

Likely (Operational) Behavior

- **Behavioral ‘Preference’**
- **Behavioral Expectation**
- **Behavioral Choice (e.g., Enemy Course of Action, or ECOA; target selection; media exploitation...)**

# Analytical Workflow:

## General to Specific

### (Knowledge to Assessments)

**Values, Beliefs, Worldview** (*cultural anthropology/social psychology*)

**Operational Behavioral History** (*organizational dynamics*)

**Perceptions**

**Motivations (Needs and Objectives)**

**Current Capabilities**

**Situational Factors**

**Decision Process**

**Probable Intent**

**Likely Behavior (COAs)**

**Vulnerabilities**

**Influence Susceptibilities**

**Accessibility**

**Recommendations**



# Outlining Courses of Action

- Processes vary some
- Tools are useful in this stage
- Organize information
- Hypothesis testing
- Communicate to the Planner/Operator
- Modeling....