

---

## Profiling Human Traffickers

Željko Đ. Bjelajac

University of Business Academy in Novi Sad  
Faculty of Law for Commerce and Judiciary in Novi Sad

### Article Information\*

Review Article • UDC: 343.431:176.5

Volume: 19 Issue: 4, pages: 65–81

Received: October 24, 2022 • Accepted: November 6, 2022

<https://doi.org/10.51738/Kpolisa2022.19.4r.65b>

### Author Note

Željko Đ. Bjelajac  <https://orcid.org/0000-0003-4953-8779>

I have no known conflict of interest to disclose.

Correspondence with the author: Željko Bjelajac, Faculty of Law for  
Commerce and Judiciary in Novi Sad, Geri Karolja 1, 21107, Novi Sad,  
Serbia.

E-mail: zdjbjelajac@gmail.com

---

\*Cite (APA):

Bjelajac, Ž. Đ. (2022). Profiling human traffickers. *Kultura polisa*, 19(4), 65–81.

<https://doi.org/10.51738/Kpolisa2022.19.4r.65b>



© 2022 by the authors. This article is an open-access article distributed under the terms and conditions of the Creative Commons Attribution (CC BY) license (<https://creativecommons.org/licenses/by/4.0/>).

### **Abstract**

Human trafficking is not a sporadic phenomenon that has consequences for a limited number of people, but a phenomenon with deep social and economic implications, bearing in mind the tendency to benefit from globalization and the use of new technologies. It is spread on every continent and every region of the world with the intention of permanent growth. Although it affects all ages and both sexes, it is dominant about women and girls as victims of human trafficking for sexual exploitation. The forms of exploitation are diverse and all involve the violent exploitation and abuse of human beings and their rights. The causes of this phenomenon are numerous and complex because our everyday life is full of numerous contradictions, conditioned by our existence in a specific global crisis of morality. One of the side effects of this crisis is the ubiquitous alienation of man from man. Therefore, this paper focuses on the importance of profiling human traffickers, their characteristics and modus operandi in the process of recruitment, and the mechanisms they use to control victims. It is one of the ways of reacting to make human trafficking more visible, as part of preventive programs before the belated manifestation. Methods were applied: quantitative and qualitative content analysis, comparative analysis (reaction to human trafficking), and descriptive and analytical statistics. The creative goal is to recognize human trafficking as a crime against humanity that requires an effective response from society.

*Keywords:* human trafficking, human traffickers, profiling, sexual exploitation

## Profiling Human Traffickers

Generally speaking, globalization is a term used to describe changes in societies, the world economy, and culture. However, globalization encompasses much broader aspects of society. It refers to the expansion of global connections and includes many complex processes. In addition to the obvious improvement for humanity, some of the side effects of this social cycle generate a global crisis of morality, the alienation of man from man, and above all the globalization of transnational organized crime (see Marković & Spaić, 2021), which includes, among other things, modern slavery/human trafficking. This crime against humanity contributes to instability, creates and strengthens vicious circles of crime, undermines civilizational values, and represents a threat to modern society.

Usually, the first association with the term "slavery" is related to the arrival of African slaves in America, their keeping in inhumane conditions, working on plantations, exploitation and torture, and then the abolition of slavery. Modern slavery is defined as the possession or control of an adult or a child by denying their freedom and their exploitation for profit, which includes sexual exploitation, followed by violence, coercion, or fraud, but also everything else that resembles a slave relationship. Modern slavery, characterized by a wide range of exploitative forms characteristic of the times we live in, is in many ways more inhumane, more brutal, and more perfidious than conventional (Bjelajac, 2014, p. 427).

The causes of human trafficking should be sought in poverty, unemployment, migration factors, level of human development, management and rule of law, gender inequality, discrimination in the labour market, the militarization of the region, increase and diversity of organized crime, family violence, lack of education and information, family milieu and endogenous factors, etc. At the same time, the global crisis of morality has become the cause of mutual misunderstanding among people, coldness, darkening, and hardening of the heart, and indifference towards others due to a lack of empathy. Brutal and incomprehensible crimes are indicators of alienation in modern society, in which growing immorality and moral insensitivity towards others are developing. One such dreadful crime is a crime of human trafficking. The general situation in society, along with other socioeconomic

factors, greatly contributes to the susceptibility, or vulnerability, of victims of human trafficking.

However, the phenomenon of human trafficking is much broader and more complex. The history of that violent crime is harsh and difficult. Everyday life is painful and tragic for the victims and their families, and devastating for the community:

Compared to classical slavery and the dominance of two types of exploitation, labour, and sexual exploitation, modern slavery today has many forms, which have one consistent aspect, which is the abuse of the victims' inherent vulnerability. Human trafficking occurs in various contexts encompassing all forms of work or services and is considered one of the fastest-growing criminal industries in the world. In addition to sexual exploitation or sex trafficking, as the dominant form of human trafficking for commercial sexual exploitation, which takes place in various places (sex industry, brothels, streets, massage parlours, etc.), labour exploitation is also present, starting from the smaller scope for work in the household, family slavery, all the way to the larger scale work on farms, in factories, etc. It can even be said that certain intermediaries who supply labour to certain multinational corporations can be identified as new types of human traffickers for labour exploitation. And other forms of exploitation of victims, such as: forced arranged marriages of minors, forced begging, child pornography and prostitution, and trafficking in human organs also continue to grow permanently. (Bjelajac, 2014, p. 62).

For most people, the phenomenon of human trafficking is isolated and unfathomable, even though between two and four million human beings are trafficked globally, bringing profits to international organized crime syndicates of between seven and eight billion US dollars. The above estimates of the United Nations Center for the Prevention of International Crime refer to the annual global traffic generated from this form of crime. At the same time, it is difficult to know the true extent of this phenomenon, due to its mobility, inventiveness, and intensive movement across international borders, both of people and goods. This makes it difficult for crime-fighting policymakers to craft a coherent strategy, weigh the evidence,

and make a reasonable assessment of the nature and extent of the problem. First of all, difficulties arise from the very nature of this phenomenon, from its mobility and invisibility (Bjelajac, 2008, p. 5). Invisibility, because many forms of human trafficking and sexual exploitation are carried out in the context of apparently legal behaviour (travel agencies, advertising agencies, employment agencies, brothels for the provision of sexual services). At the same time, in most cases, the authorities treat the victims more like lawbreakers, due to their lack of residence permits, work permits, and their participation in prostitution. Because of this, victims lose trust in the authorities and refuse to cooperate during investigations.

Human trafficking is a crime that grossly violates human rights: the right to life, equality, dignity, and security, the right to health, work, and education, the right to freedom of movement, freedom from violence and abuse, the right to recognition of personality before the law... In this regard, profiling human traffickers can reduce the chance of someone becoming a victim of sexual exploitation or some other type of exploitation in a wide variety of exploitative forms of human trafficking crimes. Analysis of the psychological and behavioural characteristics of human traffickers helps to assess or predict their tendencies and intentions in this criminal sphere, which is of crucial importance for the "self-defence" of potential victims. At the same time, it can be the basis for educating young people, especially vulnerable and exposed groups, as a kind of basis for proactive and preventative action.

Therefore, this paper focuses on the importance of profiling human traffickers, their characteristics and modus operandi in the process of recruitment, and the mechanisms they use to control victims. It is one of the ways of reacting to make human trafficking more visible, as part of preventive programs before the belated manifestation. Methods were applied: quantitative and qualitative content analysis, comparative analysis (reaction to human trafficking), and descriptive and analytical statistics. The creative goal is to recognize human trafficking as a crime against humanity that requires an effective response from society.

## Characteristics of Human Traffickers

To fully understand the phenomenological features of the crime of human trafficking, it is necessary to answer the question, who are human traffickers? However, it is quite difficult to find an adequate answer to such a seemingly simple question. Namely, there is no universally accepted explanation, what is the profile of persons who can participate in such a terrible crime of exploitation of human beings. Data and information about what determines individuals to engage in this type of crime, what their roles are in networks of human traffickers, what their relationship is with other criminals and with victims, etc., are relatively scarce. (Bjelajac, 2014, p. 204). Therefore, concretizing the answers to these questions, while looking at the modus operandi, could contribute to the establishment of more effective methods, proactive, preventive and repressive action to identify and process human traffickers.

Criminals have different psychological characteristics and are either extremely calm or aggressive and temperamental. Some are extremely intelligent, although most are of average or below-average intelligence. Criminal behaviour is not caused by aggressiveness because many other factors influence criminal behaviour (Roy, 2008). Relevant research indicates that there is an interaction between personality structure and eventual criminal behaviour. At the same time, the structure of the personality is formed in combination with biological, psychological, and social factors.

The main cause of criminal behaviour lies in the family environment, school, and social groups, in the very personality and moral development. Aggressive and criminal behaviour is mainly shaped by society and social groups by friends, family, and other people. Children who are encouraged to behave aggressively toward other people and towards their families may later develop forms of criminal behaviour. The social environment in which a child grows up is responsible for the development of criminal behaviour, as well as the child growing up in the company of someone with criminal behaviour or an aggressive and violent environment. Sometimes children learn to use drugs and carry weapons from the society they want to identify with, and this is a strong foundation for later criminal behaviour. Criminal behaviour is also influenced by broken and disorganized families, war zones,

and conflict areas. Friends and society influence by introducing children to good things such as culture, art, and knowledge or by giving negative influence through drugs, crime, and alcohol. In the end, the person decides in which direction he will develop, which depends individually from person to person (Roy, 2008), about their character traits, abilities, and motives.

One of the common questions about the profiling of human traffickers is whether they are persons who have a criminal history, that is, a criminal record opened before engaging in this criminal activity. In this regard, several conducted studies (Levenkron, 2007, pp. 40–41) have shown that some human traffickers are registered on various grounds and have a criminal record, while others were not recorded as being involved in crime and have no criminal record. Most of them had a strong connection with the "sex industry" and then became involved and became suppliers of human traffickers. After all, as in any criminal activity, individuals must start from some point. In this context, as indicated by many cases, many human traffickers started as "amateurs", who located and recruited victims, and then progressed in the business and moved to a higher level of the human trafficking hierarchy.

Human traffickers for sexual exploitation exist at several different levels, from spontaneous unorganized contacts at a low level to very complex, sophisticated, internationally organized networks at a high level. The modus operandi of human traffickers, from low-level informal contacts (consisting of individuals connected through family networks and ethnic communities), all the way to highly organized transnational criminal networks (with established hierarchical structures), in principle includes three categories:

- Informal networks, which usually exist in the form of smaller groups within a limited family network and ethnic communities, which extend across borders;
- Large organized crime networks, which control almost all aspects of human trafficking, from recruitment and transportation to the control and management of local brothels and street prostitution;
- Criminal distribution networks, which recruit and transport girls from one country and sell them to local brothels and prostitution chains in another country, primarily for sexual exploitation.

For traffickers, women who are recruited and procured for sexual exploitation are the raw material to be traded. The victims have no human value but are treated as ordinary goods, often to a much greater extent than was the case in the traditional slave trade. Therefore, to understand human traffickers, it is necessary to carry out more long-term and extensive research, which should take into account not only their criminal profiling but also the perceptions of victims and the findings and opinions of experts from various professions.

### **The Importance of Profiling Human Traffickers**

There is an established view that human trafficking is always or often a violent crime involving kidnapping or other forms of physical coercion. In reality, most traffickers use psychological means such as deception, fraud, manipulation, or threats to victims to place them in a position of exposure to commercial sex or other forms of exploitation. That is why it is important to master certain psychological methods, thanks to which the behaviour of human traffickers can be predicted in the related stages of human trafficking, which are related to recruitment, migration, and exploitation.

Since there is no universal profile of human traffickers, they can be:

- Men and women, of any nationality and age;
- Older than their recruiting victims, attributed to the increased ease of manipulating an older person towards a younger one has;
- Family people (have a spouse and children), or persons who have not formed a marriage union;
- People who are psychopaths or antisocial personalities with mental instability, irritability, and aggressiveness;
- Psychopaths who are charming and gentle in communication, but capable of the most serious criminal acts;
- Impulsive people who have a problem with controlling their anger;
- Prone to frustration and nervousness;
- People who have experienced a lack of parental tenderness and involvement;
- People who grew up in dysfunctional families;

- People who had chaotic and conflicting situations in their family milieu;
- People with a history of abuse;
- Persons who resort to physical aggression;
- People who are prone to use alcohol and substances;
- Persons who carry and/or use weapons;
- People who showed cruelty towards animals in childhood;
- Persons from the same and similar milieu as the victims, with the same socioeconomic, educational, and other predispositions;
- Persons who, in principle, have a higher level of education than their victims;
- Persons for whom human trafficking can be a primary or secondary occupation;
- In rare cases, also persons who themselves were victims of human trafficking;
- People with a strong lack of empathy (absence of sympathy for the needs or wishes of others);
- People with manipulation skills who use emotional manipulation (many traffickers are superficially charming, trying to show enough understanding of human emotions to get close to potential victims).

Criminal profiling of human traffickers requires a complex multidisciplinary approach, which implies special analytical knowledge with the involvement of experts of various educational profiles. Different psychological and social backgrounds are evident, where a common/stimulating factor prevails, namely the motivation to acquire money/profit with a relatively low degree of risk. Analyzing all these factors, we note that absolute standards cannot be set, which would provide us with reliable data on the specifics of the profile of human traffickers. However, one of the key common profile features of human traffickers is related to the lack of ability to feel, understand and reason about other people's feelings, which is classified as an empathy deficit disorder (EDD).

Empathy is primarily a personal relationship towards people and situations in which human emotions are expressed but deeply conditioned

by social circumstances, the context in which the situation occurs. In the not-so-distant past, the most vulnerable social groups, such as children, were (mis)used and exploited most brutally without any empathy or concern for their suffering, which is unthinkable today (although it is unfortunately hidden even today). Out of the public eye and beyond the reach of legal sanctions, there is brutal exploitation of people for economic, sexual, and other purposes (Filipović, et al., 2022, p. 198). Empathy represents compassion, that is, reasoning and feeling that is based on the perception and understanding of other people's interests, along with the ability to recognize other people's feelings and respect other people's opinions, but it also includes a response, i.e. a person's reaction and behaviour to a given state of others. Therefore, the ability of "empathy" implies identification and understanding of another person's position ("to stand in someone's shoes"). "Emotional intelligence" is a broader concept that includes perception, expression and control of one's own emotions, self-control, includes conscientiousness, empathy, and assertive communication with peaceful conflict resolution. The lack or disappearance of empathy can be the result of more permanent psychological characteristics, especially when it comes to the so-called "personality disorders". The essential mechanism is reducing people to objects and devaluing them, ignoring their feelings, their thinking and them as subjects, with a specific goal aimed exclusively at achieving their interests (Mirjanić, 2017).

Daniel Goleman identified five essential components of emotional intelligence (Goleman, 1995):

*Self-awareness* – is an essential component of emotional intelligence and refers to the recognition of one's feelings at the moment they are expressed, as well as the willingness to realistically assess one's abilities.

*Self-control* – Self-control is based on self-awareness and is the ability to master and manage emotions.

*Self-motivation* – channelling emotional excitement into action energy directed towards desired goals, taking responsibility and willingness to persevere in what we have set as a goal.

*Empathy* – recognizing emotions in other people. Empathetic people are sensitive to almost invisible social signals that indicate what

others want, feel or need. Namely, empathy represents the willingness and ability to feel what other people feel, as well as the ability to mentally put ourselves in our place within our frame of reference.

*Social skills* – relationship management, i.e. interpersonal skills.

The fact that these criminals, psychopaths and emotional manipulators are characterized by a lack of empathy and emotional intelligence, which is why they are capable of all kinds of cruelty, is best seen through the analysis of the most common mechanisms for controlling victims that are applied during the exploitative phase: obligation due to indebtedness; insulation; use of violence and intimidation; use and threat of violence against the victim's family; psychological entrapment and torture. In these stages, traffickers destroy the victims' mental and physical structure.

Victims are often beaten, raped, restricted in their movement, denied food and/or water, tortured and/or drugged, to ensure their absolute obedience (Banović & Bjelajac, 2012). The severity of psychophysical consequences and traumas are expressed to such an extent that it is impossible to bring such persons to the level of health they had before they became victims of this crime (Bjelajac et al., 2013). Because of all the above, many myths and misconceptions in identifying the key indicators of human trafficking should be debunked. Profiling human traffickers and demystifying their modus operandi is perhaps the first step, not only in preventing the recruitment of victims but also in saving their lives.

## Discussion

Human trafficking is very often conditioned by socioeconomic problems, conflicts, or natural disasters, which force and channel people to search for work, away from home or to migrate (Sigmon, 2008). This phenomenon reflects the darker sides of globalization, as many people are now looking for work outside their own countries, making themselves exposed, vulnerable and susceptible to fraud (Jones et al. 2007). Individuals and entire groups of people from poorer countries are particularly at risk of human trafficking, and the growing number of poor and vulnerable people allows perpetrators to easily identify and target their victims (Davis, 2007). So, two important factors that contribute to the expansion of human

trafficking are the existence of unscrupulous human traffickers and the availability of desperate people from poorer countries (see Marković, 2022, pp. 181–188). Together, these factors create the perfect environment for forced labour and sexual exploitation.

If it is unquestionable that human trafficking is a blatant crime against humanity, in which people are treated as commodities in various forms of exploitation, which include the malignant removal and sale of human organs (Bjelajac & Jovanović, 2014), then it is also unconditional that there should be an adequate and effective response from the community. Proactive and preventative action to prevent human trafficking before it happens is of crucial importance for the policy of combating this criminal activity.

Through the analysis of the specialized courses on the topic of "Human trafficking" that I have held for students for almost a decade, I have concluded that for more than 80% of students this phenomenon is completely unknown. For others, it is a phenomenon that is similar and/or equated to prostitution and people smuggling. The dark side of this crime is not sufficiently seen by young people to develop defence mechanisms in the context of the security culture. It turns out that the education of young people in this context is lagging, and that it does not go parallel to social trends, which is its basic meaning.

Criminal profiling of human traffickers is important for educating, especially, young girls and women and controlling their vulnerability and gullibility. They should recognize that the first act refers to recruitment, and when completed it usually leads to the further deepening of crimes, such as enslavement, sexual violence and psychophysical violence, among other forms of torture applied to the victims.

## **Conclusion**

Human trafficking is a crime that involves the use of force, fraud or coercion to achieve sexual, labour or other exploitation. The types of exploitation from which large profits are accumulated differ from each other, but they all involve the violent exploitation and abuse of human beings and their rights. Globally, millions of men, women, and children

have trafficked annually. It can happen in any community and region of the world, and victims can be of any age, race, gender or nationality. The methods of recruitment of women and girls by traffickers are varied and mostly depend on their mode of operation as well as the level of organization. They are based on manipulation, violence, false promises of well-paid jobs, and fake romantic relationships... Easy targets for human traffickers are people who, for various reasons, show emotional vulnerability in addition to evident economic difficulties. The most common way of controlling victims is violence, threats, psychological entrapment, and torture.

The causes of human trafficking are complex and numerous. Generally speaking, human traffickers target people who are marginalized or in difficult circumstances. On the one hand, systemic poverty and socioeconomic inequality (victims' position), and on the other hand, the possibility of obtaining large profits (a chance for human traffickers) are probably the main causes of human trafficking. At the same time, commercialized sex is a profitable market that allows human traffickers to have significant financial benefits from their victims, as this criminal activity has become the most lucrative criminal business after drug trafficking. In the end, it is impossible to heal the psychophysical trauma of the victims caused by human traffickers and bring the persons/victims to the level of their previous mental and physical health condition. Therefore, this crime should be recognized as a crime against humanity.

What defines human security as the need to protect the vital core of all human lives, in ways that improve human freedom and human achievement in general, actually represents the essence of earthly life and existence in very complex civilizational conditions. (Bjelajac, 2017). In this direction, recognizing the key indicators of human trafficking is a step forward for a more humane, fairer, more beautiful, and harmonious society.

Therefore, this paper emphasizes the criminal profiling of human traffickers, as an essential segment of the fight against modern slavery. A careful study of the characteristics of traffickers determines the creation

of a criminal profile by identifying patterns of behaviour. Therefore, profilers can formulate theories, motives, and modus operandi of these criminals and predict their behaviour, to arrest the perpetrators behind these serious crimes and at the same time warn potential victims not to fall into their traps. Certainly, all this plays an important role in informing, educating and moral development of the younger generations.

## References

- Banović, B., & Bjelajac, Ž. (2012). Traumatic experiences, psychophysical consequences and needs of human trafficking victims, *Vojnosanitetski pregled*, 69(1), 94–97.
- Bjelajac, Ž. (2017). Prevencija pojava ugrožavanja bezbednosti sa osvrtom na obaveštajne i bezbednosne službe kao nosioce funkcija bezbednosti [Prevention of the occurrence of endangering safety with regard to the intelligence and security services that implement security features]. *Kultura polisa*, 14(1), 9–20.
- Bjelajac, Ž. (2014). *Trgovina ljudima – Zločin protiv čovečnosti* [Human trafficking – Crime against humanity]. Pravni fakultet za privredu i pravosuđe u Novom Sadu.
- Bjelajac, Ž. (2008). Fenomen trgovine ljudskim bićima [Phenomenon of human trafficking]. *Pravo – teorija i praksa*, 25(11–12), 3–20.
- Bjelajac, Ž., & Jovanović, M. (2014). Trgovina ljudskim organima – Zločin savremenog doba [Human organ trafficking – a crime of modern age]. *Politička revija*, 39(1), 269–284.
- Bjelajac, Ž., Spalevic, Ž., & Banovic, B. (2013) Psychophysical status of human trafficking victims, *HealthMED*, 7(4), 1341–1347.
- Davis, M.C. (2007). Human Trafficking. *Hispanic*, 20(8), 46–8.
- Filipović, A., Bajac, M., & Spaić, I. (2022). Instruments of empathy-shaping in the creation of a culture of peace and non-violence, *International Journal of Cognitive Research in Science, Engineering and Education (IJCRSEE)*, 10(2), 197–206.
- Goleman, D. (1995). *Emocionalna inteligencija* [Emotional intelligence]. <https://www.psihocentrala.com/zivotne-teme/psihijatrija-i-psihiologija/sta-je-emocionalna-inteligenecija/>
- Jones, L., Engstrom, D.W., Hilliard, T., & Diaz, M. (2007). Globalization and Human Trafficking. *Journal of Sociology and Social Welfare*, 34(2), 107–22.

- Levenkron, N. (2007). *Another delivery from Tashkent. Profile of the Israeli trafficker*. The Hotline for Migrant Workers, Tel Aviv.  
[https://documentation.lastradainternational.org/lsidocs/481%20Another\\_Delivery\\_From\\_Tashkent-English.pdf](https://documentation.lastradainternational.org/lsidocs/481%20Another_Delivery_From_Tashkent-English.pdf)
- Marković, D. M. (2022). *Bezbednosno-kriminološki aspekti iregularnih migracija* [Security and criminological aspects of irregular migration]. *Nauka i društvo*.
- Marković, D. M., & Spaić, I. (2021). Organized crime globalization and transformation into a powerful economic and armed Force. *Kultura polisa*, 18(2), 39–50. <https://doi.org/10.51738/Kpolisa2021.18.2p.1.03>
- Mirjanić, T. (2017). *Psihopatologija empatije* [The psychopathology of empathy]. <https://www.mindwellness.rs/psihopatologija-empatije>
- Roy, S. (2008). *The Psychology of Crime*.  
[https://ezinearticles.com/expert/Saberi\\_Roy/25099](https://ezinearticles.com/expert/Saberi_Roy/25099)
- Sigmon, J. (2008). Combating modern-day slavery: Issues in identifying and assisting victims of human trafficking worldwide. *Victims and Offenders*, 3(2–3), 245–57.

## Profilisanje trgovaca ljudima

Željko Đ. Bjelajac

Univerzitet Privredna akademija u Novom Sadu  
Pravni fakultet za privredu i pravosuđe u Novom Sadu

### Sažetak

Trgovina ljudima nije sporadični fenomen koji ima konsekvence na limitiran broj ljudi, već fenomen sa dubokim društvenim i ekonomskim implikacijama, imajući u vidu tendenciju da mu pogoduju globalizacija i upotreba novih tehnologija. Rasprostranjen je na svakom kontinentu, svakom regionu sveta sa intencijom permanentnog rasta. Tako pogađa sve uzraste i oba pola, dominantan je u odnosu na žene i devojčice kao žrtve trgovine ljudima u svrhu seksualne eksploatacije. Oblici eksploatacije su raznoliki i svi podrazumevaju nasilnu eksploataciju i zloupotrebu ljudskih bića i njihovih prava. Uzroci ovog fenomena su brojni i kompleksni, jer naša svakidašnjica obiluje brojnim kontradiktornostima, uslovljena egzistiranjem u specifičnoj globalnoj krizi morala. Jedna od *nus* pojava ove krize je sveprisutno otuđenje čoveka od čoveka. Stoga, ovaj rad u fokus stavlja važnost profilisanja trgovaca ljudima, njihove karakteristike i modus operandi u procesu regrutovanja/vrbovanja, te mehanizama koje primenjuju za kontrolisanje žrtava. To je zapravo jedan od načina reakcije da se trgovina ljudima učini vidljivijom, kao deo preventivnih programa pre zakasnele manifestacije. Primenjene su metode: kvantitativne i kvalitativne analize sadržaja, komparativne analize (reakcija na trgovinu ljudima) i deskriptivne i analitičke statistike. Kreativni cilj je da se trgovina ljudima prepozna kao zločin protiv čovečnosti koji zahteva delotvoran odgovor društvene zajednice.

*Ključne reči:* trgovina ljudima, trgovci ljudima, profilisanje, seksualna eksploatacija