Why Attend?

The primary reason for the existence of any investigator, whether in the criminal, loss prevention, personnel, intelligence, safety, or private investigation field, is to gather information. The success of the investigator is directly related to his ability to conduct effective interviews and interrogations. In 1975, the Rand Corporation concluded through research that the single most important factor directly affecting the outcome of any investigation was the quality of information obtained from the witness or victim of the event. It is reasonable, therefore, to also believe that the proper interview and interrogation of possible suspects has an equal, if not greater, effect on the success of an investigation.

The concept of interviewing held by many investigators is that it is a skill one is born with and is something that cannot be taught. It would also seem that interview and interrogation is viewed as a method of merely following a list of questions presented in some disciplined and structured manner with little or no variation. In reviewing current, as well as dated texts and articles, the new interviewer is led to believe that interview and interrogation is also merely an exercise in asking the “who, what, where, when, and how” that are routinely used in reporting. All such concepts appear to ignore the fact that human behavior, not to mention human interpersonal communication, is complex and multifaceted, and that neither can be approached in a restrictive, structured manner.

Traditionally, the study of kinesics focused on the observable outward physical behaviors of the body in order to ascertain the person’s current emotional state and the role the body plays in communicating that information. It was quickly learned that by understanding the “vocabulary” of body language along with the diagnosis of a person’s verbal output, an interviewer could more easily assess a person’s truthfulness or deception regarding the current issue under discussion.

Kinesic interview and interrogation is viewed as a multiphase behavioral analysis system used to conduct more effective and efficient interpersonal communications. The foundation of the technique rests on the common everyday behavior of human beings and their diverse communication abilities. Some of these communication skills are learned from a collection of available human behaviors, while other characteristics exist in all human animals.

Finally, the art of interview and interrogation is a skill that is learned, but not from a single lesson, class, or textbook. It is a skill that is practiced, polished, and honed over time, and the successful interviewer and interrogator is one who knows that the learning process never ends. To be a successful and professional interviewer and interrogator, one must be a committed student and professional interviewer and interrogator, and must be a committed student of human behavior. To achieve positive results, the professional interviewer and interrogator must study the process, practice his skills, and use his knowledge in pursuit of the truth.

The essential thing is not to find truth but to investigate and search for it.

Max Nordau, Paradoxes, 1885
Participants will learn:

- Based on empirical research into behavioral analysis, effective interviewing and interrogation techniques are critical for obtaining meaningful information in their interviews or interrogations. The issue isn’t lack intelligence or bad intent, it’s the lack of useable advanced skill sets.

- Effective interviewing and interrogation efforts are hampered for one or more of the following reasons:
  1. No formal interview & interrogation training content resulting in incomplete, missing important details or cause subject contamination.
  2. Poor interview & interrogation training skills training so productive interviews & interrogations are rarely, if ever, are conducted.
  3. Training that was based on unscientific concepts and perpetuated myths. Deception is misdiagnosed, victims and witnesses are alienated, and subjects are wrongly accused or missed as persons of interest.
  4. Using techniques that result in increased liability for the interviewer and the agency.

The Science of Interview and Interrogation course is part of the Practical Kinesic Interview and Interrogation® series. The content is based on empirical research into behavioral analysis, effective interviewing and ethical interrogation. Experientially-trained instructors, proven concepts are immediately useable by your new investigators, and upgrade the skills of those with the most experience.

Participants will learn:

- How to recover 60% more information from victims, witnesses & subjects.
- Master an effective narrative-based interview.
- 8 principles for improving every interview.
- 3 keys to a successful interview.
- Understand the 3 critical reasons investigators fail to accurately spot deception.
- Learn techniques that will improve deception identification.
- The 5 reaction / response behaviors that subjects exhibit and how to correctly handle each one.
- 3 principle causes of false confessions and contaminated statements.
- Understand Influence, Persuasion, Manipulation, & Coercion.
- The productive use of Influence and Persuasion tactics.
- 4 elements of an ethical, non-coercive persuasive dialogue.
- The 4 interview and interrogation strategies based on personality.

Seminar Agenda

**Phase I & II Practical Kinesic Interview and Interrogation Techniques**

**November 26, 27, 28, 29 & 30, 2018 • Las Vegas, NV**

**Monday, November 26, 2018**

8:00 a.m. - 8:30 a.m. **Registration**

8:30 a.m. - 12:00 Noon **Introduction To Practical Kinesic Interview & Interrogation®**

12:00 Noon - 1:00 p.m. **Lunch On Your Own**

1:00 p.m. - 5:00 p.m. **Practical Kinesic Statement Analysis**

**Tuesday, November 27, 2018**

8:00 a.m. - 12:00 Noon **Review Of Practical Exercises**

12:00 Noon - 1:00 p.m. **Lunch On Your Own**

1:00 p.m. - 5:00 p.m. **Practical Kinesic Statement Analysis**

**Wednesday, November 28, 2018**

8:00 a.m. - 12:00 Noon **Body Language Cues**

12:00 Noon - 1:00 p.m. **Lunch On Your Own**

1:00 p.m. - 5:00 p.m. **Practical Kinesic Statement Analysis**

**Thursday, November 29, 2018**

8:00 a.m. - 12:00 Noon **Stress Response States**

12:00 Noon - 1:00 p.m. **Lunch On Your Own**

1:00 p.m. - 5:00 p.m. **Practical Kinesic Statement Analysis**

**Friday, November 30, 2018**

8:00 a.m. - 12:00 Noon **Certificate Presentation**

3 Ways to Register for a Seminar!

1. **Register Online** at www.pactc.com — Yellow link upper left corner

2. **Fax Form** to Public Agency Training Council: FAX: 1-317-821-5096

3. **Mail Form**

   Public Agency Training Council
   5230 Decatur Blvd
   Indianapolis, Indiana 46241

   *NEW Federal ID# 47-4078912

   **Pre-payment is not required to register**

   Upon receiving your registration we will send an invoice to the department or agency.

   Checks, Claim Forms, Purchase Orders should be made payable to:

   Public Agency Training Council

   If you have any questions please call

   317-821-5085 (Indianapolis)
   800-365-0119 (Outside Indianapolis)

Seminar Title: **Kinesic Interview & Interrogation® I & II**

Instructor: Stan B. Walters

When: November 26, 27, 28, 29 & 30, 2018

Registration Time: 8:00 A.M. (November 26, 2018)

Seminar Location and Hotel Reservations:

- **Palace Station**
- 2411 West Sahara Avenue
- Las Vegas, Nevada 89102
- Room率:
  - $90.00 S/D Fri. & Sat. Tower Rooms (Plus $9.99 and Tax)
  - $80.00 S/D Fri. & Sat. Tower Rooms (Plus $9.99 and Tax)

Note: *$9.99 Service Fee Per Night (Includes Scheduled Shuttle To and From Airport*, Scheduled Shuttle to Strip, In-Room Internet Access & Work-Out Center.)

Seminar Includes:

- $550.00 Includes Practical Kinesic Interview and Interrogation® Course Material, Coffee Breaks, and Certificate of Completion.

Names of Attendees:

1. 

2. 

3. 

Agency: 

Invoicing To Attn: (Must Be Completed)

Address: 

City: State: Zip: 

Email: 

Phone: 

Fax: 

Note: To receive discount room rate, identify yourself with Seminar ID #15678. If you do not identify with the correct code listed above you will not receive the discounted service fee.