

| EUROPEAN PRACTICAL TRAINING / ARMENIA 2026

OSINT FRAMEWORK & SOURCE MAPPING

From Questions to Collection

Building an effective, defensible collection plan

MODULE 02 · 75 MINUTES

DEMONSTRATION / DRAFT

A lead is not a collection plan

A logistics company is mentioned in an online post. What can we actually establish?

FICTIONAL TRAINING CASE

Nerava Logistics (fictional) allegedly changed its directors and acquired new vehicles during the last six months.

Which claims are testable, and what would count as evidence?

OPERATING BOUNDARIES

✓ No confidential databases

✓ No real personal data

✓ Open, lawful sources only

The allegation is a starting point, not evidence.

Turn a lead into answerable questions

Good collection begins with a precise question — not a search engine.

Claim

Did the registered directors change?

Evidence

Which official record could verify this?

Boundary

What date range and jurisdiction?

TOO BROAD

Find everything about the company.

TESTABLE REQUIREMENT

Identify published director changes between 1 April and 30 September, recording the source and date.

The collection planning loop

Reveal one step at a time using your presenter clicker.

01 / 04

Define

State the information requirement and decision it supports.

02 / 04

Map

Identify source categories and likely records.

03 / 04

Prioritise

Rank actions by relevance, evidential value and effort.

04 / 04

Document

Capture source, access time, method and gaps.

ALL FOUR STAGES VISIBLE · PRESS NEXT TO CONTINUE

Source types serve different questions

Click a category to see the type of claim it can help test.

01 Official records

02 Corporate publications

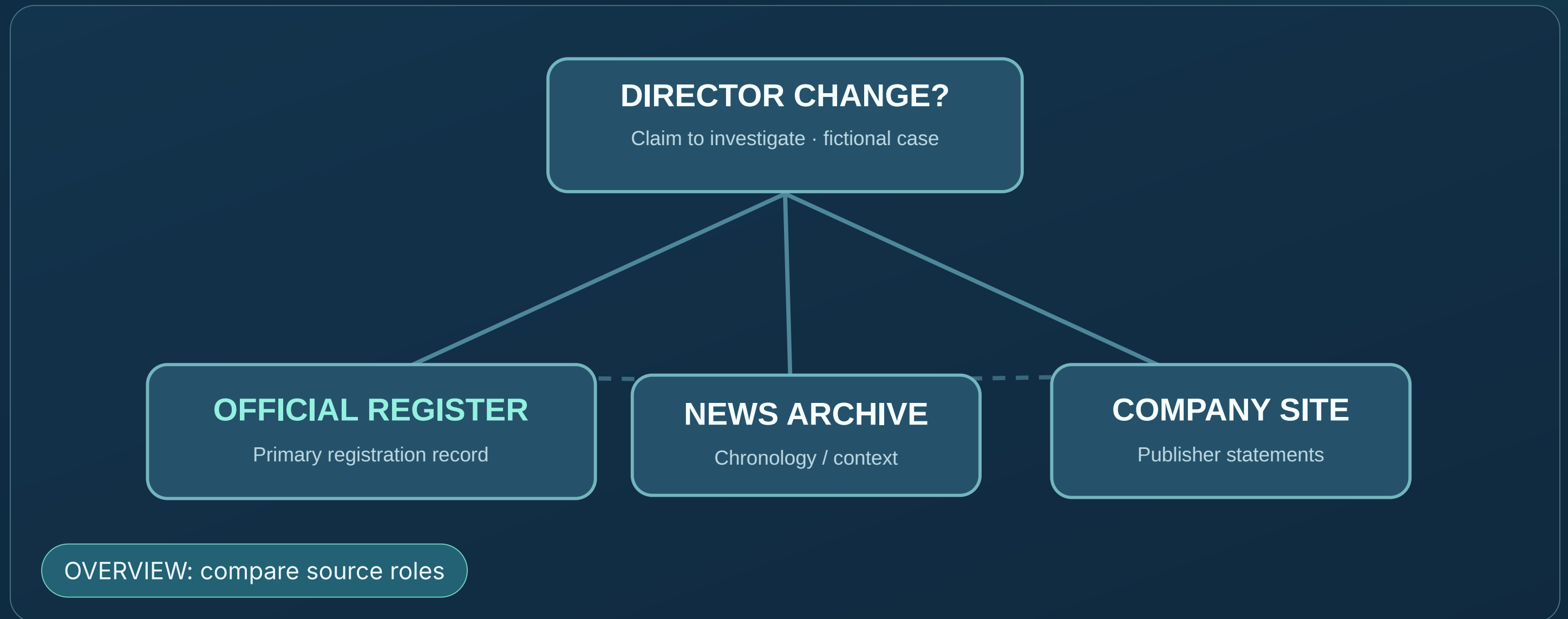
03 News / archives

04 Geospatial evidence

USE: Legal identity, registration events and published filings.
LIMITATION: Coverage and update delays vary by jurisdiction.

Build the source map

Overview → focus on the central claim → trace independent evidence.



Collection plan: a decision table

Each collection step must answer a question and leave an audit trail.

PRIORITY	QUESTION	SOURCE CLASS	RECORD / DECISION
P1	Director changes?	Official register	Filing reference + date
P2	When was it reported?	News / archive	Original publication
P3	Vehicle activity?	Public reports	Corroboration needed

Working example — source availability and permissible access depend on jurisdiction.

Which source would you check first?

Objective: establish whether company directors changed during a defined period.

A A social post sharing the allegation

B An accessible official corporate filing

C A commentary article quoting a social post

DISCUSSION POINT: A relevant official filing can directly support the legal-registration claim. Other sources may provide context, not equivalent proof.

Your turn: map five collection actions

Small groups · fictional scenario · open sources only

- 01** Write one answerable intelligence requirement.
- 02** Choose five relevant source categories or records.
- 03** Rank the first three collection actions and explain why.
- 04** State one verification step and one remaining gap.

OPEN THE ACTIVITY

M02-E001

Complete a four-part collection plan and download your answers on your own computer.

[Open exercise ↗](#)

Collection quality is a reasoning problem

An effective source map is a defensible sequence of decisions.

01

Question before tool

02

**Evidence before
volume**

03

**Traceability before
conclusion**

Can another analyst reproduce why you selected these sources?