (3) **Pupil Dilation/Constriction.** The amount or lack of dilation in the human eye is a physiological and biological response to an external stimulus.
- (a) The pupil will dilate for a fraction of a second when an individual sees something it likes in order to take in more of the picture.
  - (b) Both dilation and constriction will occur when under the influence of alcohol and narcotics.

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**b. INTERPRETING KINESICS.** The interpretation of body movements, gestures, facial expressions, etc., as a means of communication; also included are grooming habits and the positioning of the body in space. This is often referred to as “body-language”. Kinesics can be mimicked, faked; but like biometric cues, it is difficult to control a body’s kinesics. An example would be when actors are trying to portray different emotions when filming movies, often it takes multiple “takes” because they have difficulty matching body language and spoken words. Good actors are able to match their language with their body language. Additionally, actors are only able to portray their characters for a finite amount of time before they have to revert back to original state as a human. Very experienced actors try to get around this by using “method acting”.

- (1) People give and respond to literally thousands of nonverbal messages everyday. People react to wordless messages emotionally, often without understanding why. People notice minute details because they reveal how we relate to one another, who we think we are, and who we want to project we are. Studies suggest that up to 65% of communication between humans is non-verbal, and it is generally agreed that 99% of all emotional communication is non-verbal. This will allow a Marine to understand a person's emotional connection to a person or thing.
- (2) **Learned, Innate, and Mixed Kinesics.** Kinesic cues may be learned, innate, or a mix of the two.

(a) Learned. Learned Kinesics are ones that we pick up based upon the culture that we grow up in. We see others do this and we accept these kinesics as part of our own way of communicating. The eye-wink, thumbs-up, and military salutes/gestures are examples of learned gestures.

(b) Innate. These are kinesics that are "hard-wired" into our DNA and are displayed by all humans no matter what culture we were born into; eye-blinking and throat clearing are examples of innate kinesics.

(c) Mixed. Mixed cues are ones that being with an innate cue, but are then shaped by the culture that we are raised in. Laughing, crying, shoulder shrugging, and most other signals are "mixed" because they originate in as an innate action, but cultural rules later shape their timing, energy, and use.

(d) Facial Expressions. Typically, facial expressions of disgust, surprise, and other primary emotions are universal across cultures. People are raised to lie with facial expressions; a person who may want to kill you might approach you with a smile on their face.

(3) **Examples**. Examples of body language include, but are not limited to:

(a) Scratching the head occurs when the person is confused, when the person is attempting to be deceptive.

(b) Running fingers through the hair can be a nervous tic, or a sign of subconscious affection.

(c) Rubbing the back of the head can signify a headache or that the person is being deceptive.

(d) The placement of the hands on the hips is a power signal. On a male, this placement directs the fingers towards the genitals and pushes out the elbows to make the subject look larger.

(e) Rubbing the hands together includes wringing of the hands or rubbing the palms together slowly or vigorously. Wringing of the hands signifies nefarious intent or nervous energy. Rubbing the palms together slowly signifies the same thing, while rubbing the palms together vigorously signifies anticipation of a successful outcome.

(f) Balling of the fists always signifies anger and aggression.

(g) Tapping the feet indicates impatience. When a person taps their foot slowly, they are unconsciously walking away. When they tap their foot quickly, they are running away.



- (h) A female crossing her ankles indicates she is attempting to appear more approachable.
  - (i) Direction of the toes indicates where an individual is focusing their attention. Toes pointed at you indicate the individual is interested in you, where as their toes pointed at the door indicates they are ready to leave.
- (4) Kinesics are a very in-depth domain and several important items must be remembered.
- (a) Always remember to establish a baseline before determining kinesics.
  - (b) Kinesics must be read in cluster, one single Kinesics cannot indicate intent, there must be other Kinesics displayed in order to draw a conclusion.
  - (c) Different people may have different Kinesics, these are not a one-size-fits all.
  - (d) Kinesics cues will tend to differ between gender, even within the same culture.
  - (e) Culture effects kinesics, you must understand the culture before you can properly identify kinesics.

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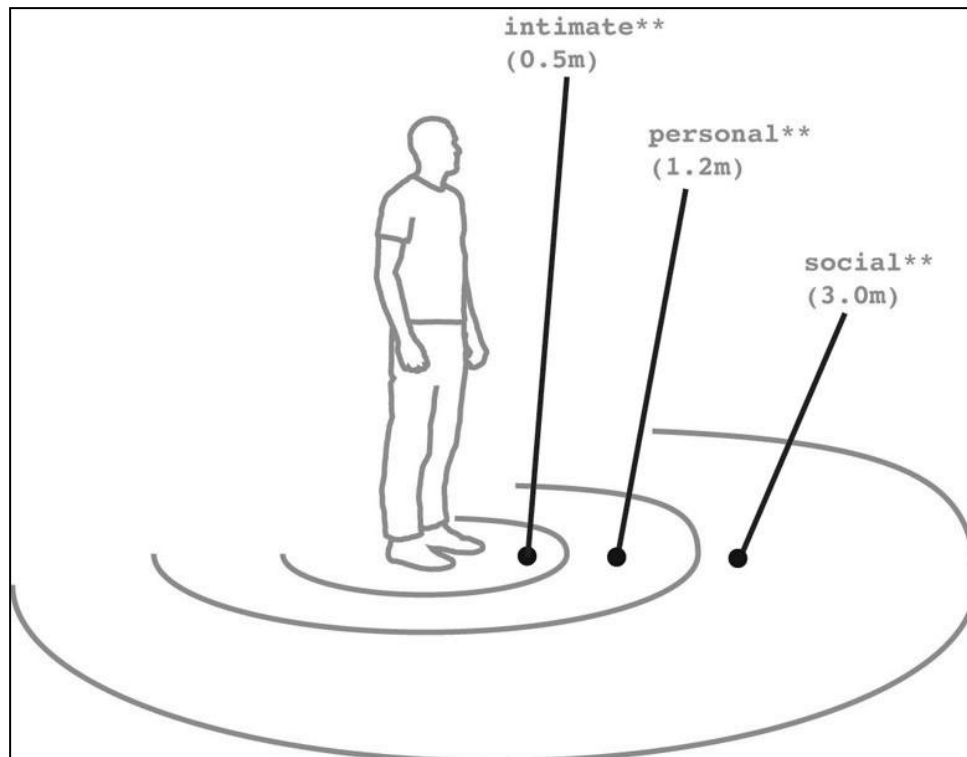


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**c. INTERPRETING PROXEMICS.** The interpretations of spatial relationship within the context of Cultural Norms, Tactical Considerations, and Psycho-Social Factors in order to determine the dynamics of human interaction and reactions to their surroundings. Proxemics is the act of betraying affiliations through the dynamics of proximity. Literally, this is your proximity (distance) to and from other people based off physiological, sociological, and physical principles. Proxemics are not limited to the relationship between people, it can be applied to a persons relation to things, places, and events. This happens at the unconscious, subconscious and conscious levels.

- (1) **Relative Distances.** The relative distance between groups of people is defined in four sub-categories. It must be remembered that different

cultures will follow a different set of spatial relationships, for example American, Canadian, British, and Nordic Cultures tend to keep greater distances (Far Phase). Conversely, Latin American and Arab Cultures have much closer distances (Close Phase). A person's pitch and tone of voice will change in each one of these groups, as well as the non-verbal language described earlier, when they are in these different areas.



(a) Intimate Distance. The intimate distance for embracing, touching or whispering; generally only the closest of friends and intimates is less than six inches (close phase) or 6-18 (Far Phase).

(b) Personal Distance. The personal distance for interaction among good friends is 1.5-2.5 feet (Close Phase) and 2.5-4 feet (Far Phase).

(c) Social Distance. The social distances kept by most people when interacting amongst acquaintances is 4-7 feet (Close Phase) and 7-12 (Far Phase).

(d) Public Distance. The distance kept for public speaking is 12-25 feet (Close Phase) and 25 feet or more (Far Phase).



(2) **Proxemic Push/Pull**. These distances will determine if someone you know, or an object, is "pulled" into a closer ring, or is "pushed" away because they do not fit in that category.

(a) **Proxemic Push**. Proxemic Push is the natural tendency for a person or group of people to move away from other people/objects which are unfamiliar or are perceived as threat. This can also occur when a situation or area is un-agreeable or they do not want to associate with a specific person, group of people, or object.

I) Marines walking through a market place in an area where they are not supported by the indigenous population will see people moving away, children moving inside, shops closing down, etc.

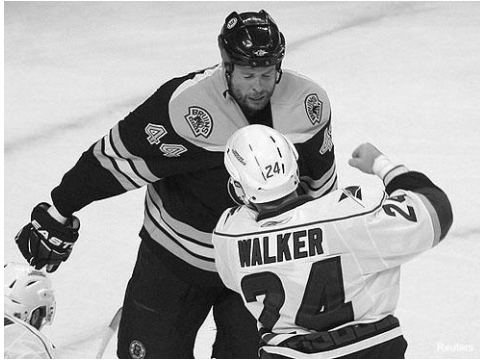
II) An average person noticing criminal or enemy activity will turn the corner to avoid being within the same proximity.

(b) **Proxemic Pull**. Proxemic Pull is the natural tendency for a person or a group of people to be attracted to other people, object, or areas which are familiar and perceived as friendly to them.

I) Kids running to the ice cream truck.

II) People trying to get close to celebrities or important individuals.

III) People in a meeting will sit in groups based upon who is familiar with whom.



(3) **Proximity Negates Skill**. The closer your enemy is to you – the less skill is needed to harm or kill you. By observing at a greater distance, a Marine increases the time between himself and a potential threat, giving him more time to make decisions.

(a) When a threat is perceived a natural instinct is to move away from it. Manipulating the time and distance gap by moving away (Proxemic push) from the perceived threat provides stand-off and creates valuable time for the observer to react to a situation.

(b) When a threat is not perceived, or in a comfortable environment, the natural inclination is to approach the situation (Proxemic pull), diminishing standoff and reaction time.

(c) Allowing someone to get close to you can tell you a lot about your relationship with that person. People who do not know each other will act differently when they meet compared to two people meeting who have known each other for a long time.

(d) Understanding the effective range of your enemy's weapons, their fields of observation, and TTPs will assist a Marine in determining how close the enemy must get in order to have effects against friendly forces.



(4) **Person of Interest Indicators**. Person of interest indicators include the following: adoration, mimicry, entourage and direction. When taken collectively, they may identify a Person of Interest (POI) within a group.

(a) **Adoration**. The outward sign of affection towards an individual by another individual or group. Adoration is commonly associated when a person or group holds an individual in a higher status. Adoration can be negative or positive (fear, gratitude, respect, etc). An example of this would a group of Marines coming to attention when a senior officer walks into the room.

(b) **Mimicry**. When one individual takes on the attributes of another individual by mirroring and matching their characteristics. This occurs because the stimulus of the individual's status is noted and others attempt to attain the same status.



(c) Entourage. When an individual is accompanied by at least one or more people who tend to show subordination or submissive behavior. An example is the Commander and his subordinate staff.

(d) Direction. The leader of the group will continually give direction to subordinates. These directions may be subtle or overt, conscious or unconscious. This includes verbal orders, gestures, the pace and direction of movement and the effect on the general atmosphere. An example of a subtle direction would be when the Commander enters the room, and all the individuals in the room begin working on their computers.

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d. **INTERPRETING ATMOSPHERICS**. The interpretation of environmental mood consciously through the five senses and subconsciously through intuition (the sixth sense). To the Marine, atmosphere is how a place looks, sounds,

tastes, feels and smells. Every baseline has an atmosphere, so does every vehicle, crowd or event. Paying attention to changes in the atmosphere of a community or individual and how it affects the baseline, will allow you to capture or kill the enemy before they can stage an attack.

- (1) If you worked in a prison each day you might come in to a noisy, hostile environment (your baseline). If today, you walked in to 'dead quiet' and calm, something has changed (anomaly).
- (2) If you manned an OP each day and observed a marketplace, your baseline might be a noisy, busy environment that is full of people of all ages and genders. Today, you observed a calm, barren market with only males present.
- (3) Atmospherics for a Marine can be glaringly obvious, such as shops closing as the patrol approaches, to very subtle, such as fewer children than normal in a particular area.
- (4) Atmospherics can include hostile incident indicators that often seem to occur spontaneously. These indicators can alert Marines to imminent danger. The most obvious indicators are the sudden absence of normal routines, patterns and attitudes of the local populace or the presence of abnormal activity. Some examples are:
  - (a) Unusual absence of pedestrian traffic, empty porches, etc.
  - (b) Stores, markets, or street vendors closed suddenly or without explanation.
  - (c) Dramatic change in civilian attitude toward patrol members.
  - (d) Unfamiliar individuals or vehicles within the patrol area.
  - (e) Vehicles riding unusually low due to overloading (ferrying people, weapons, explosives).
  - (f) Anti-American graffiti in the area.
  - (g) Civilian workers failing to appear at firm bases.
  - (h) Sudden change of civilian sentiment in newspaper articles and radio and television broadcasts.
  - (i) Families sending women and children to live elsewhere.

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**e. INTERPRETING GEOGRAPHICS.** The study of the physical geography/weather of an area and the Human Terrain within this area; the interpretation of the relationship between people and their physical surrounding to determine the significance of social interactions as it relates to their motivations. People who are familiar with the Geographics of an area will act, walk and drive differently than persons who are unfamiliar. Geographics can further be described by anchor points, habitual areas, natural lines of drift (pathways), reference points and landmarks. At the higher-levels, Geographics will assist in the development of the Intelligence Preparation of the Battlefield (IPB). Geographics are a combination of two specific items, the geographical terrain and the inhabitants (Human Terrain) in this area.



- (1) **Habitual Areas.** An area where most individuals within a given group or sect would frequent without reservation. These are usually public areas or a place where most people in the baseline would feel comfortable and relatively safe.





(2) **Anchor Points**. An area where only certain individuals within a given group or sect would frequent without reservation; individuals outside this group or sect would have reservations, feel uncomfortable, and generally avoid this area. A location at which an individual from a particular group or sect has established as their own and can associate and maintain a level of comfort. Anchor points can be both good and bad.

(a) Gang Members in LA may choose the Gazebo in a nearby park to congregate while Gang Members in Detroit will choose the front entrance of a neighborhood liquor store. Both areas will exhibit graffiti and nuances such as icons to identify that specific gang or sect. This is referred to as “tagging” or “marking” gang territory. Note: some times graffiti can be positive as well.

(b) Biker Bars are public bars, but are typically filled with bikers and avoided by the general public. This would probably have posters for Sturgis and Harley-Davidson on the walls and bikes parked outside the bar.

(c) Police stations are anchor points for law enforcement; criminals and terrorists would obviously feel uncomfortable and avoid these locations. These would probably have state and local flags, community relations posters, and other symbols related to law enforcement.

(d) The VFW is filled with a specific group of people, veterans. Unless people were familiar with the military, they would feel uncomfortable at the VFW. These would probably have military “moto” pictures, flags of the Marine Corps, Army, Navy, and Air Force. Additionally, members

of the VFW typically wear some type of clothing that associates them with their military service while at the VFW

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f. **INTERPRETING HEURISTICS.** Heuristics are a rapid method of mentally imprinting and labeling observed behaviors. Heuristics are stereotypes, a "Tactical Shortcut" for the brain, just enough information to draw a reasonable conclusion. The Marine already has file folders for some of these heuristics; others he will have to develop by using the profiling methodology.

(1) All of a Marine's impressions will come from Heuristics. These can be both good and bad, because a corrupt file folder can create a Heuristic that will give you an altered sense of reality, leading to negative results. Heuristics are separate from the other domains, because elements of all the other domains make up a Heuristic. A Heuristic is the brain making a prototypical match against your file folders. By having Heuristics, a Marine is able to draw a conclusion and accelerate through the Decision Cycle.

(2) **Hiding in Plain Site.** In order to determine if something is hiding in plain site, a Marine must be able to master Heuristics. By increasing a Marine's file folders, or possessing the ability to create new Heuristics through the Combat Profiling Methodology, they will be able to identify the anomalies that betray the enemy attempting to hide in plain site.

**Example.** A Marine on post looks down a street and sees a car parked on the side of the road. The driver exits the vehicle and pulls out a piece of paper. He unfolds the paper across the hood of the car. He then orients his body and orients the piece of paper. He waves down a pedestrian who points to the piece of paper. It is reasonable to assume that the men are looking at a map, this is a heuristic. We do not have to look at the piece of paper and see streets, terrain features, or grid lines to know it is a map; it is through the peoples' behavior and how they used the piece of paper that we know it is a map.

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**7. APPLICATION OF THE "COMBAT RULE OF THREES".** In most cases, a single cue is not enough to make a decision, unless that cue is an immediate threat to the Marine (the inherent right to self-defense as per ROEs and Continuum of Force). When three anomalies are detected, however, a decision must be made. It must be remembered that a single anomaly may warrant a decision; however, once three have been identified, a decision must be made.

a. **Clusters.** Read all cues in a cluster, three or more is enough to make a rational decision. Once a cluster has been developed, a course of action should be developed.

b. Anytime you get to three, you must make a decision.

c. If file folders are corrupted and there is insufficient information you will have a negative output.

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**8. PROFILING AND THE DECISION CYCLE.** The Marine's five senses, and to some extent intuition (the sixth sense), are used to come to a reasonable conclusion. The five senses, especially sight, are assisted by equipment such as binoculars, RCOs, thermal devices, and night optical devices. This reasonable conclusion will fall under four actions.

a. **Kill.** The Marine has reasoned that the threat is so immediate and deadly that terminating the threat is the only course of action that will prevent themselves, or other Marines in the unit from being killed.

b. **Capture.** The Marine has reasoned that the individual is worth capturing for extrapolation and exploitation, or the Marine identifies the individual as a Person of Interest on the Immediate Detention List.

c. **Contact.** The Marine's suspicions have been aroused, and they have decided that the individual has displayed certain behaviors that require further investigation. Contact takes place in many forms and degrees. Simply maintaining observation for a period of time is a form of contact; another option is physically approaching individuals and conducting tactical questioning or tactical debriefing to gain more information from/about the individuals.

d. **Leave it Alone.** Not all anomalies must be contacted in some form or fashion as described above. A Marine may go through the reasoning process and decide that the anomaly is not worth further observation or contact, in which case the Marine may decide to leave it alone. The choice of this decision will restart the cycle at the observe phase.

**Notes:**

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