

## 4-DAY COURSE TOPICS

### Interview and Interrogation Preparation

- The style, appearance and approach of the successful interviewer and interrogator will be covered, as well as the room settings conducive to these activities.

### Behavior Symptoms

- Learn how to analyze and categorize verbal answers from suspects as more indicative of a truthful person or a deceptive person.
- Learn how to use nonverbal behavior displayed by the suspect to make a determination of whether they are telling the truth or withholding relevant information.
- Learn how to read nonverbal behavior during the interrogation to identify the suspect's frame of mind and to recognize when the suspect is ready to confess.
- Learn the six nonverbal behavior symptoms every investigator should know.
- Learn the psychology of what suspects tell you and what they really mean.

### REID BEHAVIOR ANALYSIS INTERVIEW™ (B.A.I.)

- Find out why standard investigative questions of “who,” “what,” “when,” “where” and “how” are often not adequate enough to identify the guilty suspect with a high degree of accuracy.
- Learn more than 20 behavior-provoking questions that should be asked of all suspects to assist the investigator in identifying the guilty suspect and eliminating the innocent from suspicion.
- Discover how the guilty suspect's answers to behavior-provoking questions will give you information needed to elicit the truth during the interrogation.

### REID NINE STEPS OF INTERROGATION®

- A systematic, common-sense approach to a successful interrogation developed by John E. Reid and Associates through extensive research and practical experience over the past 71 years.

### Stages of Interrogation

Most unsuccessful interrogations are a result of the interrogator's inability to move the guilty suspect from one stage of the interrogation to the other. We have defined three distinct stages of the interrogation that may give an interrogator problems: Defiant Stage, Neutral Stage and Acceptance Stage.

#### • Defiant Stage

Some guilty suspects feel that if they continue to deny, sooner or later the interrogator will give up. The suspect at this point is verbally denying and nonverbally is very defensive. Unless the interrogator can move the suspect out of this defiant stage, a confession will not be obtained. This section of the course will address seven proven tactics to move the suspect out of the defiant stage.

#### • Neutral Stage

Guilty suspects in this phase of an interrogation feel that if they tune out the interrogator, he or she sooner or later will give up interrogating them. Suspects in this phase of an interrogation are really not fighting the interrogator with strong denials, but are merely tuning out the interrogator. This section of the course will discuss four proven techniques used by the Reid staff to move the suspect into listening to the interrogator's themes.

#### • Acceptance Stage

Sometimes an interrogator has the suspect very close to confessing but can't move them over the edge to elicit the truth. In this section, the Reid instructors introduce three specific techniques which will dramatically increase admission of guilt.

### Profiling Suspects for Interrogation

People who commit crimes do so to fulfill certain needs – once the interrogator knows what needs were fulfilled, he or she can now pinpoint the primary themes which will trigger the confession.

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## Protecting The Innocent & Identifying The Guilty

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