

influence operations

influence operations represent a critical aspect of modern strategic communication, involving efforts to affect the perceptions, decisions, and behaviors of target audiences. These operations are employed by governments, organizations, and various actors to shape public opinion, manipulate social dynamics, and achieve specific political or military objectives. With the rise of digital platforms and social media, influence operations have become more sophisticated, leveraging psychological tactics, misinformation, and propaganda to sway populations on a large scale. This article explores the definition, history, methodologies, and challenges associated with influence operations. Additionally, it examines the ethical implications and the evolving landscape shaped by technological advances. The following sections provide an in-depth analysis of the core components and applications of influence operations in contemporary contexts.

- Definition and Scope of Influence Operations
- Historical Evolution of Influence Operations
- Techniques and Tools Used in Influence Operations
- Actors Involved in Influence Operations
- Challenges and Ethical Considerations
- The Future of Influence Operations

Definition and Scope of Influence Operations

Influence operations refer to coordinated efforts aimed at shaping the attitudes, beliefs, and behaviors of individuals or groups to support a specific agenda. These operations encompass a wide range of activities, from propaganda dissemination to psychological operations (PSYOP) and information warfare. The primary objective is to influence decision-making processes and social dynamics without resorting to overt force or coercion. Influence operations can target domestic populations or foreign audiences and often blend various communication strategies to maximize impact.

Key Characteristics of Influence Operations

Influence operations are distinct in their strategic intent and multi-dimensional approach. They often include the use of disinformation, narratives, and emotional appeals designed to create confusion, distrust, or

support for particular causes. The operations may be covert or overt, depending on the goals and the nature of the target audience. Coordination across multiple channels, including traditional media, social networks, and interpersonal communication, is essential for effectiveness.

Scope and Applications

The scope of influence operations extends across military, political, economic, and social domains. Governments may deploy these operations during conflicts to weaken adversaries or during elections to sway voter preferences. Corporations might use influence tactics to manage public relations or consumer behavior. The broad applicability highlights the importance of understanding the mechanisms and impact of these operations in various sectors.

Historical Evolution of Influence Operations

The concept of influence operations is not new; its roots can be traced back to ancient civilizations where rulers used propaganda to legitimize authority and mobilize populations. Over time, these operations have evolved with advancements in communication technologies and changes in geopolitical landscapes.

Early Examples

Historical records reveal that influence operations were integral to the strategies of empires such as Rome and ancient China. These early efforts relied on symbolic messaging, controlled narratives, and psychological tactics to maintain power and influence rival states or populations.

20th Century Developments

The two World Wars and the Cold War marked significant advancements in influence operations. Governments developed systematic psychological operations and propaganda campaigns, utilizing radio broadcasts, print media, and later television to influence both domestic and foreign audiences. The establishment of agencies dedicated to information warfare and psychological operations underscored the strategic importance of influence as a tool of statecraft.

Techniques and Tools Used in Influence

Operations

Influence operations employ a wide array of techniques and tools designed to manipulate information environments and public perceptions. These methods continue to evolve alongside technological progress and changes in media consumption habits.

Information Dissemination and Propaganda

Traditional propaganda remains a cornerstone of influence operations. It involves the selective presentation of facts, emotional appeals, and persuasive messaging to promote specific viewpoints. Modern propaganda often integrates sophisticated narrative construction to appeal to target audiences effectively.

Disinformation and Misinformation

Disinformation involves the deliberate creation and spread of false information with the intent to deceive. Misinformation, while sometimes unintentional, can also distort public understanding. Both play crucial roles in influence operations, often used to sow discord, confusion, or distrust among populations.

Social Media Manipulation

Social media platforms have become pivotal in influence operations due to their vast reach and rapid information dissemination capabilities. Techniques include the use of bots, fake accounts, and coordinated campaigns to amplify messages, create artificial trends, and target specific user groups through micro-targeting strategies.

Psychological Operations (PSYOP)

PSYOP aim to influence emotions, motives, and reasoning to achieve desired behavioral outcomes. These operations leverage psychological insights to craft messages that resonate deeply with targeted audiences, often exploiting cultural, social, or ideological factors.

List of Common Techniques in Influence Operations

- Propaganda and narrative framing
- Disinformation campaigns

- Social media bot networks
- Micro-targeted advertising
- Fake news dissemination
- Psychological profiling and tailoring messages
- Covert influence through intermediaries

Actors Involved in Influence Operations

A diverse range of actors engage in influence operations, each with unique motivations, resources, and objectives. Understanding these actors is essential to comprehend the complexity and reach of modern influence campaigns.

State Actors

Nation-states are among the most prominent practitioners of influence operations. Governments utilize these tactics to advance foreign policy goals, undermine adversaries, and shape international perceptions. State-sponsored operations often involve intelligence agencies, military units, and diplomatic channels working in concert.

Non-State Actors

Non-state actors, including terrorist groups, insurgents, corporations, and activist organizations, also conduct influence operations. These groups leverage influence tactics to recruit supporters, discredit opponents, or promote ideological agendas. Their operations vary in scale and sophistication but can be highly impactful.

Private Sector and Cyber Actors

Private companies specializing in public relations, advertising, and cybersecurity sometimes engage in influence activities on behalf of clients. Additionally, cybercriminals and hacktivists utilize influence operations to achieve financial or political goals, often blurring the lines between conventional influence campaigns and cyberattacks.

Challenges and Ethical Considerations

The proliferation of influence operations raises significant challenges and ethical questions. These range from the difficulty in attribution and detection to the broader implications for democratic processes and societal trust.

Attribution and Detection Difficulties

One of the primary challenges is accurately identifying the sources and intents behind influence operations. The use of anonymity, proxies, and sophisticated technological tools complicates efforts to trace campaigns back to their originators. This ambiguity hinders effective response and accountability.

Impact on Democratic Institutions

Influence operations targeting elections, media, and public discourse threaten the integrity of democratic institutions. Manipulation of information environments can distort voter perceptions, suppress participation, and undermine confidence in governance structures.

Ethical Implications

The deployment of influence operations raises ethical concerns regarding manipulation, consent, and the distortion of truth. The balance between strategic objectives and respect for individual autonomy and rights remains a contentious issue in policy and academic circles.

The Future of Influence Operations

Advancements in technology and changes in the information landscape will continue to shape the nature of influence operations. Emerging tools such as artificial intelligence, deepfakes, and data analytics are expected to increase the sophistication and reach of these campaigns.

Technological Innovations

Artificial intelligence enables the creation of highly realistic synthetic media, personalized messaging, and automated content generation, which can enhance the effectiveness of influence operations. These innovations pose new challenges for detection and mitigation efforts.

Global Responses and Countermeasures

In response to the growing threat, governments and organizations are developing strategies to counter influence operations. These include legislative measures, public awareness campaigns, enhanced cybersecurity protocols, and international cooperation to establish norms and standards.

Frequently Asked Questions

What are influence operations?

Influence operations are coordinated efforts to affect the perceptions, attitudes, and behaviors of target audiences, often conducted by governments, organizations, or groups to achieve strategic objectives.

How do influence operations differ from traditional propaganda?

While both aim to shape opinions, influence operations typically involve more sophisticated, multi-channel tactics including misinformation, social media manipulation, and covert activities, whereas traditional propaganda is often overt and one-dimensional.

What role do social media platforms play in influence operations?

Social media platforms are critical tools in influence operations due to their vast reach and ability to rapidly disseminate information, allowing operators to target specific demographics and create viral content.

How can individuals identify if they are being targeted by an influence operation?

Signs include exposure to coordinated messaging across multiple accounts, emotionally charged or divisive content, sources lacking credibility, and repetitive narratives that seem designed to manipulate opinions or behaviors.

What measures can governments take to counter influence operations?

Governments can enhance public awareness, improve cyber defenses, regulate social media transparency, collaborate internationally to track malicious actors, and promote media literacy.

Are influence operations always malicious?

Not necessarily; while many influence operations are deceptive or manipulative, some are used for positive purposes such as public health campaigns or promoting social good, though transparency remains key.

How has technology advanced the capabilities of influence operations?

Advancements in AI, data analytics, and automation enable more precise targeting, creation of deepfakes, and large-scale dissemination of tailored misinformation at unprecedented speed and scale.

What is the impact of influence operations on democratic processes?

Influence operations can undermine trust in electoral systems, spread disinformation, polarize societies, and ultimately threaten the integrity and functioning of democratic institutions.

How can organizations protect themselves from being exploited in influence operations?

Organizations can implement robust cybersecurity measures, conduct regular training on information security, monitor for suspicious communications, and develop crisis response strategies to mitigate manipulation attempts.

Additional Resources

- 1. The Art of Influence: Persuasion and Power in the Modern World*
This book explores the psychological principles behind influence and persuasion, offering practical strategies used by individuals and organizations to shape opinions and behaviors. It delves into techniques ranging from subtle social cues to large-scale propaganda campaigns. Readers gain insight into how influence operates in politics, marketing, and interpersonal relationships.
- 2. Propaganda and Persuasion*
A comprehensive examination of the history and methods of propaganda, this book highlights how governments, corporations, and media outlets craft messages to sway public opinion. It discusses the ethical implications of influence operations and provides case studies of notable propaganda efforts throughout the 20th and 21st centuries. The book serves as a critical resource for understanding media literacy and information warfare.
- 3. Influence: The Psychology of Persuasion*
Written by Robert Cialdini, this seminal work breaks down six key principles

of influence—reciprocity, commitment, social proof, authority, liking, and scarcity. The book is grounded in social psychology research and offers real-world examples of how these principles are applied in sales, marketing, and politics. It is widely regarded as a foundational text for anyone interested in understanding the mechanics of influence.

4. Information Warfare: Strategies and Tactics in the Digital Age

This book addresses the evolution of influence operations in the context of cyberspace and digital communication. It explains how state and non-state actors employ disinformation, cyber attacks, and social media manipulation to achieve strategic objectives. The author provides a detailed analysis of modern information warfare tactics and the challenges of defending against them.

5. Dark Influence: The Hidden History of Covert Psychological Manipulation

Examining covert influence techniques used by intelligence agencies and secret organizations, this book reveals the shadowy world of psychological manipulation. It covers experiments in mind control, subliminal messaging, and behavioral conditioning, revealing how these methods have been employed in espionage and political interference. The narrative is both a historical account and a cautionary tale.

6. Social Influence and Political Manipulation

This text explores the intersection of social psychology and political strategy, focusing on how leaders and interest groups influence voter behavior and public policy. It discusses tools such as framing, agenda-setting, and emotional appeals used in campaigns and governance. The book combines theoretical frameworks with contemporary examples of political influence operations worldwide.

7. Cyber Influence: The New Frontier of Digital Propaganda

Focusing on the rise of digital platforms, this book investigates how social media and online communities have become battlegrounds for influence operations. It covers tactics like bot networks, fake news dissemination, and algorithmic manipulation to shape public discourse. The author also addresses regulatory and technological solutions to mitigate these threats.

8. Influence Operations in Military Strategy

This book provides an in-depth look at how influence operations are integrated into military planning and execution. It discusses psychological operations (PSYOPS), information campaigns, and strategic communication used to weaken adversaries and bolster allies. Case studies from recent conflicts illustrate the practical applications and effectiveness of these tactics.

9. The Psychology of Influence and Deception

Exploring the cognitive processes behind susceptibility to influence, this book examines how deception and misinformation exploit human biases and heuristics. It highlights methods used by con artists, political operatives, and advertisers to manipulate perceptions and decisions. The book also offers guidance on recognizing and resisting deceptive influence attempts.

[Influence Operations](#)

Find other PDF articles:

<https://ns2.kelisto.es/algebra-suggest-001/files?trackid=tNR35-1745&title=algebra-1-big-ideas-math.pdf>

influence operations: Political Influence Operations Darren E. Tromblay, 2018-03-05 Russian interference with the 2016 U.S. elections brought the problem of foreign influence on American politics into sharp relief. However, externally-sponsored subversion of U.S. decision making has been a shadowy threat to American policy for the better part of a century. Political Influence Operations provides an incisive examination of how external actors have infiltrated American society—from lobbyists, to academia, to the media—in order to further their own objectives. Tromblay draws upon historical examples to demonstrate how U.S. adversaries – and sometimes its ostensible allies – have used the openness of American society against the country’s best interests. By identifying vulnerabilities and exposing the underlying dynamics of foreign influence, the book provides a roadmap for U.S. governmental and private sector entities to navigate the currents of international engagement.

influence operations: Understanding Commanders' Information Needs for Influence Operations Eric Victor Larson, Arroyo Center, 2009 Documents a study whose goals were to develop an understanding of commanders' information requirements for cultural and other soft factors in order to improve the effectiveness of combined arms operations, and to develop practical ways for commanders to integrate information and influence operations activities into combined arms planning/assessment in order to increase the usefulness to ground commanders of such operations.

influence operations: Influence Operations in Cyberspace and the Applicability of International Law Peter B.M.J. Pijpers, 2023-07-01 This enlightening book examines the use of online influence operations by foreign actors, and the extent to which these violate international law. It looks at key recent examples such as the 2016 UK EU Referendum, the 2016 American Presidential Election, and the 2017 French Presidential Election. The book analyses the core elements of interventions and sovereignty, and the extent to which these elements were violated in the three central case studies.

influence operations: Influence and Escalation Rebecca Hersman, Eric Brewer, Lindsey Sheppard, Maxwell Simon, 2022-01-12 Technology-enabled influence operations, including disinformation, will likely figure prominently in adversary efforts to impede U.S. crisis response and alliance management in high-risk, high-impact scenarios under a nuclear shadow. Both Russia and China recognize their conventional military disadvantage vis-à-vis conflict with the United States. As a result, both nations use sub-conventional tactics and operations to support their preferred strategies for achieving favorable outcomes while attempting to limit escalation risks. Such strategies include an array of activities loosely identified as influence operations, focused on using and manipulating information in covert, deniable, or obscure ways to shape the strategic environment. This report presents eight scenarios—four focused on Russia and four focused on China—that invite potential escalation risks and demonstrate how the tools and tactics of influence operations could be employed to challenge detection, response, and crisis management. It explores a range of potential escalatory pathways and destabilizing consequences if adversary influence operations engage strategic interests and targets in high-risk scenarios and identifies key takeaways and recommendations for policymakers to better identify and defend against adversary influence operations.

influence operations: ECCWS 2019 18th European Conference on Cyber Warfare and

Security Tiago Cruz , Paulo Simoes, 2019-07-04

influence operations: Cyber Influence and International Security Franklin D. Kramer, Larry K. Wentz, 2008 Cyber influence is an ongoing source of power in the international security arena. Although the U.S. has an enormous cyber information capacity, its cyber influence is not proportional to that capacity. This pub. by the Nat. Defense University Center for Technology and National Security Policy discusses impediments to American cyber influence. It also offers a multifaceted strategy to enhance the influence of the U.S in cyberspace that differentiates the circumstances of the messages, key places of delivery, and sophistication with which message are created and delivered, with particular focus on channels and messengers.

influence operations: An Introduction to Cyber Analysis and Targeting Jerry M. Couretas, 2022-01-19 This book provides a comprehensive view of cyber operations, analysis and targeting, including operational examples viewed through a lens of conceptual models available in current technical and policy literature. Readers will gain a better understanding of how the current cyber environment developed, as well as how to describe it for future defense. The author describes cyber analysis first as a conceptual model, based on well-known operations that span from media to suspected critical infrastructure threats. He then treats the topic as an analytical problem, approached through subject matter interviews, case studies and modeled examples that provide the reader with a framework for the problem, developing metrics and proposing realistic courses of action. Provides first book to offer comprehensive coverage of cyber operations, analysis and targeting; Pulls together the various threads that make up current cyber issues, including information operations to confidentiality, integrity and availability attacks; Uses a graphical, model based, approach to describe as a coherent whole the development of cyber operations policy and leverage frameworks; Provides a method for contextualizing and understanding cyber operations.

influence operations: Routledge Handbook of Disinformation and National Security Rubén Arcos, Irena Chiru, Cristina Ivan, 2023-11-17 This interdisciplinary Handbook provides an in-depth analysis of the complex security phenomenon of disinformation and offers a toolkit to counter such tactics. Disinformation used to propagate false, inexact or out of context information is today a frequently used tool of political manipulation and information warfare, both online and offline. This Handbook evidences a historical thread of continuing practices and modus operandi in overt state propaganda and covert information operations. Further, it attempts to unveil current methods used by propaganda actors, the inherent vulnerabilities they exploit in the fabric of democratic societies and, last but not least, to highlight current practices in countering disinformation and building resilient audiences. The Handbook is divided into six thematic sections. The first part provides a set of theoretical approaches to hostile influencing, disinformation and covert information operations. The second part looks at disinformation and propaganda in historical perspective offering case study analysis of disinformation, and the third focuses on providing understanding of the contemporary challenges posed by disinformation and hostile influencing. The fourth part examines information and communication practices used for countering disinformation and building resilience. The fifth part analyses specific regional experiences in countering and deterring disinformation, as well as international policy responses from transnational institutions and security practitioners. Finally, the sixth part offers a practical toolkit for practitioners to counter disinformation and hostile influencing. This handbook will be of much interest to students of national security, propaganda studies, media and communications studies, intelligence studies and International Relations in general.

influence operations: ECCWS 2023 22nd European Conference on Cyber Warfare and Security Antonios Andreatos, Christos Douligeris, 2023-06-22

influence operations: Foundations of Effective Influence Operations Eric Victor Larson, 2009 The authors aim to assist the U.S. Army in understanding influence operations, capabilities that may allow the United States to effectively influence the attitudes and behavior of particular foreign audiences while minimizing or avoiding combat. The book identifies approaches, methodologies, and tools that may be useful in planning, executing, and assessing influence

operations.

influence operations: *Challenging Online Propaganda and Disinformation in the 21st Century* Miloš Gregor, Petra Mlejnková, 2021-03-09 Disinformation has recently become a salient issue, not just for researchers but for the media, politicians, and the general public as well. Changing circumstances are a challenge for system and societal resilience; disinformation is also a challenge for governments, civil society, and individuals. Thus, this book focuses on the post-truth era and the online environment, which has changed both the ways and forms in which disinformation is presented and spread. The volume is dedicated to the complex processes of understanding the mechanisms and effects of online propaganda and disinformation, its detection and reactions to it in the European context. It focuses on questions and dilemmas from political science, security studies, IT, and law disciplines with the aim to protect society and build resilience against online propaganda and disinformation in the post-truth era.

influence operations: *Psychological Warfare in Political Campaigns* Kunal Deshpande, 2025-02-20 Psychological Warfare in Political Campaigns explores the intricate world of political influence, focusing on psychological strategies used in both warfare and democratic processes. Tailored for a global audience, particularly readers in the United States, we provide a nuanced understanding of how psychological tactics shape public opinion and decision-making. We examine the foundational principles of psychological warfare, tracing its historical roots and contemporary applications. From ancient civilizations to modern conflicts, we illuminate the evolution and relevance of psychological tactics in shaping narratives and perceptions. Central to our discussion is the exploration of persuasion techniques deeply ingrained in political campaigning. Through an analysis of cognitive biases and persuasive communication strategies, we unveil the mechanisms behind effective messaging and voter mobilization. A significant portion of our book dissects propaganda techniques, particularly relevant in an era dominated by digital media and information warfare. We equip readers with tools to recognize and counter various forms of propaganda. We also delve into the role of social media in amplifying psychological operations, exploring how platforms like Facebook, Twitter, and YouTube manipulate public opinion and sow discord. While much of our discourse focuses on the civilian sphere, we also examine the use of psychological operations in military contexts. From influencing enemy morale to shaping battlefield perceptions, we provide an overview of strategies employed by military forces to achieve psychological dominance.

influence operations: *Digital Influence Mercenaries* James (J.F.) Forest, 2022-04-15 In today's online attention economy, supply and demand have created a rapidly growing market for firms and entrepreneurs using the tactics, tools, and strategies of digital influence warfare to gain profit and power. This book focuses on the more malicious types of online activity such as deception, provocation, and a host of other dirty tricks conducted by these "digital influence mercenaries." They can be located anywhere with an Internet connection--Brazil, China, Iran, Macedonia, Russia, Zimbabwe--and the targets of their influence efforts can be whomever and wherever they are paid to attack. They can do this for state governments willing to pay and provide their targeting instructions (usually in support of foreign policy objectives) and may have specific metrics by which they will assess the mercenaries' performance. Non-state actors (including corporations and political parties) can pay for these kinds of digital influence services as well. And in addition to being paid for services rendered, digital influence mercenaries can also profit simply by manipulating the targeted advertising algorithms used by social media platforms. James J. F. Forest describes in detail the various tools and tactics these mercenaries use to exploit the uncertainties, fears, and biases of their targets including bots, deep-fake images, fake news, provocation, deception and trolling. He also shows how they weaponize conspiracy theories and disinformation to manipulate people's beliefs and perceptions. Forest also highlights how government agencies and social media platforms are trying to defend against these foreign influence campaigns through such tactics as shutting down offending websites, Facebook pages, and YouTube channels; tagging disinformation with warning labels; identifying and blocking coordinated inauthentic behavior; and suspending social media accounts, often permanently. European and North American governments have launched numerous

investigations against these mercenaries, and in some cases have brought criminal charges. Forest concludes with suggestions for how each of us can learn to identify disinformation and other malicious efforts and defend ourselves in the future.

influence operations: Computer and Information Security Handbook (2-Volume Set)

John R. Vacca, 2024-08-28 Computer and Information Security Handbook, Fourth Edition offers deep coverage of an extremely wide range of issues in computer and cybersecurity theory, along with applications and best practices, offering the latest insights into established and emerging technologies and advancements. With new parts devoted to such current topics as Cyber Security for the Smart City and Smart Homes, Cyber Security of Connected and Automated Vehicles, and Future Cyber Security Trends and Directions, the book now has 104 chapters in 2 Volumes written by leading experts in their fields, as well as 8 updated appendices and an expanded glossary. Chapters new to this edition include such timely topics as Threat Landscape and Good Practices for Internet Infrastructure, Cyber Attacks Against the Grid Infrastructure, Threat Landscape and Good Practices for the Smart Grid Infrastructure, Energy Infrastructure Cyber Security, Smart Cities Cyber Security Concerns, Community Preparedness Action Groups for Smart City Cyber Security, Smart City Disaster Preparedness and Resilience, Cyber Security in Smart Homes, Threat Landscape and Good Practices for Smart Homes and Converged Media, Future Trends for Cyber Security for Smart Cities and Smart Homes, Cyber Attacks and Defenses on Intelligent Connected Vehicles, Cyber Security Issues in VANETs, Use of AI in Cyber Security, New Cyber Security Vulnerabilities and Trends Facing Aerospace and Defense Systems, and much more. - Written by leaders in the field - Comprehensive and up-to-date coverage of the latest security technologies, issues, and best practices - Presents methods for analysis, along with problem-solving techniques for implementing practical solutions

influence operations: Information Warfare Edwin Leigh Armistead, 2007 In Leigh

Armistead's second edited volume on warfare in the Information Age, the authors explore the hype over possibilities versus actuality in their analysis of Information Operations (IO) today. First, leaders must better understand the informational element of national power, and second, their sole focus on technology must expand to include IO's physical interconnectivity, content, and cognitive dimensions. Finally the authors urge the United States to use its enormous IO advantage to deal with complex national security issues beyond the Department of Defense, for example, in swaying global opinion and influencing other populations. Armistead and his colleagues set aside the hype and conjecture concerning IO, because its real potential is more powerful and comprehensive than currently appreciated. In a straightforward format they take practitioners on the path toward a smart and effective way of waging IO. While the original claims of bloodless wars or of computer hackers plunging North America into a new dark age of constant electric grid collapses quickly raised awareness of new threats and capabilities in the Information Age, these scenarios strain credulity and hamper our understanding of those threats and capabilities. This volume corrects this situation, grounding IO in the real world, and concentrates on its actual challenges, capabilities, and accomplishments. Information Warfare will be an indispensable guide and reference work for professionals and students in the fields of national security.

influence operations: The Co-evolution of Technology and Warfare Tracey German, Fotios

Moustakis, Andrew N. Liaropoulos, 2025-09-30 This book explores the relationship between technology and warfare, by examining how recent technological advancements have revolutionized the conduct of war. The work analyses contemporary conflicts, including the Syrian civil war, the Taliban takeover in Afghanistan, and the ongoing war in Ukraine, but also by exploring future war scenarios and assessing the military capabilities of major powers. In doing so, the book highlights the dynamic and evolving nature of modern warfare. It goes beyond a simple examination of technological advancements, addressing the complexities of modern warfare, scrutinizing the strategies employed by states to adopt and develop military technologies, while emphasizing the importance of technology in shaping military planning, training, research, and innovation. The book provides a collection of timely contributions by leading scholars and practitioners in the military and

security field. Furthermore, the contributors identify potential challenges and risks associated with the widespread adoption of technologies in warfare and propose recommendations for policymakers to address issues that relate to military planning and training, research and development, and resilience building. This book will be of much interest to students of security studies, technology studies, defence studies and International Relations. The Open Access version of this book, available at <http://www.taylorfrancis.com>, has been made available under a Creative Commons Attribution-Non Commercial-No Derivatives (CC-BY-NC-ND) 4.0 license.

influence operations: Routledge Handbook of the Influence Industry Emma L. Briant, Vian Bakir, 2024-10-15 This Handbook provides the first comprehensive examination of the influence industry and how it operates worldwide across different domains. The rapid evolution of emerging technologies and data-driven persuasive practices has been linked to the spread of misleading content in domestic and foreign influence campaigns. This has prompted worldwide public and policy discussions about disinformation and how to curb its spread. However, less attention has been paid to the increasingly data-driven commercial industry taking advantage of the opportunities these new technologies afford. The handbook uses the term 'influence' here to include not only messaging and public relations (PR), which fell within the traditional focus of propaganda studies, but to consider the infrastructure and actors behind an advanced array of capabilities that can be used in a coordinated way to affect an audience's emotions, ideas and behaviors in order to advance a state or non-state actor's objectives - increasingly based on data-driven profiling. The volume fills a gap in scholarship exploring the recent technical, political and economic development of this industry, surveying the extent of different technologies and services offered to clients worldwide across multiple domains (commercial, political, national security and government). The chapters are divided into three thematic sections and evaluate Influence Industry practices, aims and effectiveness across audiences; business practices and economics; and democratic structures and human rights. They also offer advice for researchers and consider key ethical issues and new regulatory approaches. This volume will be of much interest to students of political science, propaganda studies, sociology, communication studies and journalism.

influence operations: ECIW2010-Proceedings of the 9th European Conference on Information Warfare and Security Josef Demergis, 2010-01-07

influence operations: Political Influence Operations Darren E. Tromblay, 2018-03-05 Russian interference with the 2016 U.S. elections brought the problem of foreign influence on American politics into sharp relief. However, externally-sponsored subversion of U.S. decision making has been a shadowy threat to American policy for the better part of a century. Political Influence Operations provides an incisive examination of how external actors have infiltrated American society—from lobbyists, to academia, to the media—in order to further their own objectives. Tromblay draws upon historical examples to demonstrate how U.S. adversaries - and sometimes its ostensible allies - have used the openness of American society against the country's best interests. By identifying vulnerabilities and exposing the underlying dynamics of foreign influence, the book provides a roadmap for U.S. governmental and private sector entities to navigate the currents of international engagement.

influence operations: SOVIET ACTIVE MEASURES HEARINGS BEFORE THE PERMANENT SELECT COMMITTEE ON INTELLIGENCE HOUSE OF REPRESENTATIVES NINETY-SEVENTH CONGRESS SECOND SESSION , 1982

Related to influence operations

INFLUENCE Definition & Meaning - Merriam-Webster As a verb, influence typically means "to affect or change someone or something in an indirect but usually important way." Something or someone that influences a person or thing, then, has an

Influence Definition & Meaning | Britannica Dictionary INFLUENCE meaning: 1 : the power to change or affect someone or something the power to cause changes without directly forcing them to happen often + on, upon, or over; 2 : a person

INFLUENCE | English meaning - Cambridge Dictionary INFLUENCE definition: 1. the power to have an effect on people or things, or a person or thing that is able to do this. Learn more

Influence - definition of influence by The Free Dictionary A power affecting a person, thing, or course of events, especially one that operates without any direct or apparent effort: the pervasive influence that TV has on modern life; young people

influence noun - Definition, pictures, pronunciation and usage notes Definition of influence noun from the Oxford Advanced Learner's Dictionary. [uncountable, countable] the effect that somebody/something has on the way a person thinks or behaves or

influence - Dictionary of English the action or process of producing effects on the actions, behavior, opinions, etc., of another or others: Her mother's influence made her stay. a person or thing that exerts influence: He is an

INFLUENCE - Definition & Translations | Collins English Dictionary Influence is the power to make other people agree with your opinions or make them do what you want. Discover everything about the word "INFLUENCE" in English: meanings, translations,

INFLUENCE Definition & Meaning - Explained - Power Thesaurus Learn the meaning of Influence with clear definitions and helpful usage examples

INFLUENCE Definition & Meaning | Influence definition: the capacity or power of persons or things to be a compelling force on or produce effects on the actions, behavior, opinions, etc., of others.. See examples of

INFLUENCE - Definition & Meaning - Reverso English Dictionary Influence definition: effect of one thing on another. Check meanings, examples, usage tips, pronunciation, domains, and related words. Discover expressions like "exert influence over",

INFLUENCE Definition & Meaning - Merriam-Webster As a verb, influence typically means "to affect or change someone or something in an indirect but usually important way." Something or someone that influences a person or thing, then, has an

Influence Definition & Meaning | Britannica Dictionary INFLUENCE meaning: 1 : the power to change or affect someone or something the power to cause changes without directly forcing them to happen often + on, upon, or over; 2 : a person

INFLUENCE | English meaning - Cambridge Dictionary INFLUENCE definition: 1. the power to have an effect on people or things, or a person or thing that is able to do this. Learn more

Influence - definition of influence by The Free Dictionary A power affecting a person, thing, or course of events, especially one that operates without any direct or apparent effort: the pervasive influence that TV has on modern life; young people

influence noun - Definition, pictures, pronunciation and usage notes Definition of influence noun from the Oxford Advanced Learner's Dictionary. [uncountable, countable] the effect that somebody/something has on the way a person thinks or behaves or

influence - Dictionary of English the action or process of producing effects on the actions, behavior, opinions, etc., of another or others: Her mother's influence made her stay. a person or thing that exerts influence: He is an

INFLUENCE - Definition & Translations | Collins English Dictionary Influence is the power to make other people agree with your opinions or make them do what you want. Discover everything about the word "INFLUENCE" in English: meanings, translations,

INFLUENCE Definition & Meaning - Explained - Power Thesaurus Learn the meaning of Influence with clear definitions and helpful usage examples

INFLUENCE Definition & Meaning | Influence definition: the capacity or power of persons or things to be a compelling force on or produce effects on the actions, behavior, opinions, etc., of others.. See examples of

INFLUENCE - Definition & Meaning - Reverso English Dictionary Influence definition: effect of one thing on another. Check meanings, examples, usage tips, pronunciation, domains, and related words. Discover expressions like "exert influence over",

INFLUENCE Definition & Meaning - Merriam-Webster As a verb, influence typically means "to

affect or change someone or something in an indirect but usually important way." Something or someone that influences a person or thing, then, has an

Influence Definition & Meaning | Britannica Dictionary INFLUENCE meaning: 1 : the power to change or affect someone or something the power to cause changes without directly forcing them to happen often + on, upon, or over; 2 : a person

INFLUENCE | English meaning - Cambridge Dictionary INFLUENCE definition: 1. the power to have an effect on people or things, or a person or thing that is able to do this. Learn more

Influence - definition of influence by The Free Dictionary A power affecting a person, thing, or course of events, especially one that operates without any direct or apparent effort: the pervasive influence that TV has on modern life; young people

influence noun - Definition, pictures, pronunciation and usage Definition of influence noun from the Oxford Advanced Learner's Dictionary. [uncountable, countable] the effect that somebody/something has on the way a person thinks or behaves or

influence - Dictionary of English the action or process of producing effects on the actions, behavior, opinions, etc., of another or others: Her mother's influence made her stay. a person or thing that exerts influence: He is an

INFLUENCE - Definition & Translations | Collins English Dictionary Influence is the power to make other people agree with your opinions or make them do what you want. Discover everything about the word "INFLUENCE" in English: meanings, translations,

INFLUENCE Definition & Meaning - Explained - Power Thesaurus Learn the meaning of Influence with clear definitions and helpful usage examples

INFLUENCE Definition & Meaning | Influence definition: the capacity or power of persons or things to be a compelling force on or produce effects on the actions, behavior, opinions, etc., of others.. See examples of

INFLUENCE - Definition & Meaning - Reverso English Dictionary Influence definition: effect of one thing on another. Check meanings, examples, usage tips, pronunciation, domains, and related words. Discover expressions like "exert influence over",

INFLUENCE Definition & Meaning - Merriam-Webster As a verb, influence typically means "to affect or change someone or something in an indirect but usually important way." Something or someone that influences a person or thing, then, has an

Influence Definition & Meaning | Britannica Dictionary INFLUENCE meaning: 1 : the power to change or affect someone or something the power to cause changes without directly forcing them to happen often + on, upon, or over; 2 : a person

INFLUENCE | English meaning - Cambridge Dictionary INFLUENCE definition: 1. the power to have an effect on people or things, or a person or thing that is able to do this. Learn more

Influence - definition of influence by The Free Dictionary A power affecting a person, thing, or course of events, especially one that operates without any direct or apparent effort: the pervasive influence that TV has on modern life; young people

influence noun - Definition, pictures, pronunciation and usage Definition of influence noun from the Oxford Advanced Learner's Dictionary. [uncountable, countable] the effect that somebody/something has on the way a person thinks or behaves or

influence - Dictionary of English the action or process of producing effects on the actions, behavior, opinions, etc., of another or others: Her mother's influence made her stay. a person or thing that exerts influence: He is an

INFLUENCE - Definition & Translations | Collins English Dictionary Influence is the power to make other people agree with your opinions or make them do what you want. Discover everything about the word "INFLUENCE" in English: meanings, translations,

INFLUENCE Definition & Meaning - Explained - Power Thesaurus Learn the meaning of Influence with clear definitions and helpful usage examples

INFLUENCE Definition & Meaning | Influence definition: the capacity or power of persons or things to be a compelling force on or produce effects on the actions, behavior, opinions, etc., of

others.. See examples of

INFLUENCE - Definition & Meaning - Reverso English Dictionary Influence definition: effect of one thing on another. Check meanings, examples, usage tips, pronunciation, domains, and related words. Discover expressions like "exert influence over",

Back to Home: <https://ns2.kelisto.es>