

Course
Training Agenda
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Module 1- Review and Legal Aspects

- Interviewing and Listening
- Applicable Constitutional Amendments
- Similarities and differences Public v. Private (Check Local Laws and Company Policies)
- False and coerced confessions
- Civil Law Considerations
- Exemptions and Exclusions
- Overview of Room Setup – Witnesses, Interpreters, Do's/Don'ts

Module 2- Deceptive and Non-Deceptive Behaviors

- Identify verbal and non-verbal indications of deception and truthfulness
- Describe the three types of behaviors that should be evaluated
- Three times to assess behavior
- Understand interviewer's impact on interrogation
- Define behavioral clusters and impact on assessment
- Why people confess

Module 3- The Emotional Approach and Review of Others

- Understanding the Emotional Interviewing Approach (Conceptually & Practice)
 - What it is, how it works, and why it succeeds, when to use it
- How to Build Rapport & Credibility with the Subject
 - Understanding the Applicable Strategies
- How to Conduct the Formal/Actual Interview
 - Public & Private (Steps 1 - 4)

Module 4- Rationalizations, Submission and Assumptive Questioning

- Continuation of the Formal/Actual Interview (Steps 5-8)
- Understand Rationalizations and how an interviewer can use them to get a confession
- Recognize Signs of Submission, and understand the methods used to Test for Submission
- Learn to craft an effective Transitional Statement following the Test for Submission
- Understand what an Assumptive Question is, and how to formulate one specific to the interview
- Understand the difference between an Assumptive and a Choice question, and how to use both

Module 5- Denials, Admissions and Written Statements

- Overcoming Denials
- Choice Questions
- Obtaining and Developing Admissions
- The Written Confession, Getting it in Writing

Module 6- Transitional and Adjacent Opportunities

- Assessing skills and transferability of competencies
- Identify industries, collaborators and marketing your expertise
- Exploring new venues, technology and developing an entrepreneurial Mindset
- Develop strong client service, financial literacy, adaptability, and resilience
- Improve Creativity and Innovation

Module 7- Mentoring the Next Generation

- Discover How to Launch Outreach and Internship Opportunities
- Explore Hosting Career, Information and Networking Events
- Develop Mentorship and Educational Partnerships
- Create Online Resources, Webinars, and Mock Scenario Workshops
- Develop Scholarship Programs and Industry Partnerships
- Establish Public Awareness Campaigns and Provide Continued Support