



DAN KOREM PROFESSIONAL DATA

OVERVIEW

Dan Korem is a critically acclaimed author, documentary producer, and independent investigative journalist whose programs have been seen by over 150 million people worldwide. He is the president of Korem & Associates (K&A), which has trained over 35,000 professionals rapid-fire, on-the-spot behavioral profiling skills—more than any other firm in the world. And, he is a frequent keynote speaker and distinguished lecturer.

In 1981 as an independent investigative journalist, he produced the documentary *Psychic Confession*, the first “confession” of a suicidal cult-like leader—three years after the Jonestown Massacre. From this case, he noticed a pattern and predicted the appearance of gangs in suburbs and small towns for the first time in history. This led to 7 years of research in 11 countries and his landmark book, *Suburban Gangs—The Affluent Rebels* (1994).

In the late 1980s, the presidents of a number of major companies asked him if he could develop a rapid-fire profiling system for negotiations that could be used cross-culturally to prevent stereotyping. After several years of research, the *Korem Profiling System* was developed and later published in 1997 in his book *The Art of Profiling—Reading People Right the First Time* (2nd expanded edition released 2012). Globally, K&A provides consulting and training for corporate, education, and military organizations. Applications include: sales and negotiations; recruiting and hiring; leading teams. K&A's clientele has included many leading organizations: American Airlines, Raytheon, CitiBank, the College of William & Mary, Wells Fargo, and NASA Space Center. For the past several years he has also worked with professional, Olympic, and Division I coaches to increase athletic performance and enhance recruiting.

In the early 1990s, on the heels of his at-risk youth research, he predicted that student-led terrorist bombings and shootings would hit North America (like the Columbine, Virginia Tech, and Newtown Massacres). He identified that these students had the same profile as most suicide terrorists, random workplace killers, postal shooters, and serial killers. The profile was the RANDOM ACTOR profile detailed in the *Korem Profiling System*. This research is used by military, law enforcement, and education professionals to thwart catastrophic acts and was published in his critically acclaimed book, *Rage of the Random Actor—Disarming Catastrophic Acts and Restoring Lives* (2005).

To be released in 2013: *Did You See It? Lightning People Reads and Extraordinary Results*

SNAP-SHOT OF AREAS OF PROFESSIONAL EXPERTISE

- **Rapid-fire behavioral profiling**—20+ years research and application
- **Random Actor Terrorism**—20+ years research North America & Europe
- **Suburban, small-town and non-inner-city gangs**—20+ years research North America & Europe
- **Aberrant group formation**—20+ years research North America & Europe
- **At-risk youth trends**—20+ years research North America & Europe
- **Missing Protector Strategy** (deters most at-risk youth trends)—20+ years research & application
- **Psychology of deception**—30+ years research

Rapid-Fire On-the-Spot Behavioral Profiling

PROJECTS & RESEARCH

- Author of *The Art of Profiling—Reading People Right the First Time* (1997; expanded 2nd edition, 2012).
- Developed *Korem Profiling System*, early 1990s. First comprehensive rapid-fire, on-the-spot system for profiling people within a few minutes of interaction that identifies how a person prefers to: Communicate, Perform Tasks, and Make Decisions. Each profile provides guidance for interaction.
- Developed method for teaching profiling where ability to accurately make reads is validated. Average professional starts at 25–35% accuracy and moves to 75% or higher in just one or two days of training.
- First to integrate behavioral profiling and behavioral interviewing for hiring staff and leading teams.
- Co-produced first international symposium on behavioral profiling and interviewing children (Chatham, Ontario, Canada, 2000).

KOREM PROFILING SYSTEM APPLICATIONS

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| • Sales & Negotiations | • Recruit and Hire Staff | • Cross-Cultural Interactions: retards racial and ethnic stereotyping |
| • Lead Teams | • Conflict Resolution | • Deliver Target-Specific Presentations |
| • Consult Clients / Patients | • Investigations | • Fact-Gathering Interviews (Investigative and Non-Investigative) |
| • Educate Students | • Thwart Random Actor Terrorism | • Coach and recruit collegiate, professional, and Olympic athletes |

KEYNOTE SPEAKER OR DISTINGUISHED LECTURER

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| • Society of Human Resource Management | • Lehigh University, Executive in Residence, MBA program |
| • Institute of Internal Auditors International | • FBI National Academy—Behavioral Sciences Unit |
| • American Society for Industrial Security | • National Association of Secondary School Principals |
| • Over 50 universities North America and Europe | • American Society for Quality |

Random Actor Terrorism & Prevention — Gangs & Gang Prevention

PROJECTS & RESEARCH

- Identified the RANDOM ACTOR behavioral profile: Those who commit terroristic acts of random violence in schools, workplace, and via terrorist groups.
- Predicted the school shooting/bombing trend in early 1990s before first incident
- Identified why people with RANDOM ACTOR traits are increasing, which environments have highest threat assessment for an incident, and how to reduce likelihood of being a target.
- Developed three-point intervention that guides adults & youths with RANDOM ACTOR traits out of the “danger zone.”
- K & A faculty has trained over 20,000 military, law enforcement, and education professionals on these issues since mid-1990s.
- Predicted in the mid-1980s that gangs would appear in affluent communities and identified key factor that causes gang recruitment.
- Author of *Suburban Gangs—The Affluent Rebels* (1995); used as text in universities and law enforcement organizations; 7 years research in 11 countries.
- Consultant & participant for PBS special on suburban gangs & gang prevention (*Orlando, FL 1997*).
- Identified the *Missing Protector Strategy (MPS)*, the first practical strategy that stops most at-risk behavior, including gang recruitment.
- Conducted the first survey of Hungarian skinheads (1993).

KEYNOTE SPEAKER OR DISTINGUISHED LECTURER

- Airline Pilots Association
- American Society for Industrial Security
- Intl. Assoc. of Campus Law Enforcement Administrators
- International Association of Women Police
- FBI National Academy, Behavioral Sciences Unit
- Canadian Chiefs of Police
- Swiss Police (*Zurich, Switzerland*)
- National Association of Secondary School Principals

Aberrant Group Formation (Cults and Other Manipulative Groups)

PROJECTS & RESEARCH

- Obtained the only filmed confession of a cult-like leader, presented in the critically acclaimed documentary, *Psychic Confession* (1983). Was used by U.S. Department of Health and Human Services; first documentary that traced the effects of child abuse through the eyes of an adult.
- Mid-1980s to early 1990s—filmed many faith healing groups that used overt deception. Identified unique methods of manipulation, trickery, and recruitment tactics. Hundreds of people interviewed in the US & Europe. Will be incorporated in a text and documentary to be released in the future.

KEYNOTE SPEAKER OR DISTINGUISHED LECTURER

- Over 50 universities and professional associations in North America & Europe

At-Risk Youth Trends and the Missing Protector Strategy

PROJECTS & RESEARCH

- Author of *Streetwise Parents, Foolproof Kids 2nd ed.* (early 2006). Provides practical guidance for parents, education, and law enforcement professionals for protecting youths from deceptive manipulations, how to detect lying, and other life-protecting skills. (1st ed. 1992)
- While doing research in 1980s for *Suburban Gangs—The Affluent Rebels*, identified the *Missing Protector Strategy (MPS)* that stops most at-risk behavior, including gang recruitment. Effectiveness in North American communities includes:
 - **Inner-City Community** (*Dallas, TX, 1986–1992*)—Over 400 youths received Protectors over a period of six years. Not one youth joined a gang—even though 1/3 of the students had actually seen someone shot, stabbed or murdered. And, not one teenage girl became pregnant.
 - **Affluent Suburb** (*Plano, TX, 1998–2007*)—Affluent suburb experienced many catastrophic at-risk youth trends since the 1980s, including teen suicide, and over 18 heroin deaths in one 18-month period. Over 1000 at-risk students received Protectors and only 5% display high-risk behavior.
 - **Culturally Diverse Community** (*Odessa, TX, 1999–2003*)—Here, many students are not fluent in English. The MPS was incorporated into an existing school program to reduce truancy. A dramatic drop in truancy followed.
 - **Small Rural Town** (*Blum, TX, 1999–2002*)—District of 300 students; 5 youths received Protectors; after two years, no at-risk episodes.
 - **First Major Canadian Community** (*Chatham, Ontario, Canada 2001–2002*)—Community of 100,000, 60 miles northeast of Detroit, launched the strategy. As documented in a six-month study, within 90 days, 30 youths were matched with Protectors and resulted in virtually no at-risk behavior.

Psychology of Deception

PROJECTS & RESEARCH

- By 1980, read or reviewed over 10,000 books, manuscripts, and periodicals on deception.
- Applications developed for military special mission units.

KEYNOTE SPEAKER OR DISTINGUISHED LECTURER

- Over 50 universities and professional associations in North America & Europe (1984–2005)