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 appears to be a skill one is possibly 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 past 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 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
### Phase I & II Practical Kinesic Interview and Interrogation Techniques

#### Course Objectives:
- Practical Kinesic Interview and Interrogation®
- Kinesic Interview Skills: Level 1 & 2 Course (40 Hours)
- Practical Kinesic Interview & Interrogation® is a training program that teaches multi-phase behavioral analysis and tactical interrogation methods using advanced kinesic interview and interrogation theories. The course is designed to help interviewers maximize their ability to gain valuable information as quickly and efficiently as possible.

The two phases encompassing all the courses that make up Practical Kinesic Interview & Interrogation® training programs include the Practical Kinesic Analysis Phase and the Tactical Interrogation Phase. The Practical Kinesic Analysis Phase (Level I) assists the interviewer in recognizing the cues of truthful and deceptive behavior generated by the subject. The Tactical Interrogation Phase discusses the following topics:

1. **Verbal Cues** - Identification of symptoms of speech quality and content which give the interviewer the most productive body of data necessary to determine truth and deception.
2. **Practical Kinesic Statement Analysis®** - Assessment of truth and deception through the use of verbal cues coupled with methods of human recall and symptoms made self-evident in the statement taking process.
3. **Body Language Cues** - The observable body language cues of deception that are unbalanced or inconsistent in relation to the speech cues or emotional symptoms generated by the subject at the same time.
4. **Kinesic Subject Control** - Discussion of various techniques available to the interviewer to take control and command of the interview environment. From proxemics to mirroring - the use of enhanced information gathering skills.
5. **Confession Behaviors** - Identification and recognition of the verbal and nonverbal acceptance cues generated by a subject who is prepared to give an admission of confession.

The Tactical Interrogation Phase uses Practical Kinesic Analysis Phase data with a customized interrogation designed to overcome personality type and defense mechanism behaviors to obtain confession.

The Tactical Interrogation Phase covers the following topics:

1. **The Stress Response States** - Subjects under the stress of deception during the interrogation generate identifiable responses to stress that can be controlled in order to facilitate confession.
2. **The Primary Dominant Personalities** - The identification of the different subject is personality types and the appropriate strategies necessary to successfully interrogate and gain confessions from each type.
3. **Sub-Verbal Encryption** - This section explores the phenomenon in which an individual actually indicates through verbal encoding, key information indicating personality type, criminal motive, situational response to interview stress which can be used by the interviewer to streamline productive information gathering.
4. **Tactical Kinesic Interrogation** - The intelligent combination of Stress Response State Analysis, Primary Dominant Personality Identification and Sub-Verbal Encryption techniques required to conduct the tactical subject interrogation necessary to assist in gaining the admission or confession from even the most difficult subject.

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#### Seminar Agenda

**Phase I & II Practical Kinesic Interview and Interrogation Techniques®
December 1, 2, 3, 4 & 5, 2008 • Las Vegas, Nevada**

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<th>Date</th>
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| Monday, December 1, 2008 | 8:00 a.m. - 12:00 Noon | Practical Kinesic Interview & Interrogation®
|                       | Registration    | Introduction To Practical Kinesic Interview & Interrogation®
|                       |                 | **Historical Background**
|                       |                 | **Physiological and Mental Basis**
|                       |                 | **Practical Kinesics**
|                       |                 | **The Stress Response States**
|                       | 12:00 Noon - 1:00 p.m. | Lunch (On Own)
|                       | 1:00 p.m. - 5:00 p.m. | Practical Kinesic Verbal Clarity
|                       |                 | **Verbal Content - Anger Response**
|                       |                 | **Depression Response**
|                       |                 | **Denial Response**
| Tuesday, December 2, 2008 | 8:00 a.m. - 12:00 Noon | Practical Kinesic Interview & Interrogation®
|                       |                 | **Verbal Content - Denial Response** (Continued)
|                       |                 | **Bargaining Response**
|                       |                 | **Acceptance Response**
|                       | 12:00 Noon - 1:00 p.m. | Lunch (On Own)
|                       | 1:00 p.m. - 5:00 p.m. | Practical Kinesic Statement Analysis®
|                       |                 | **Investigative Uses**
|                       |                 | **Principles of Analysis**
|                       |                 | **Obtaining Useable Samples**
|                       |                 | **Analysis Guidelines**
|                       |                 | **Sample Analysis**
|                       |                 | **Practical Exercises**
| Wednesday, December 3, 2008 | 8:00 a.m. - 12:00 Noon | Practical Kinesic Interview & Interrogation®
|                       |                 | **Body Language Cues**
|                       |                 | **Practical Kinesic Principles**
|                       |                 | **Eyes**
|                       |                 | **Eye Contact**
|                       |                 | **Movements**
|                       | 12:00 Noon - 1:00 p.m. | Lunch (On Own)
|                       | 1:00 p.m. - 5:00 p.m. | Practical Kinesic Interview & Interrogation®
|                       |                 | **Head - Mouth, Nose, Color, Facial Expressions**
|                       |                 | **Aims - Touching Behaviors, Crossing, Protective Gestures**
|                       |                 | **Barricading**
|                       |                 | **Proxemics**
|                       |                 | **Confession Symptoms**
| Thursday, December 4, 2008 | 8:00 a.m. - 12:00 Noon | Practical Kinesic Interview & Interrogation®
|                       |                 | **Stress Response States**
|                       |                 | **Excluded Subjects**
|                       |                 | **Psychotics**
|                       |                 | **Brain Disease**
|                       |                 | **Suicidal Subjects**
|                       |                 | **Primary Dominant Personalities**
|                       | 12:00 Noon - 1:00 p.m. | Lunch (On Own)
|                       | 1:00 p.m. - 5:00 p.m. | Practical Kinesic Interview & Interrogation®
|                       |                 | **Emotion Dominant Personality Interrogation Strategy**
|                       |                 | (Video Practical Exercise)
|                       |                 | **Non-Emotion Dominant**
|                       |                 | **Sensory Extravert**
|                       |                 | **Interrogation Strategy**
|                       |                 | (Video Practical Exercise)
|                       |                 | **Logic Dominant**
|                       |                 | **Interrogation Dominant**
|                       |                 | (Video Exercise)
|                       |                 | **Ego Dominant Personality Interrogation Strategy**
|                       |                 | (Video Exercise)
|                       |                 | Certificate Presentation
| Friday, December 5, 2008 | 8:00 a.m. - 12:00 Noon | Practical Kinesic Interview & Interrogation®
|                       |                 | **Stress Response States**
|                       |                 | **Excluded Subjects**
|                       |                 | **Psychotics**
|                       |                 | **Brain Disease**
|                       |                 | **Suicidal Subjects**
|                       |                 | **Primary Dominant Personalities**
|                       | 12:00 Noon - 1:00 p.m. | Lunch (On Own)
|                       | 1:00 p.m. - 5:00 p.m. | Practical Kinesic Interview & Interrogation®
|                       |                 | **Emotion Dominant Personality Interrogation Strategy**
|                       |                 | (Video Practical Exercise)
|                       |                 | **Non-Emotion Dominant**
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|                       |                 | **Logic Dominant**
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|                       |                 | (Video Exercise)
|                       |                 | **Ego Dominant Personality Interrogation Strategy**
|                       |                 | (Video Exercise)
|                       |                 | Certificate Presentation

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### 3 Ways to Register for a Seminar!

1. **On-line Registration** at www.patc.com — Yellow/Blue link in corner
2. **Fax Form** to Public Agency Training Council FAX: 1-317-821-5096
3. **Mail Form**

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| Public Agency Training Council | 5101 Decatur Blvd, Ste. L Indianapolis, Indiana 46241 | **Federal ID# 35-1907871**
|                       |                 | **Pre-payment is not required to register** **Pre-payment is not required to register**

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

Note: For each Local Call (Up To 30 Minutes), Notary Service and Fitness Facility.) $1.00 For Each Local Call (Up To 30 Minutes)

Note: To receive special room rates, please identify yourself with the Public Agency Training Council seminar.

#### Names of Attendees

1. [Name]
2. [Name]
3. [Name]
4. [Name]

#### Agency

**Invoice To Attn:** (Must Be Completed)

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