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Ugadat, Ugodit, Utselet (Sniff out, Suck up, Survive) A Book Review

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Abstract

This review follows the organizational realities and communication concepts reflected in the 1990 non-fiction book *KGB: The Inside Story of its Foreign Operations From Lenin to Gorbachev*. The paper describes the decision-making process and outcomes of key episodes in Soviet foreign intelligence operations using Groupthink Theory. Agenda-Setting Process is used to explore Soviet “active measures” deployed against foreign institutions of influence and their publics, while cases of defection and betrayal by agents from both sides of the Cold War are discussed using two consistency theories – Cognitive Dissonance Theory and the Theory of Attitudes, Beliefs, and Values.



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