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## **CUSTOMS PROFILING**

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In the context of globalization and increased international trade flows, the issue of border security is becoming particularly relevant. Customs services face myriad of challenges, including smuggling, illegal trafficking of goods and tax evasion, etc. In this respect, the act of suspecting or targeting a person on the basis of observed characteristics or behavior which is called profiling becomes critical.

Profiling is a complex of socio-psychological methods for diagnosing personality traits, hidden motives, and evaluating reported information, based on evaluating a person's nonverbal and verbal behavior, predicting scenarios for the development of situations and relationships, actions, behaviors, and communication patterns. This is a set of methods and techniques for assessing and predicting human behavior based on the analysis of the most informative features, including characteristics of appearance and behavior.

Customs profiling is an important tool for identifying potential risks and threats. Customs officers should be able to notice changes in facial expressions or involuntary body movements in order to prevent the illegal import of goods, narcotic and dangerous substances, and identify lies from a conversation with a potential smuggler.

In the activities of customs authorities, it is necessary to use the psychology of lies, as an integral part of profiling, when detecting offences. The psychology of lying is a science that studies the probable causes of deception and considers all existing ways to recognize it. Lying in psychology can be understood as a complex multifactorial phenomenon of interpersonal communication.

Lying can manifest itself in various forms, including non-verbal cues such as evasiveness in responses, facial expression changes, panic reactions, or overconfidence. Using psychological techniques and analytical tools, customs authorities can not only increase the effectiveness of their control, but also minimize the threats associated with illegal activities.

It is also important to take into account verbal elements, such as inconsistencies in information, contradictions in stories, and uncertain use of language.

Verbal communication is basic for humans. As a rule, non-verbal elements emphasize what is being said. However, when trying to lie, speech and non-verbal communication contradict each other.

To recognize signs of a lie, it is necessary to determine what is normal for the interlocutor, to get acquainted with his movements and behavior when answering ordinary questions.

The elements of insincerity can be gestures such as protecting your mouth with your hand, since it is always unpleasant to tell a lie; lightly touching your nose; rubbing your eyelids; excessively smoothing your hair; pulling back your shirt collar or scratching your neck; biting your lips.

It is important to look at the movement of the head, arms, and legs. How the interlocutor stands, moves at rest and under stress. If the interlocutor sits still when he is not nervous, and suddenly starts waving his arms when he is alarmed, or vice versa – if he gestures violently until he is asked a question, and then freezes – then the gestures mean something. Some people, knowing this, begin to control their gestures when deceived, but then the lower body behaves more freely. The interlocutor shifts from one foot to the other, sways on his heels.

In the first second after a question, a person's face shows what he really thinks. If his face expresses surprise, confusion or doubt, and at the same time he speaks of his confidence, it is worth being wary, perhaps the interlocutor will start deceiving now.

Lying in customs can lead to serious consequences, including the illegal import of prohibited goods, terrorist financing, or tax evasion. Hiding information can pose a threat to state security, economic losses, and negative consequences for legitimate businesses.

The non-standard appearance of a passenger crossing the customs border may also indicate a possible danger, preparation for a crime.

When passing through customs control, it is important to pay attention to the behavior and reaction of passengers or shippers. It is necessary to evaluate their facial expressions, gestures, tone of voice and levels of nervousness. Minor details may suggest possible intentions to conceal the truth.

Thus, effectively managed Customs profiling represents a significant advancement in the performance of Customs authorities, ensuring security, transparency of international trade system and protecting the interests of the state and business.

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## INNOVATIONEN IN DER LOGISTIK

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Innovationen sind der Schlüssel zur Weiterentwicklung der Logistikbranche und tragen maßgeblich zur Effizienzsteigerung, Kostensenkung und Umweltfreundlichkeit bei. Durch den Einsatz neuer Technologien und digitaler Lösungen können Unternehmen ihre Prozesse optimieren, Lieferketten transparenter gestalten und flexibel auf Marktanforderungen reagieren. Besonders in Zeiten wachsender globaler Herausforderungen, wie steigender Transportkosten, zunehmender Umweltauflagen und sich ändernder Kundenanforderungen, spielen innovative Ansätze eine entscheidende Rolle. In diesem Text werden verschiedene technologische Fortschritte in der Logistikbranche beleuchtet und deren Bedeutung für die Zukunft der Transportwirtschaft analysiert [1].

Die Implementierung innovativer Technologien wird durch wissenschaftliche Fortschritte und staatliche Förderprogramme vorangetrieben. Gesetzliche Rahmenbedingungen und wirtschaftliche Anreize ermöglichen es Unternehmen, sich schneller an neue Entwicklungen anzupassen und ihre Wettbewerbsfähigkeit zu steigern. Eine der bahnbrechendsten Technologien ist der 3D-Druck, der nicht nur in der Luft- und Raumfahrtindustrie Anwendung findet, sondern auch den logistischen Sektor revolutioniert. Durch die Möglichkeit, Ersatzteile und Bauteile direkt vor Ort herzustellen, werden Lieferzeiten drastisch verkürzt und Lagerkosten reduziert. Dies führt zu einer nachhaltigen Optimierung der gesamten Lieferkette und einer Minimierung von CO<sub>2</sub>-Emissionen.

Ein weiteres innovatives Konzept ist der Einsatz unbemannter Luftfahrzeuge, insbesondere Drohnen, für die Paketzustellung. Unternehmen wie DHL und Amazon testen bereits den Einsatz von Drohnen, um Lieferungen in entlegene Gebiete schneller und kostengünstiger zu realisieren. Obwohl diese Technologie noch in der Entwicklung steckt und regulatorische Herausforderungen bestehen, zeigt sie großes Potenzial für die Zukunft der urbanen Logistik. Parallel dazu werden intelligente Transportsysteme entwickelt, die durch den Einsatz von