Why Intelligence? Why do We Need to Include the Word Intelligence in the Romanian Language Dictionary?
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WHY INTELLIGENCE? WHY DO WE NEED TO INCLUDE THE WORD INTELLIGENCE IN THE ROMANIAN LANGUAGE DICTIONARY

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Abstract

This paper advocates the introduction of the concept of intelligence in the Romanian language, in order to fill the current methodological gap. The need for a new concept emerged in the activity of Romanian intelligence services over a decade ago, when „intelligence" started to be used in parallel with „information" in external and internal missions.Our approach is focused on three dimensions, which we consider fundamental for our demarche: formulating a definition of intelligence, establishing its position in relation with other key-concepts from the cognitive field: data, information, intelligence and knowledge and underlining the differences between the four and finally making a brief presentation of the intelligence types, both in the military and intelligence field, and its extension to the business and academic sector in the last two or three decades.

Keywords: intelligence, intelligence studies, national security, security culture, analytical culture.

Introduction

This paper represents a discursive demarche that shortly approaches the need to introduce the word "intelligence" in the Romanian language[1]. The need to use this word in the activity of Romanian intelligence services emerged a decade ago, at least 15-17 years ago, the intelligence concept starting to be used in external and internal missions. Also, in the last decade and a half, following the global development of intelligence beyond the purview of intelligence agencies, the concept began to be extrapolated to various sectors of society, especially to the business and academic circles. Thus, through the transfer of knowledge arsenal encapsulated in the intelligence process, the "business/ competitive intelligence" (B/ CI) discipline emerged in business intelligence area. In the 1990's, the concept of business intelligence (BI), which refers to internal organization information, started to be promoted in the IT sector.

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[1] Intelligence – this key word will be used in the paper as a defective plural neutral noun, borrowed from English, similar to the marketing and management concepts

Our approach is focused on three dimensions we consider fundamental for our demarche: first, the definition of intelligence, second, its place in relation with other key cognitive concepts: *data, information, intelligence and knowledge*, underlining the differences among them, but especially between the concepts of *information* and *intelligence*, and third, a brief presentation of the types of intelligence, with an emphasis on the classifications in both the *military* and *intelligence* field and the extension to the business and academic sectors in the last two or three decades.

Any discipline, field, or science needs a set of concepts and definitions characterizing and defining it, which should be shared by all employees and specialists in the field. As long as a discipline lacks a literature, its method, its vocabulary, its body of doctrine, and even its fundamental theory run the risk of never reaching full maturity[2]. To this end, the attempt to define, as briefly as possible, a concept such as intelligence that has become increasingly broad, has proved to be an extremely difficult task for all experts who have dared engage in such a great endeavor over the last century. Specialists and nations have not reached a consensus on the word *intelligence*. Disagreements within and outside the (intelligence) community often stem from inconsistent meanings of the concept of intelligence. Thus, the military intelligence officers associate it with the theaters of operations and enemies, defining the operation as a military action or mission. Those working in the field of intelligence gathering associate the term with their specific operating purpose and neglect the final result of their work. And the analysts who elaborate the final intelligence product are tempted to give less importance to raw material and methods by which it was obtained.[3]

Therefore, one can notice the need for developing common definitions for all experts within a structure to act as vectors of uniformity and convergence. The aim of this paper is an attempt to elucidate the necessity of introducing the concept and word "intelligence" in the Romanian language dictionary. Alternatively, this paper is an attempt to review the major concept meanings embedded in the "intelligence" concept in order to clarify its position compared to other key concepts in the cognitive domain: data, information, and knowledge.

In Romania, the "information" field also needs such a set of concepts for its specialists, taking into account the 150 years of modern development of information, of experience gained which should be shared and transmitted to the new generations.

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[2]   Sherman Kent, "The Need for an Intelligence Literature", *Studies in Intelligence*, 1, September 1955, p. ………………………………………………………………….
[3]   Martin T. Bimfort, "A Definition of Intelligence", *Studies in Intelligence*, 2, 4, 1958, p. 75.

Argument

We have witnessed lately a process of linguistic globalization and Anglicization, which results in deliberate acceptance of a common means of communication in the international economic relations. The need to use a common language establishing a relationship of effective communication between different entities was more strongly emphasized in the context of increasing international information flows.

Therefore, after 1990, a series of concepts, mostly from English, such as *management, marketing*, were introduced in the Romanian language following their introduction as disciplines in the Romanian educational institutions.

Romania's integration into the European Union and NATO has brought to public attention the need to adapt the Romanian language to contemporary realities, a series of specialized concepts referring to the institutional mechanisms of the two organizations being thus introduced into everyday language. The adoption of those new concepts has been the result of the need to ensure interoperability between the Romanian institutions and specialists, on the one hand, and those of the Member States, on the other hand.

The concept of "intelligence" is currently experiencing a similar trend. Recent steps have been taken, both at the level of higher military education institutions and civil universities, in order to separate "intelligence" from the great family of security studies and develop it as an independent discipline.

As with other disciplines, relatively recently introduced in Romania, such as management, marketing, political science, we need to develop or, where this is not possible, acquire concepts that underpin the respective discipline.

Therefore, accepting that any language is a living body that develops and transforms itself, new words appear when we need to define new ideas or objects. Usually, they are formed from existing words. But, no equivalent word for this process has been introduced in the Romanian language so far. However, we can analyze the translation of the word "information' and the equivalent outcome of the operational information process. Thus, as the Romanian word "informații" is translated "information" in French, "informazioni" in Italian, and "information" in English, the Romanian language could borrow a new word from these languages. The English and French languages have specific words for other types of information, processed and assessed, bearing information value and supporting the decision-making process, namely *renseignements* in French and intelligence in English. We could say that, in Romanian, the problem could be solved best by the Anglo-Saxon word "intelligence", similar to other successful adaptations, for example management and marketing in the business field.

There is no such word in Romanian or such concept in the information field. The specialty literature of the relevant governmental institutions (intelligence services) does not cover the entire information processing cycle

with a concept defining all relevant knowledge. The phased cycle of information processing is called *operational-information* process, the two words representing the equivalent of the collection (the operational phase) and information analysis (the information phase) stages specific to the Anglo-Saxon and French models[4].

For a more rigorous presentation of the "information" phenomenon, the lack of a Romanian concept in the field, equivalent to knowledge, determines us to borrow and operate with the Anglo-Saxon term of "intelligence". On the one hand, this is the easiest way to adapt the "operational-information" syntagm through the "intelligence" concept coming from a foreign language. On the other hand, we can resort to this option in order to avoid using several words or endless explanatory sentences, both for this concept and for specific aspects of the field (such as the equivalent of knowledge, managerial and organizational aspect, as well as the actionable aspect itself).

In the "information" (intelligence) field, specialists perceive research through the collection of data and information they analyze, assess and disseminate to planning experts and political factors to help them make effective national decisions. In this respect, the intelligence means assessed information.

Estimating and assessing information means "to sift, classify and estimate the reliability of collected information, this analysis yielding relevant inferences to be interpreted according to the needs of those who plan, decide and operate"[5]. Also, information should be checked in terms of their authenticity, since "all the clues, information, secret or not, are collected, analyzed, compared, cross-laid, completed until a clear belief is taking shape. Thus, we will understand the importance of establishing the trustworthiness of clues; the apparently innocent and trivial detail may signal an essential truth, while a rational belief can be substantiated by adding sequences and interpreting them".[6]

The analytical phase is extremely complex as probability can be differentiated from likelihood through a specific methodology, allowing the shift from probability to truth through a probability estimate scale[7]. Analysis moves to synthesis in the analytical process (which Anglo-Saxons called *estimation*) through interpretation. Due to this process, the information may not be just information at the end of operational-information cycle.

At this point, we reach a still vague and unresolved problem in the information (intelligence) field in Romania. Can we consider that information (before the process) is equal to the information resulting from the collection,

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[4]   Jacques Baud, *Encyclopedie du Renseignement et des Services Secrets*, Lauvazelle, 1997.
[5]   Harry Howe Ransom, *Intelligence Establishment*, Harvard University Press, 1970; *apud* Alain Dewerpe*, Spy. A Historical Anthropology of the Contemporary State Secret*, Nemira, Bucharest, 1998, p. 13.
[6]   *Ibid.*
[7]   Sherman Kent, "Words of Estimative Probability", *Studies in Intelligence*, Fall 1964; https://www.cia.gov/library/center-for-the-study-of-intelligence/csi-publications/books-and-monographs/sherman-kent-and-the-board-of-national-estimates-collected-essays/6words.html

analysis, assessment, interpretation process, which, in Romania, is known and referred to as operational-information process? Passing information through a phased and comprehensive process as well as its amplitude on an inter- and intra-organizational scale of an organizational entity, whether a nation state, a private, or public corporation, lead us to believe that we cannot accept this equality.

Also, we are currently witnessing a paradigm shift in this field, making the transition from the "need to know" to the "need to share". One of the main components of this transformation is cooperation. As a NATO and EU member state, Romania has to ensure the interoperability of its own intelligence services with similar entities of the other Member States, an unattainable goal in the absence of a common language.

On the other hand, if, in the past, the scientific approach of information under the imperative concept of intelligence fell exclusively in the competence of specialized agencies (government institutions only – intelligence services), today this particular type of knowledge management is governed and directed by the concept of intelligence, including in the case of private institutions.

One advantage of introducing the concept of intelligence is its versatility, allowing it to exceed the limits of intelligence services, as it can be adapted to the needs of the private sector, under the shape of business intelligence, competitive intelligence and marketing intelligence, as well as to those of the academic community under the form of academic intelligence.

A number of real steps have been already made in these fields in order to impose the term of intelligence. In the economic field, several companies that offer services/trainings in the competitive intelligence/business intelligence have been set up.

We can see similar initiatives in the academic field under the form of competitive intelligence classes, organized at some universities (the Academy of Economic Studies, Polytechnic University Bucharest) as well as of scientific materials on the academic intelligence theme (the Academic Intelligence and Security Studies Conference). At the same time, this concept can be found also in the title of some curricula, such as those of the National Intelligence Academy "Mihai Viteazul": intelligence and national security, and the intelligence analysis.

On the other hand, one of the main risks of the linguistic globalization is the abusive use of the loans from other languages. That is the reason why a clear-cut and concise definition of the "intelligence" concept should be elaborated in order to ensure the institutional inter-operability without ignoring Romanian realities.

Just as in the case of the other discipline recently introduced in Romania, taking over without discrimination the ideas and the Western theories is not enough, as it is necessary to adapt them to the national specific. In the absence of this analysis and processing stage, we cannot talk about an innovation process but only of an imitation process, in the sense of what Titu Maiorescu used to call "the form without substance".

Data, Information, Intelligence and Knowledge

Any social intelligence group needs a collective organizational memory. To that end, we consider that we have to start the description of the "information" phenomenon, especially due to some conceptual gaps and the national perception of the information culture, by defining and clearing the concepts that stand at the basis of the operational-information (intelligence) processes. Actually, taking into account the lack of information in the Romanian literature of the concept equivalent with "knowledge", and Kent's allegation that the "intelligence is knowledge", which exists in other schools or information models, make us widely approach this issue, which becomes fundamental, if we want to have success in this field.

As in any other field or scientific discipline, the information (intelligence) specialists should fully understand the conceptual differences to establish and use in a correct order the concepts of data, information, knowledge and intelligence.

It is quite often highlighted that data, information and knowledge are not similar and do not represent the same thing. However, despite the efforts to define them, several researchers use these terms in the same manner. Especially the terms of knowledge and information are used in a similar way, even if the two entities are far from being identical.

According to Ackoff[8], the content of the human mind can be classified into five categories: 1. Data: symbols; 2. Information: data that are processed to be useful; provides answers to "who", "what", "where", and "when" questions; 3. Knowledge: application of data and information; answers "how" questions; 4. Understanding: appreciation of "why"; 5. Wisdom: evaluated understanding.

Ackoff highlights that the first four categories relate to the past, dealing with what has been or what is known. Only the fifth category, wisdom, deals with the future because it incorporates vision and design. With wisdom, people can create the future rather than just grasp the present and past[9].

Starting from Ackoff's scheme, what interests us in relation with the knowledge management applied in the intelligence services are the cases where the information is insufficient separated by the knowledge. Kogut and Znader define information as "knowledge which can be transmitted without loss of integrity".[10] However, there are specialists who challenge this lack of separation and argue that the information and knowledge refer both to meaning, i.e. they

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[8]   Russel Lincoln Ackoff (February 12, 1919 – October 29, 2009) was an American expert, a professor of organizational change and systems theorist. Ackoff was a pioneer in the management science, operational research and thinking systems.
[9]   Gene Bellinger, Durval Castro, Anthony Mills, Data, Information, Knowledge, and Wisdom, available at http://www.systems-thinking.org/dikw/dikw.htm, accessed on November 20, 2011.
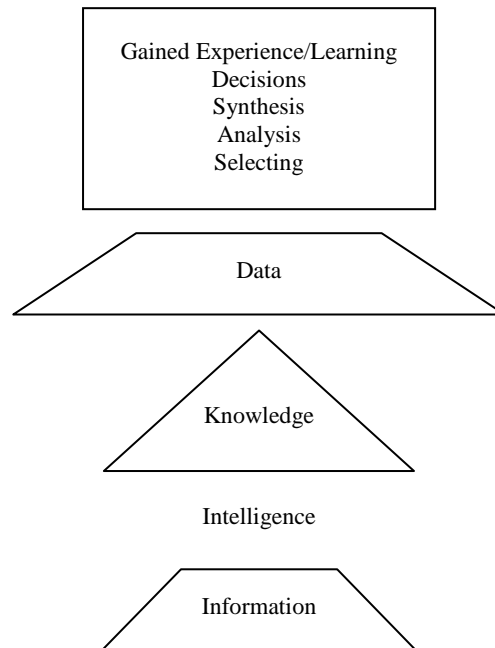[10]   B. Kogut and U. Zander, "Knowledge of Firm, Combinative Capabilities and the Replication of Technology", *Organization Science*, 3, 3, 1992, pp. 383-397.

both are relational and context specific. Thus, Nonaka says that knowledge is similar to but differs from information: while information refers more to facts, knowledge is about beliefs and commitments. Furthermore, knowledge is related to action as it has to be used to some end[11].

This is the case with the intelligence services. In order to fulfill their objectives, the state structures specialized in gathering and protecting information (state information) had to manage resources and information and knowledge in the most efficient possible way.

In reality, those services in the modern nation-states have developed and improved an information and knowledge management process, making use of the "sociological image" or what C. Wright Mills called "the framework" which is used to analyze the perceptions of social life. To a certain extent, this image is characterized by a strong skepticism starting from the idea that the social appearances are not what they look like. Therefore, they use knowledge through intelligence processes as a strategy to elaborate prognoses and forecasts which should be the basis for some successful political, military and economic decisions.

To understand the knowledge generation process within the information (intelligence) services and the concepts they rely on, we can use the graphic representation of the three concepts specific to the information management, thus:

Gained Experience/Learning
Decisions
Synthesis
Analysis
Selecting

Data

Knowledge

Intelligence

Information

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[11] Nonaka, I and H. Takeuchi, *The Knowledge-Creating Company: How Japanese Companies Create the Dynamics of Innovation*, Oxford University Press, New York, 1995.

In the same way, the information (intelligence) services have adapted these concepts and the entire production process to their needs to support the governmental decision-making process of the modern nation-state. In some modern nation-states, the information services" specialists developed a theory, strategy and doctrine of the intelligence, establishing a school of the knowledge management inside these social groups. Within this context, we have to analyze and identify the essential differences between the two concepts: information and intelligence which are represented by the intelligence concept in the doctrine and the Anglo-American school or reinseignement in the French school.

Intelligence Concept Definition [*]

Today, in the Knowledge Era, stemmed from the Information Era, we cannot initiate a definition of this concept without starting from the origin, from the field that gave birth to it and imposed that concept: military field.

To that end, according to the Department of Defense Dictionary of Military and Associated Terms: "Intelligence is the product resulting from the collection, processing, integration, evaluation, analysis, and interpretation of all available information concerning other nations or areas in the world/ foreign nations hostile or potentially hostile forces or elements, or areas of actual or potential operations".

The military intelligence is represented by real facts, events and obvious circumstances such as a report on an arms factory or the presence of some hostile troops (terrorists) in a certain region. The obtained information can be true, false, confirmed, reliable, veridical or not, etc. The intelligence was created when the fact was verified and labeled as such and the respective information was corroborated with other information drawing the conclusion of what might happen in the future, establishing also the probability for that event to occur.

Generally, the military intelligence is the sum of our knowledge and perceptions about the opportunities, activities and intentions of a current or potential enemy.

Michael Herman, professor at the *Royal Institute* of International Affairs in London, says that the association between *intelligence* (information, information activities, espionage, resources involved in this domain) and the intelligence specialized institutions (under state authorities or subordinated to other authorities) dates back only in the second half of the 19th century; and the association between the term *intelligence* and the notion of information and /or

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[*] This chapter covers the definition of the intelligence concept specific to the industrial and information eras. We make this mention as in the last two decades important changes have taken place claiming a new approach of a intelligence concept and model specific to another context, of post-information era that would be treated in the near future in another work.

news – in the dictionary meaning used in English since the middle of 15th century, of "knowledge as to events communicated by or obtained from another, especially military" – it has always been collected as part of warfare.[12]

Generally, the intelligence was defined as a final product of an intelligence process where all data and information are collected, processed, assessed, analyzed and presented under an adequate form for the decision maker.

Bimfort, one of the first experts in the domain, says that the intelligence is the collecting and processing that information about foreign countries and their agents which is needed by a government for its foreign policy and national security, the conduct of non-attributable activities abroad to facilitate the implementation of foreign policy, parallel to the protection of the entire process and the products, as well as persons and organizations against unauthorized disclosure. (Martin T. Bimfort – "A Definition of Intelligence")

Similar to the historian Walter Laqueur who noticed the failure of all attempts to develop some "ambitious" theories on intelligence before 1985, Michael Warner warned (2002) on the significant differences among the definitions of the "intelligence" concept formulated by various authors.

Warner starts from the idea that by defining intelligence he casts a light over this domain and says that if a term or a notion cannot be defined, something has to be rethought in order to approach the respective domain and to strictly delimitate the concept.

In its turn, CIA formulated the following definition: reduced to its simplest terms, intelligence is knowledge and foreknowledge of the world around us – the prelude to decision and action by US policymakers.[13]

Starting from the CIA definition, Fred Schreier synthesizes the traditional definition of the intelligence concept, focusing mainly on its strategic component, respectively „strategic intelligence represents knowledge and information necessary or required by the customers in order to achieve foreign policy objectives. Intelligence can be also defined as a series of activities conducted by governmental agencies, which are mostly covert operations".

These activities include collection, analysis, assessment and interpretation of information gathered from a complex array of sources, secret or open, in order to elaborate a product that should provide useful knowledge for the strategic/foreign policy decisions.

Nevertheless, intelligence services do more than that, engaging in secret operations aimed at achieving state interests, clandestinely trying to manipulate the course of events abroad without disclosing the source of these attempts and, at the same time, they are authorized to conduct counterintelligence actions.

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[12] Michael Herman, *The Intelligence Power in Peace and War,* Cambridge University Press, 1996, p. 9
[13] Michael Warner, "Wanted: A Definition of 'Intelligence' Understanding Our Craft", *Studies in Intelligence,* 46, 3, ANUL, p. 202.

Including these elements into the system of benchmarks which is necessary in order to conceptually delimitate the intelligence, Schreier shapes a theoretic framework focusing on five coordinates to define intelligence:

• A particular knowledge – the knowledge of the hidden, or foreknowledge of the unpredictable, as well as that type of knowledge that meets the stated or understood needs of decision and policy makers relevant to deal with dangers and threats from actual or potential adversaries.

• The type of organization producing that knowledge – the functional structures that exist to undertake intelligence activities and the production of intelligence and knowledge. There are four types of intelligence: foreign, domestic, defense or military, and, in some countries, criminal intelligence.

1. The activities pursued by such organizations fall into three categories of basic functions: collection, analysis, and counterintelligence. In addition, some states may have a need for covert action, usually performed by foreign intelligence services.

2. The process guiding these activities, respectively the process by which government and military leadership request intelligence and by which intelligence services respond to these needs in a sequence of six steps: planning and direction, collection, processing, analysis and production, dissemination and feedback.

3. The product resulting from these activities and processes, ranging from warning and situation reports, briefings, assessments, and estimates to analyses that meet the specific user needs and persuades through analytic tradecraft of a trail of evidences, assumptions and specific conclusions[14].

The most famous definition of intelligence is that of Sherman Kent, the first Director of the CIA Office of National Estimates. In his book, *Strategic Intelligence for American World Policy*, he says that "intelligence", used as an invariable noun, can mean:

(1) *knowledge* – "… the type of knowledge our state should acquire on other countries in order to be sure that the lack of it will not be a cause, will not affect or lead to failure due to the political and military decision-makers who acted or planned the activities (at national level) under ignorance"[15].

(2) *organization* – "… intelligence is an institution; it is an organization where people pursuing a special type of knowledge are working"[16].

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[14] Fred Schreier, *Transforming Intelligence Services*, Study Group Information, Vienna, 2010, pp. 21-23.
[15] Sherman Kent, *Strategic Intelligence for American World Policy,* Princeton University Press, 1949, p. 3.
[16] *Ibid.,* p. 69.

(3) *activity* – "... the word intelligence is not used only for different types of knowledge … but also for the organization producing knowledge, which is also used as synonym for the activity carried out by the organization"[17].

On the other hand, Kristan Wheaton considers that there is no unitary definition of "intelligence", a fact proved by the significant differences at the level of definitions elaborated by the legal and academic circles or the intelligence services as well as by the development of new intelligence communities which also include law enforcement agencies.

Nevertheless, the importance of a definition resides in creating realistic expectations from decision-makers, especially in the democratic states, where public is often circumspect about the ties among secret knowledge, power and intelligence.

Wheaton eliminates from the elements necessary to draw up the definition two types of actions – those involving use of secret information and "covert" operations – claiming that they are not actually necessary to define intelligence and that the secret, or more precisely confidential character is necessary only to maintain the validity of certain options of the decision-makers.

On the other hand, "covert" operations are seen as political deeds rather than intelligence activities.

According to Kristan Wheaton, intelligence is a process using mainly unstructured information from all exploited sources, which is externally focused in order to reduce the level of uncertainty for a decision maker. (Kristan Wheaton, "What Is Intelligence?") In another wording, close in its meaning, intelligence is defined by Wheaton as that externally focused process designed to reduce the level of uncertainty for a decision maker, using all sources information[18].

The conclusions on the intelligence concept definition set forth by the specialty literature converge to the idea that, despite its unquestionable importance in the theoretization of intelligence, of the intelligence policy and strategy, a widely accepted definition is still an illusion.

The intelligence activity consists of other two main elements: foreign intelligence and counterintelligence activities. Foreign intelligence is defined as information relating to capabilities, intentions, or activities of foreign governments or elements thereof, foreign organizations, or foreign persons. The term "counterintelligence" is defined as "information gathered and activities conducted to protect against espionage, other intelligence activities, sabotage, or assassinations conducted by or on behalf of foreign governments or elements thereof, foreign organizations, or foreign persons, or international terrorist activities"[19].

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[17] *Ibid.,* p. 151.
[18] Kristan J. Wheaton, Michael T. Beerbower, "Towards a New Definition of Intelligence", *Stanford Law and Policy Review*, 2006.
[19] Intelligence Authorization Act for Fiscal Year 1995, 50 U.S.C. 401a available on www.fas.org/intelligence, visited on September 23, 2011.

Classification and Typology in Intelligence

There are numerous ways to classify intelligence and related activities. However, generally speaking, intelligence activity, as a product of collection, assessment, analysis, integration and interpretation of information related to a national security issue could be classified according to the following criteria: 1.) Decision-making hierarchy; 2.) Main purpose it is produced for; and 3.) Content of the issue it covers.

The intelligence activity should follow a well-defined goal (superfluous, as long as the strategic classification was mentioned).

The above-mentioned intelligence activity goal could seem limited to the tasks an intelligence service wants to accomplish. That is why the resulting information should have a clear and precise applicability, especially as far as the decision-making process is concerned.

Therefore, according to the *first criterion*, information can be used at the following levels:

1. *Tactical intelligence* – implies processing of limited or specific information to be used by the combat units when planning or conducting front-line operations; it plays an enhanced role in the context of the technological revolution and "smart" systems.

2. *Operational intelligence* – is the result of collecting, processing, analyzing, integrating and interpreting all available information on one or several aspects of a state or of areas of operational interest, which have immediate or probable importance for planning or conducting specific combat operations; it focuses on the capabilities and intentions of enemies or potential enemies, having also a predictive component[20].

3. *Strategic intelligence* – is required to meet information needs of planning and decision-making factors at national (government/ state) and international or senior military command level[21].

The first two levels are directly intended for the institutional goals and responsibilities regarding specific risks and threats, with a focus on *modus operandi* and prompt neutralization[22].

Strategic intelligence is mostly used for strategic planning, which generally deals with establishing the long-term ways of action. These ways of action are associated with military activities, but they could also be related to political and economic activities or a combination of political and military

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[20]   Robert M. Clark, *Intelligence Analysis: A target-Centric Approach*, CQPress, Washington DC, 2007, pp. 49-50.

[21]   Joint Doctrine for Intelligence Support to Operations, Chapter II – The Nature of Intelligence, available on http://www.fas.org/irp/doddir/dod/jp2-0/j2-och.htm, visited on October 19, 2011.

[22]   Sherman Kent, *Strategic Intelligence for American World Policy*, p. 54.

activities, such as the recognition of a head of state, imposing an embargo, staging a boycott or a blockade[23].

A distinction could be made between national strategic intelligence (highest state level, president and government) and departmental strategic intelligence, which can be located/ identified at the level of strategic defense intelligence. Strategic defense intelligence is concerned with capabilities, limitations, vulnerabilities and possible courses of action of foreign and enemy nations, alliances, military blocs, etc.

This information is useful to strategic planning in order to determine states' modus operandi. Data about foreign nations or certain target enemies allow the state to plan and conduct their operations more securely and successfully.

According to the *second criterion* that was mentioned above, *the basic aim it is produced for,* the intelligence typology comprises the following categories: (a) basic intelligence; (b) current intelligence; (c) early-warning intelligence; (d) estimated intelligence; (e) technical intelligence; (f) targeted intelligence; (g) crisis intelligence; (h) foreign intelligence; (i) work group intelligence and (j) counterintelligence[24].

The above mentioned classification is the result of a long evolutionary process and development of the intelligence field over the past 50 years. As for the intelligence classification, Kent distinguished, in 1949, among the following types of intelligence (including Mohinder's typology extended to competitive intelligence): basic descriptive intelligence, current reportorial intelligence, speculative evaluative intelligence[25].

To a certain extent, the intelligence typology presented by Kent results from the requests of the intelligence consumers, who are interested in the course of past, present and future events, time being considered an important element. What Kent calls as simple, descriptive type generally refers to monographs, to the extension of the knowledge databases on a certain target, being, by its very nature, an encyclopedic activity. Thus, the British experts call them intelligence studies, monographs; the Americans – reports and strategic surveys, topographical intelligence studies; the Germans – presentation of military and geographic information and maritime military information. We generally call them country profiles, surveys, reports etc.

The second, the current reportorial intelligence, refers to current intelligence, operational estimates and assessments, hot intelligence, covering a short period of time.

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[23]   Jerome K. Clauser, Sandra M. Weir, *Intelligence Research Methodology. An Introduction to Techniques and Procedures for Conducting Research in Defence Intelligence,* Prepared for the Defense Intelligence School, Washington, D.C., 1975, p. 20.
[24]   Mohinder Dugal, "CI Product Line: A Tool for Enhancing User Acceptance of CI", *Competitive Intelligence Review*, vol. 9, no. 2, April-June 1998.
[25]   Sherman Kent, *Strategic Intelligence for American World Policy*, p. 8.

The speculative evaluative intelligence refers to strategic estimates, assessments on enemy's capabilities, being aimed at elaborating scenarios of potential development for customers and decision-makers. The evaluative intelligence calls on the analysts to have specialized knowledge in qualitative and quantitative statistical analysis, mathematical modeling, and sociological, economic as well as other analysis methods[26].

Clauser and Weir (1975) define only three intelligence types: basic, operational and estimative/ predictive intelligence as forms from which other types of intelligence can derive and develop[27].

The intelligence classification *according to the third criterion* aims at developing the intelligence field in different activity areas and sectors, being a phenomenon which has experienced significant progress over the last two decades. To that end, we can identify, in a simple enumeration, the following categories of intelligence[28]: academic intelligence; artificial intelligence; business intelligence; biographical intelligence; competitive intelligence; collaborative intelligence; cultural intelligence; current intelligence; open intelligence.

In Romania, attempts have been recently made to define and promote two of these concepts, the efforts failing to be integrated into a coherent strategy focused on substantiating the discipline of intelligence.

The competitive intelligence (CI) is the most visible concept, as it has entered the current language through the means of the private sector, where the first companies providing such services or organizing training in the field have emerged. Nevertheless, we cannot talk about an "official" adoption of the term, but only about its use in the absence of a Romanian equivalent. Although attempts have been made to 'translate' the term, the concept of *economic intelligence* being used instead, they have proved useless.

The academic intelligence (AI) is the second concept used, which can be defined on two different levels. On the one hand, AI covers the scientific development area of the intelligence domain through the development of the intelligence theory, the collection methods and techniques, the information analysis and dissemination. On the other hand, its main development direction is knowledge intelligence.

From the scientific point of view, intelligence can be classified into two broad categories: information intelligence directly managed by the special services within the national security system and knowledge intelligence managed by specialists, researchers and experts from the academic circles, universities, institutes, think-tanks, NGOs.

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[26]   *Ibid.*
[27]   Jerome K. Clauser and Sandra M. Weir, quoted paper, p. 20.
[28]   Marian Sebe, "About Intelligence (II)", *Romanian Journal of Intelligence Studies*, 3, October 2010, p. ……………………………………………

In Romania, attempts to promote the concept of academic intelligence through dedicated scientific events and studies elaborated by experts in the field have already been noticed. An increased interest in the information intelligence area has also been noticed, special services being interested, within the context of the world paradigm change, in introspectively assessing their own organization in order to theoretically substantiate their own activity domain. However, the impact of these efforts remains limited in the absence of a national strategy. Therefore, one cannot talk about the existence of a common language in the national intelligence community. The use of the concept of intelligence/ information remains aleatory, its meaning being different depending on each service's specific activity.

Conclusions

The threat of the Romanian language getting Anglicized in the context of the broader linguistic globalization process taking place at the international level has been increasingly circulated lately. One of the main effects of this debate is the emergence of a strong reluctance towards introducing new foreign language concepts when a Romanian term, deemed as equivalent, already exists. This thinking trend seems to completely ignore the fact that any language is a living body which permanently develops and transforms, new words emerging when there is need to define new ideas and objects.

On the other hand, there is an international consensus - to which Romania is also part – on the need to substantiate any science based on a set of clearly formulated concepts which should function as a vector of uniformity and convergence for the specialists in the field.

In this respect, the concept of intelligence represents a double challenge. On the one hand, this concept does not exist in Romanian, the concept of "information", "information-operational activity", etc. being used instead; moreover, the two concepts are not equivalent, as demonstrated in the first part of the present study.

On the other hand, one can notice that efforts to theoretize and develop a specialty literature for both professionals in the field and those outside the community, especially for those in the business sector, are also being made in the Western countries where the concept of "intelligence" is already used – even if a consensus on its meaning has not been reached, the main reason being each specialist's tendency to provide the concept with meanings according to his/ her specific activity. This fact has led and further leads to the principle of interoperability both inside and outside the intelligence community, creating thus a national holistic and synergistic approach.

Within this context, the present paper is a plea for introducing the concept of intelligence in the Romanian language in order to fill in the gaps in the specialty language. Thus, the intelligence concept is equivalent to the notion of specific and specialized knowledge obtained through operational-information processes or assessed information or added value information. Nevertheless, the simple adoption of the concept will not be sufficient as long as a clear, comprehensive, and especially specific definition, which would highlight its multiple meanings, being at same time tailored to the Romanian realities, is not elaborated.