



Psychology of Intelligence Analysis

By Richards J. Heuer

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This volume pulls together and republishes, with some editing, updating, and additions, articles written during 1978-86 for internal use within the CIA Directorate of Intelligence. The information is relatively timeless and still relevant to the never-ending quest for better analysis. The articles are based on reviewing cognitive psychology literature concerning how people process information to make judgments on incomplete and ambiguous information. Richard Heuer has selected the experiments and findings that seem most relevant to intelligence analysis and most in need of communication to intelligence analysts. He then translates the technical reports into language that intelligence analysts can understand and interpret the relevance of these findings to the problems intelligence analysts face.

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