

Five Stages of Interview & Interrogation Techniques

Why Attend?

Most experienced interviewers know and realize if an admission is obtained from a suspect, that admission or statement will more than likely be challenged in court. Over the last few years, well known Interview & Interrogation Techniques have come under the microscope of criminal defense attorneys regarding the tactics used. Cases in both the United States and Canada are being thrown out due to some of these tactics.

Five Stages of Successful Interview Techniques has been designed to train individuals to conduct interviews following a structured interview approach. This process will teach the attendees how to learn better listening skills which in turn will result in obtaining more relevant information.

Five Stages of Successful Interview Techniques has been designed by an individual who has been conducting professional structured interviews for over 35 years. The principal instructor and creator of this course still actively conducts real life interviews on a regular basis. He conducts interviews for both law enforcement agencies and criminal defense attorneys which provides a unique insight to the world of interviewing.

The information taught in the **Five Stages of Successful Interview Techniques** will demonstrate to the attendees the importance of having patience and learning how to listen to the subject. The attendees will be taught how to obtain information, statements and confessions which will withstand a court challenge.

During the course of instruction, videos of interviews that the instructor has personally conducted will be used for training purposes. It should be noted that since these training tapes are real life situations, some of the material will be sensitive in nature.

Who Should Attend?

- Investigators • Detectives • Patrol Officers • Loss Prevention • Judicial Investigators • Intelligence Officers • Background Investigators
- Probation Officers • Parole Officers • Polygraph Examiners

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September 10, 11 & 12, 2024 • Columbus, Ohio



Legal & Liability Risk Management Institute



Sponsored By:

Columbus Police Department

Columbus, Ohio

James R. Alsup, *Director*

Training Seminar

Five Stages of Interview & Interrogation Techniques

Instructor:

Daniel E. Sosnowski



FBINAA
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Training Partner

September 10, 11 & 12, 2024

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Five Stages of Interview & Interrogation Techniques

Course Objectives:

Traits of Deception: Identify 18 traits researchers have identified which would challenge seasoned interviewers regarding detecting deception.

Types of Denial: Understanding reasons why and how people lie will assist the interviewer in developing information which can be used in the Review & Resolution Stage.

Basic Interview Theories: Simple theories will be explained and discussed which will allow the interviewer to understand interview concepts. These concepts will include Typical Interview Faux Pas, Setting Up the Room and Case Preparation.

Rapport Building: Learning How To Be A Good Listener will help establish empathy which is a crucial building block of rapport.

Five Stages of Successful Interviews: These stages will allow the interviewer to learn and develop a better formula of interviewing all suspects.

Analytical Disclosure Dialogue: These key critical questions will reveal answers which will allow the interviewer to analyze responses to these questions. The responses then can be categorized as being typically acceptable or unacceptable responses.

Improving Listening Skills: Listening is an essential part of communication and is different from hearing. Being a good and patient listener will assist the interviewer to become more effective.

Assessing Verbal Responses: The key to successful interviews is to unlock what the person is saying in response to critical questions in addition to listening to the person's facts and circumstances surrounding the case.

Assessing Non-Verbal Behaviors: Recent research has shown that interviewers are being misled by non-verbal behavior. This area will focus on how to use observable body language to the benefit of the interviewer.

Seminar Agenda Five Stages of Interview & Interrogation Techniques

September 10, 11 & 12, 2024 • Columbus, Ohio

Tuesday, September 10, 2024

8:00 a.m. – 8:30 a.m.	Registration
8:30 a.m. – 12:00 p.m.	Introductions
	Setting Up the Room
	Forms of Denial
	• Reasons Why People Lie • Types of Denial
	Ingredients of Good Liars
	• 18 Traits of Lying
	Rapport Building
12:00 p.m. – 1:00 p.m.	Lunch (On Your Own)
1:00 p.m. – 5:00 p.m.	5 Stages of Successful Interviews
	• Introduction Stage, Recounting Stage, Probing Stage • Analytical Disclosure • Review & Resolution, Closing Stage

Wednesday, September 11, 2024

8:00 a.m. – 12:00 p.m.	5 Stages of Successful Interviews (Cont.)
12:00 p.m. – 1:00 p.m.	Lunch (On Your Own)
1:00 p.m. – 5:00 p.m.	Improving Listening Skills
	• Analytical Disclosure Dialogue • Assessing Verbal Responses

Thursday, September 12, 2024

8:00 a.m. – 12:00 p.m.	Assessing Non-Verbal Responses
12:00 p.m.	Certificate Presentation

Cut Along Dotted Line

3 Ways to Register for a Seminar!

Ways to Register

1. **Register Online:** WWW.LLRMI.COM



2. **Fax Form:** 317-386-8228

3. **Mail Form to:**

Legal and Liability Risk Management 700 N. Carr Rd., # 595 Plainfield, Indiana 46168 Federal ID: 81-0692135
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If you have any questions please call

317-386-8325

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

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

Seminar Title:	Five Stages of Interview & Interrogation Techniques	Seminar ID #16497
Instructor:	Daniel E. Sosnowski	
Seminar Location:	Columbus Police Training Academy 1000 North Hague Avenue Columbus, Ohio 43204	Note: To receive special room rates, please identify yourself with Group Code: 10087063
When:	September 10, 11 & 12, 2024	
Registration Time:	8:00 a.m. (September 10, 2024)	
Hotel Reservations:	Drury Inn & Suites Columbus/Grove City 4109 Parkway Centre Drive Columbus, Ohio 43123 1-800-325-0720 \$122.00 King Room (plus tax)	
Registration Fee	\$350.00 Includes Five Stages of Interview and Interrogation Techniques, Printed Training Manual and Certificate of Completion.	

Names of Attendees 1. _____

2. _____

3. _____

4. _____

Agency _____

Invoice To Attn: _____
(Must Be Completed)

Address _____

City _____ **State** _____ **Zip** _____

Email _____

Phone _____ **Fax** _____