

SPECIAL OPERATIONS DEPARTMENT
U. S. NAVAL AMPHIBIOUS SCHOOL
CORONADO, SAN DIEGO, CALIFORNIA

HANDOUT CI-301
WTC:bah

PSYCHOLOGICAL OPERATIONS TERMINOLOGY

1. The Joint Chiefs of Staff recently changed the definition of the term psychological warfare to limit its application to hostile foreign groups. Psychological warfare is now defined as "the planned use of propaganda and other psychological actions having the primary purpose of influencing the opinions, emotions, attitudes, and behavior of hostile foreign groups in such a way as to support the achievement of national objectives."
2. The broader term psychological operations, "includes psychological warfare, and in addition, encompasses those political, military, economic, and ideological actions planned and conducted to create in neutral or friendly foreign groups the emotions, attitudes or behavior favorable to the achievement of national objectives." The term psychological activities is no longer used.
3. Target. A target in psychological operations may be either groups or individuals having similar attitudes or knowledge about given conditions. Targets may be enemy, friendly or neutral. Adequate intelligence and knowledge of the political and social structure of the target area enable psychological operations planners to estimate the basic pattern of attitudes and actions of the target audience. This pattern influences planners in selecting the psychological operations objectives.
4. Propaganda is the weapon used by psychological warriors. It may be either overt, covert, or unclaimed. The dissemination of information to particular groups or individuals in order to influence their emotions, attitudes and behavior, to benefit the originator or sponsor.
5. Psychological Actions - involve the whole spectrum of purposeful activity, ranging from the selective application of force, the implied threat of force, civic actions, foreign aid, to humanitarian activities. They are in themselves psychological operations. They can in appropriate situations, be reinforced by communications media.