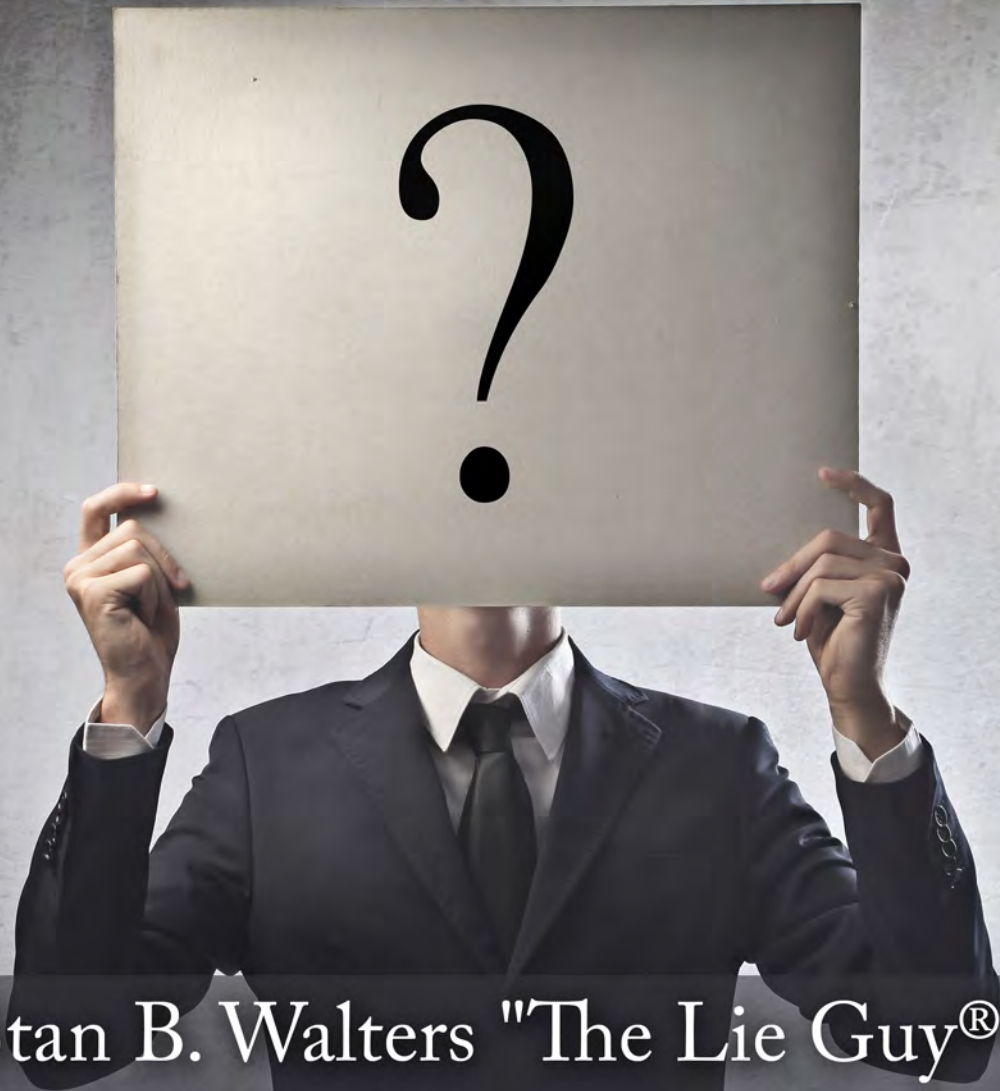


PRACTICAL KINESIC INTERVIEW & INTERROGATION[®] A BASIC GUIDE



Stan B. Walters "The Lie Guy[®]"

Practical Kinesic Interview & Interrogation: A Basic Guide, 2nd ed.

By Stan B. Walters, CSP

Third Degree Publishing

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Interviewing and Interrogation Subject Matter Expert



Stan B. Walters has spent more than 35 years studying and researching the science of interview and interrogation. He is the author of Principles of Kinesic Interview and Interrogation, 2d, ed. and The Truth About Lying: How to Spot a Lie and Protect Yourself From Deception which has been published in 7 foreign languages. He has authored numerous interview and interrogation training guides, audio programs and videos including 140+ videos on his YouTube Channel. Stan maintains a personal library of 1200+ video taped interviews of inmates he personally directed and produced in 33 prisons in 16 states and one foreign country.

Stan worked with Dr. Martha Davis clinical psychologist and Brenda L. Connors of the US Naval War College on ground breaking credibility research project conducted at John Jay College. The research was in association with the NYPD, and the Queens, Manhattan & Bronx District Attorneys' Offices. He is the co-author of 3 published peer reviewed scientific papers on the results of that project. He has also served as an interview and interrogation subject matter expert for Johns Hopkins University.

Stan has more than 50,000 hours on the platform as an instructor. Among others, he has provided training for the National Security Agency, US Army 1st, 4th and 25th Infantry, US Army Special Forces, 82nd Airborne, 1 Cavalry & 1 Armored Divisions, US Army C.I.D. & M.P.s, US Army Intelligence & Counter-Intelligence, US Army Battlefield Surveillance Brigades, USAF O.S.I., USAF S.E.R.E., USAF Security Forces, US Navy EOD, Texas Rangers, US Postal Inspectors, US Marshals Service, US Secret Service – Polygraph, FBI – Polygraph, US Treasury – Inspector General, DFW Airport SWAT, Texas Rangers SWAT, Texas D.P.S. SWAT, Kentucky, Nebraska, & Pennsylvania State Police, Kansas Bureau of Investigation, NASA Inspector General, New York State Police, US Marshals Service, Singapore Police Force & Military, US Courts, US Indian Police Academy, I.C.E., C.B.P., US C.I.S., UAE Police & State Security, Calgary Police Service, Canadian Fish & Wildlife, Canadian Securities Commissions, International Association of Arson Investigators, and numerous other criminal justice agencies and academies throughout North America. He has also conducted training in Australia, New Zealand, the Netherlands, Germany, Singapore, and South Korea.

Stan has regularly appeared on Crime Watch Daily with Chris Hansen. He has also appeared on ABC, CBS, CNN, Fox News, Fox & Friends, NBC, France Channel One and Australia Today. He has been profiled twice on National Geographic and was host and technical advisor on the National Geographic special "The Science of Interrogation."

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INTRODUCTION

Welcome! You've picked up this ebook for one of several reasons:

1. You have just finished attending one of my classes and I've sent it to you as a gift and to encourage you to continue your personal journey to improving your skills.
2. You followed the link on my website or picked it up free from Stan's Store.
3. You're an experienced investigator and you have an interest in learning and maybe even significantly improving your current interviewing skills.
4. You've heard about *Practical Kinesic Interview & Interrogation®* and you're curious to find out about the techniques and how they can help you as an investigator and interviewer.

Whatever the case, you are going to get a basic understand of the philosophy and concepts of Practical Kinesic Interview & Interrogation®. If you have attended one of my training programs, *Practical Kinesic Interview & Interrogation®: A Basic Guide; 2nd ed.*, will help you cement the class information into your newly developed

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interview & interrogation techniques and help you improve your interview room skills even more than you can imagine.

You can use this Basic Guide in one of two forms:

1. Keep the file in the Adobe pdf format for on-line reading. The Table of Contents is actually hyperlinks to each chapter of the Basic Guide. Also you can follow all hyperlinks to locations on the web.
2. You can print the handout for your own use. If you print the handout or duplicate the handout, it **MUST** show all copyright protections and author information. The author **MUST** receive credit if the material is used for any other purpose.
3. If you are an academy or university instructor and wish to use the ebook as a supplement to your class, please send each student to this web location (<https://thelieguy.com/store-2>) and have them download their own individual copy.

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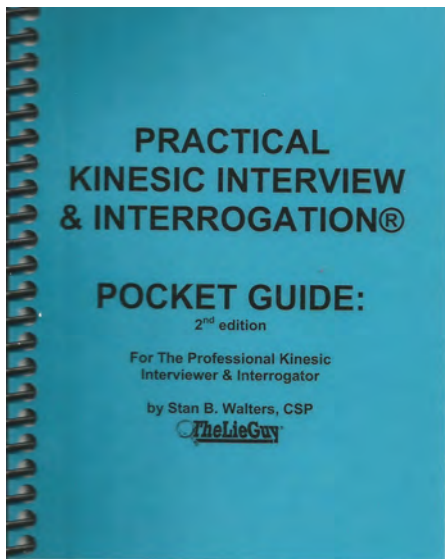
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CHAPTER # 1:

The Basic Principles

Practical Kinesic Principles

The “Practical Kinesic Principles” are our knowledge base on which we will rely to insure that we are making an accurate analysis of the accuracy and completeness of our subject’s statements. Adhering to these principles will help you in two important ways:

1. Improve the accuracy of your analysis of the subject’s behavior.
2. Reduce your workload.

Interview and interrogation is a very labor-intensive mental process. One very common mistake interviewers make is spending so much time and energy on their analysis of their subject’s behaviors that they forget the most important part of interviewing – *listening*.

Individuals will withhold information many reasons including fear, embarrassment and more as well as deception.

"No single behavior proves
that a person is being truthful or deceptive"

During many of my media interviews I am asked for the “one” key we can always watch for or listen for to determine that a subject is being deceptive. Unfortunately, there is no one universal signal in any form that proves a person is being truthful or deceptive.

Let’s look at the Practical Kinesic Principles that are going to help you reduce your rate error in making you analysis and help you gain much more information.

The 8 "C's"

CONSISTENT

Do you CONSISTENTLY keep getting a strong reaction to only a few specific topics or target areas? That doesn’t necessarily mean you keep seeing or hearing the same reactions – you could, but not with every subject and not every time. It is these areas that CONSISTENTLY create significant emotional or mental stress for your subject and need your attention with follow-up inquiries.

Think of these issues being your “target” list of topics you’ll want to explore further with your subject. Remember, these may NOT be deception but only merely stress. In either case the topic(s) is / are important to your subject and should be important to you.

CLUSTERS

We can only accurately diagnose whether a subject is being truthful or deceptive based on a CLUSTER of symptoms. Two or more deception signals per sentence or response would create an accurate analysis of deception by your subject.

There are two reasons we evaluate behavior in CLUSTERS:

1. Judging behavior on a single cue is just too risky. You could be misinterpreting the behavior. And let’s face it, people sometimes just generate random behaviors. Sometimes they “just happen.”
2. Two or more symptoms is much more reliable. Just like one single driving behavior does necessarily mean that the driver is negligently impaired or even really impaired at all! The odds that two or more behaviors occurring randomly at one single moment is VERY rare.

A CLUSTER is two or more verbal cues, two or more non-verbal cues or a grouping of verbal and non-verbal.

BEFORE you come to any conclusion that that CLUSTER is a deception CLUSTER, remember it could just be a significant “stress cluster.” It may not be deception BUT it still is a significant disruption to your subject’s cognitive and emotional behavior. You would be correct to explore the topic in greater depth to determine why it happened.

CONSTANT

Before we can identify significant behaviors exhibited by our subject, we must have first established their baseline or CONSTANT of behavior.

All you need is a general “feel” for the person’s

1. Voice quality
 - a. Rate, pitch & volume
2. Thought line
 - a. How clearly does the person express ideas or concepts.
 - b. Length of answers.
3. Nonverbal
 - a. Amount of hand and arm gestures.
 - b. Shoulder movement

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- c. Torso movement
- d. General head movement
- e. Facial expressions (Eye contact is TOTALLY unreliable for spotting stress and especially not good for spotting deception. Eye movement right or left is of absolutely no value either. Both scientifically disproved.)

Just engaged he subject is non-threatening dialogue. The key is for YOU to pay attention to your subject by listening and watching. THEN it will be easier to spot any CHANGES.

CHANGE

Exhibitions of CHANGE from the CONSTANT of your subject's behavior indicates a change in your subject's stress level Not all CHANGES are signs of deception.

The changes you witness are the result of the disruption of the person emotional and / or cognitive balance or “constant” caused by some external action. It could be your question, a surveillance photo, lab report, reading a witness statement, etc. The CHANGES just don't happen in a vacuum.

Be sure you pay very close attention to the CONTAMINATION element described below. The CHANGES are identifying could be caused solely by you as the interviewer and NOT the issue itself.

CONTRADICTIONS

Conflicts between verbal - verbal, verbal - nonverbal, and non-verbal - nonverbal signals indicates a conflict in your subject's mental & emotional message and therefore a greater chance of deception when seen in CLUSTERS.

CONTRADICTION behaviors are almost always at the heart of deception. We learn very early as children how to “monitor” some of our cues. That includes those expected to be present when deceptive and what we “think” are cues to honesty.

CONTRADICTION cues are best described as “leaks” that are inadvertently generated. Usually the result of one for the following:

1. Trying to suppress emotional cues.
2. “Performing” emotional cues in an effort to misdirect.
3. Withholding cognitive information.
4. Pretending to have cognitive information that we don't possess.

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CONTAMINATION

The subject is watching and reacting to our behaviors as we are watching and analyzing theirs. Are you engaging in any behaviors that are CONTAMINATING your subject's behaviors that you are diagnosing as significant to their honesty?

What can CONTAMINATE a subject's behavior? The list can be endless –

1. External distractions such noises, too many people around who are watching or listening.
2. Cell phones, knocks at the door, other investigators or supervisors interrupting
3. Temperature extremes.
4. Most importantly THE INTERVIEWER.
 - a. Aggressive behavior.
 - b. Condescending attitude.
 - c. Accusatory style.
 - d. Encroachment on a subject's personal space.
 - e. Not listening. Interrupting the subject.
 - f. Yelling, anger, finger pointing and many many more.

Pre-CONCEPTIONS

Are you allowing yourself to be blinded by pre-CONCEPTIONS causing you to prejudge your subject and their honesty?

One of the biggest killers of all effective interviews is what I call the “Pre-CONCEPTION ASSASSIN.” If you are wandering through the woods looking for signs of Big Foot because you believe there is one hiding in your back yard, YOU ARE GOING TO FIND SIGNS OF BIG FOOT!!

The scientific term is “Confirmation Bias.” You see what you want to see and dismiss evidence that refutes your beliefs. Always check your “bias meter.” Give the subject all kinds of opportunity to talk and one of two things will happen:

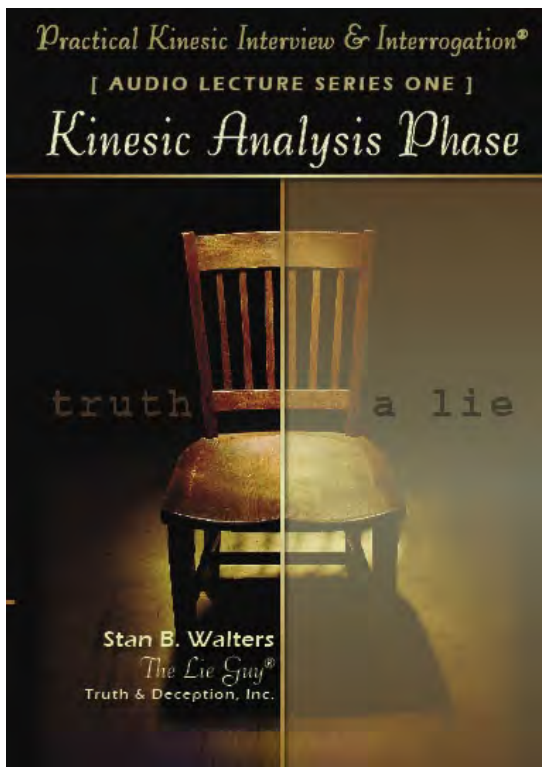
1. You get more specific evidence and details that the person is being truthful OR
2. They are going to work overtime to manipulate you and convince you of their deceptive story. We talk more about this later in the Reaction / Response Behaviors chapter.

CROSS-CHECK

Double-check your analysis with these five important questions:

- Did I find my subject's CONSTANT?
- Can I name the TIMELY, CONSISTENT behaviors that I saw in CLUSTERS?
- Did I have any pre-CONCEPTIONS?
- Am I believing the liars lie?
- Is this an innocent person who is fearful of not being believed?

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- **Nonverbal Behavior:** Approximately 1 hour in length.
- **Practical Kinesic Information Recovery & Credibility Assessment®:** Approximately 1 hour in length.

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CHAPTER # 2: Reaction / Response Behaviors

Research has shown that investigators who get the most information from their interviews understand three important keys to success. One of those keys is understanding their subject's cognitive and emotional behaviors towards the interview and the event in which they were involved. We can classify those behaviors as being either a reaction or a response.

Many years ago the great motivational speaker Zig Ziglar compared the reaction – response behaviors to a trip to the doctor's office. Though human behavior is very complex, this simple example makes it easy to grasp the significance of these behaviors.

Let's say you have been receiving some form of treatment and / or medication from your doctor. During a follow-up visit the doctor let say she remarks that you are apparently "reacting" to the treatment. Good or bad? Well, it's bad! Watch any commercial on TV about medications and all the possible "reactions." None of them are good!

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The doctor is going to “change” the treatment plan they are using to fix your problem.

Now let’s say you go to the doctor for a follow-up visit to check on your progress after treating you. This time the doctor announces that you are “responding” to treatment. Good or bad? Yup, you are improving and on you way back to getting well.

Your subjects (victims, witnesses or suspects) are behaving similarly to you, the situation, your questions, and the topic of conversation. First you need to determine are they “reacting” or are they “responding.” We’ll determine that by watching body language and listening to their verbal cues.

The Reaction / Response Behaviors

Under stress during your interview, your subjects may demonstrate any one of five behaviors at any time:

Anger, Depression, Denial, Bargaining, and Acceptance.

ANGER:

Characteristics –

- Reaction behavior.
- Dominated by emotion.
- Used to gain and / or maintain control.
- Poor listening behavior.
- Very resistant to compromise.
- NOT a sign of deception – absence NOR presence.

Nonverbal Samples:



Figure 1 Note "V" in eyebrows & "hard eyes"



Figure 2 Note "set jaw" & "hard eyes"



Figure 3 Note "hard eyes" & finger pointing



Figure 4 Baseline facial expression on left. Anger expression on right.

Examples:

- General complaining about the nuisance of dealing with the case.
- Attacks case facts – accuracy, reliability, lab, etc.
- Attacks minor details – times, dates, descriptions, amounts, numbers.
- Creates false issues – previous contacts, never been a problem before, etc.
- Attacks / blames victims or witnesses.
- Attacks interviewer or agency.

Interviewer's Tactics

- Avoid being pulled into an anger vortex.
- If you get angry you stop listening.
- If you get angry you sacrifice your ability to think creatively.

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- Defuse the anger. Ask them for specific problems points. Get them “thinking rationally” by asking them to explain.
- Find & establish points of agreement.
- Bring up only issue at a time. Too many is frustrating and slows down the process of making a decision.

DEPRESSION:

Characteristics

- Reaction behavior – NOT the emotional disorder.
- Dominated by emotion.
- Poor listening behavior.
- Very resistant to compromise.
- Isolation or retreat from reality.
- Self-absorbed in pain.
- Poorly censored speech.
- Not to be misinterpreted as Acceptance.
- NOT an indicator of deception.

Nonverbal Examples



Figure 5 Note raised eyebrows pulled together and "soft" features around eyes.

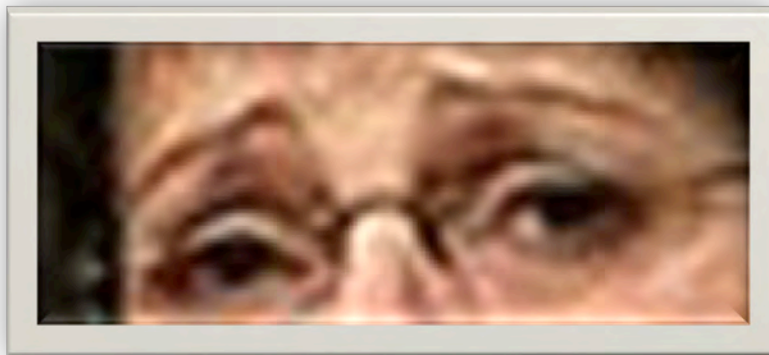


Figure 6 Note eyebrows curve up over nose. Pain in soft eyes.

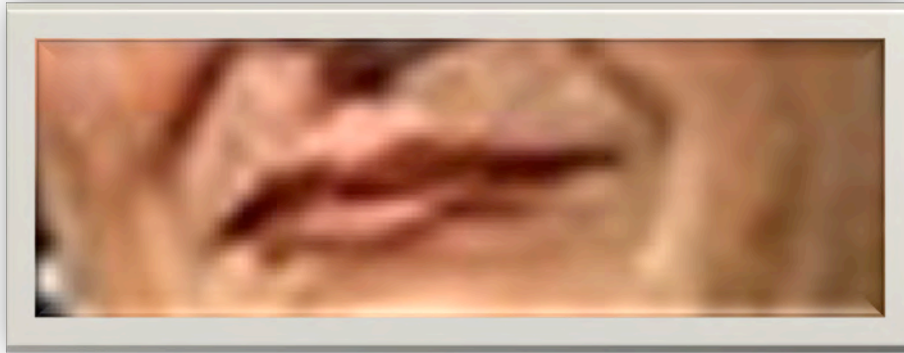


Figure 7 Note lips starting to curl down. Face also drawn down around mouth

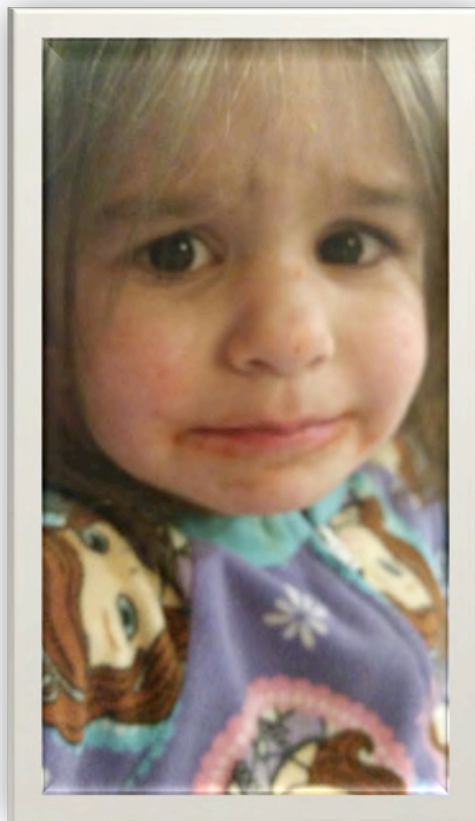


Figure 8 Note eyebrows, pain in eyes, downturned mouth.

Examples:

- Talks about feeling depressed.
- Discusses mental issues, mistakes, etc.
- Brings physical problems associated with their depression.
- May make suicidal comments.
- Self-critical remarks.
- Mentions problems with sleeping.
- Mentions personal problems with friends, family, job, etc.

Interviewer's Response -

- Acknowledge the depression. Dismiss the depression and you have dismissed the person.
- Ask the subject for details about how they have been dealing with the issue.
- Wait the subject out.
- Listen for verbal openings that “leak” important issues.
- Ask them for specific problems that bother them the most.
Again, get them thinking rationally.

DENIAL:

Characteristics –

- Reaction behavior.
- Intellectual manipulation of the interviewer. Subject is trying to persuade you via manipulation the information.
- Rejection of reality.
- Best chance for deception to occur is here.
- It is NOT just saying “No.” It is arguing alternate logic to dismiss proof.
- Attempting to convince others of their deception.
- Only at ease when others appear to buy their deception.

Examples:

- Memory lapses
- Trust me; believe me, why would I lie, to be truthful, etc.
- Most of the time, essentially, hardly ever, but, however.
- Why would I ...
- All of a sudden, The next thing I knew, Before too long
- Pronoun shifts to depersonalize.
- Verb usage suddenly used incorrectly.
- Omission lying (Leaves out or avoids very specific details OR only responds in very narrow terms.)

Interviewer's Response

- Reinforce your position with reality-based information.
- Avoid being diverted.
- Use personality type-based comments to disable deception.

BARGAINING:

Characteristics –

- Reaction behavior.
- Emotional manipulation. Plays on guilt feelings, emotional appeals and emotional connection.
- Disguise of reality, but NOT deception. Just evasion.
- The most common behavior people will use.
- Minimizing the act.
- Re-characterizing their image & responsibility.

Examples –

- Complaining to get sympathy – illnesses, medications, etc.
- Using religious remarks to indicate moral character.
- Personal statements about their moral beliefs.
- Minimizing crime or their actions.
- Name dropping to establish connections. (Not to threaten)
- Extreme politeness.

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Interviewer's Response

- Use the subject's language, & terms in your speech.
- Use their language, terms & definitions against them.

ACCEPTANCE:

Characteristics –

- Emotional – intellectual sweet spot. Perfect balance.
- Acknowledgement of reality.
- Forward thinking. What's the next step?
- Prepared to disclose.
- Compliant with interviewer's goals.
- Submissive emotionally and intellectually

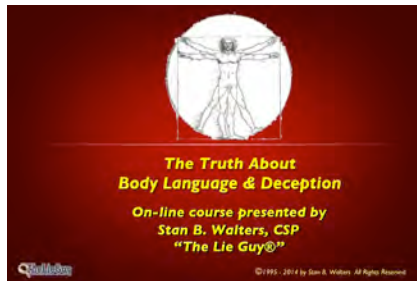
Examples: (Also see Chapter #7 for Body Language Examples)

- How many years does this bring?
- Is my (fill in a name) gonna find out?
- Could I lose my job, kids, car, house, raise, guns, hunting or fishing gear...?
- Will this affect my probation?
- Is this going to be in the paper?
- How many counts will there be?
- Could I pay it back?
- Can I just apologize?
- I'll pay for the damage.
- I didn't do it but I'll tell you I did it just to get this over.

Interviewer's Response-

- Stop talking & start listening.
- Show acceptance in your demeanor.
- Give the subject a way out.
- Help them preserve some self-esteem.
- Give them a call action. Suggest the next step they should take.
- Remember: Your subject will make a decision based on the Pain versus Gain outcomes.

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CHAPTER # 3: The Narrative-Based Interview

Four Elements of a Successful Interview / Interrogation

The most successful interview and interrogation philosophy is a four-part approach.

- Orientation
- Narration
- Cross-Examination
- Resolution

The Narrative-Based interview recovers a minimum of 60% more information than a confrontational or accusatory style of interview. It is an information-based approach as opposed to a confrontational or guilt assumptive method. It's least likely to contaminate a subject's statement and the least likely to create a false confession.

Each segment the interviewer has a specific set of goals.

ORIENTATION-

- Establish your subject's CONSTANT of behavior.
- Engage the subject in dialogue.

NARRATION-

- Elicit an un-interrupted complete statement from the subject.
Use open-ended questions. Don't interrupt the subject.
"Tell" – "Show" – "Explain" – "Describe"
- Make a fair, unbiased assessment of the accuracy of the statement.
- Watch for CONSISTENT CHANGES at specific issues
- Look for CONTRADICTION symptoms
- Analyze credibility based CLUSTERS

CROSS-EXAMINATION

- Follow up on incomplete answers.
- Target CONTRADICTION behavior points.
- Target CLUSTERS suggesting deception.

RESOLUTION (Corroboration)

- Recognize & respond to Acceptance behaviors.
- Allow the subject to confirm their actions.
- Confirmation & documentation of case elements.
- Solicit a legal admission or confession.

You've got to get good NARRATION if you are going to make a good CROSS-EXAMINATION and ultimately RESOLUTION.

It takes just 3 steps to get a subject to give you the details you need to make the case. Learn those 3 steps in Chapter 6!

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CHAPTER # 4: Verbal Behaviors

Analysis of Verbal Cues:

VOICE QUALITY -

Changes in voice quality are NOT a sign of deception.

==> Pitch Changes:

*Up - Most consistent with frustration, anger & excitement

*Down - Most consistent with isolation, depression.

==> Volume Changes:

*Louder - Most consistent with excitement, anger.

*Softer - Most consistent with depression, disinterest.

==> Rate of Speech:

*Faster - Most consistent with fear, excitement.

Previously developed line of thought.

*Slower - Most consistent with sadness and disinterest.

More cautious, thoughtful response.

LINE OF THOUGHT –

==> **Speech Dysfunction:**

Sign of increased stress

NOT a sign of deception

Examples include:

Ah, err, um & uh, stuttering, stammering, laughing, and pausing.

==> **Cognitive Dissonance:**

Result of confused line of thought or "brain noise"

*High probability of deception.

Examples include:

Slurring, repetition of thought, incomplete sentences, halting speech, clipping words, omission of words, sentence editing.

VERBAL CONTENT

For Verbal Content cues and their analysis, look back at Chapter #2 and the Reaction / Response behaviors and the interviewer's recommended tactics.

There are a couple of important things to remember about verbal content cues.

1. Verbal cues are very easy to interpret. It's kinda hard to misunderstand "go to hell!"
2. Verbal cues tend to be much more rare so when you spot a verbal cluster it's going to be very important.

Remember this about verbal content cues. People are VERY diligent about censoring their speech. They don't censor their body language with the same level of effort. Think about it. Who is the first person to hear what you say? You are! First you think it, you evaluate the risks of saying it and THEN you speak.

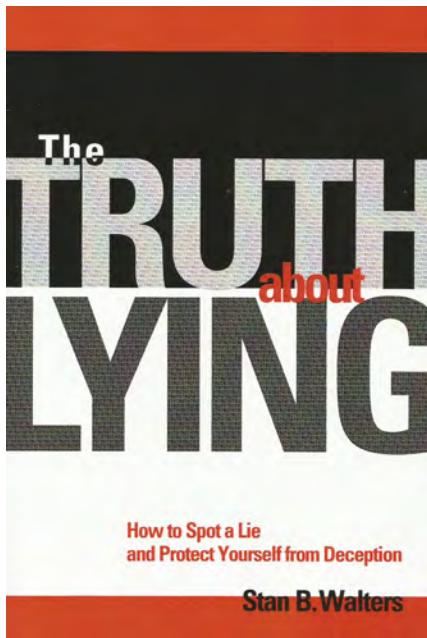
Verbal cues rarely if ever, happen by accident.

If you said it, it was because you thought I first!

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CHAPTER # 5:

Non-Verbal Behaviors

Non-Verbal Cues – Body Language

Errors in the analysis of spotting deception are most frequently made when diagnosing body language. There is a VERY high rate of error in spotting deception by watching body language – at best the error rate is 48%. There are certainly a lot of body language signals that your subject can generate during their conversations with the interviewer.

The largest portion of those nonverbal cues are associated with the changing levels of stress that our subject may be experiencing, however we must remember, a sign of stress does not always equate with deception. Most of the cues associated with body language deception are based on myth, folklore or unsubstantiated and even scientifically refuted observations.

There are three other important points to also remember about body language. First, if you focus the majority of your time on body language, you are going to miss your subject's verbal message. Information and the "structure" of your subject's attempt to deceive you is in their words.

Second, people are better able to control their verbal cues than their nonverbal. As a result verbal cues are far more valuable because they are more rare and also must be easier to interpret. One single body language cue is capable of having a multitude of meanings and therefore subject to misinterpretation. Since body language cues can have multiple meanings, it is far more labor intensive to try to accurately diagnose a single nonverbal cue.

Third, we could estimate that 95% + of body language cues are emotional signals. Sure, people can "try" to deceive you about their emotions, but that's when you'll see "leaks" from the body. The real emotion the person is trying to hide can subtly leak out. That is the focus of Dr. Paul Ekman's work on "micro-expressions." Even then Ekman compares the nonverbal against the verbal cues for the best analysis. Emotional nonverbal cues are important in our assessment of Reaction versus Response Behaviors.

The two most common and frequently observed body language signs of deception fall into two categories:

“Negation” and “Aversion.”

REMEMBER: "Sometimes a scratch is just a scratch." These behaviors are NOT reliable indicators of deception. Under the best of circumstances they are barely above a 50/50 chance of being accurate.

NEGATION

In the grand scheme of body language behaviors, NEGATION cues are marginal at best for identifying deception. Watch for any covering, blocking, or obstructing of the eyes, nose, mouth & ears and too-long head shaking protests. (Remember: High error rate!)

- Eyes - covering or blocking the eyes with hands or objects.
- Nose - extremely stress sensitive area. Watch for pinching, pulling, scratching, rubbing, pulling, and even picking of the nose. (If it is allergy season then all bets are off. Don't forget to establish you baseline first!) Sigmund Freud documented these same behaviors over 100 years ago.

- Mouth - Look for obstructions of the mouth. The most common includes covering the mouth with the hands. It may also include putting all kinds of objects in the mouth (fingers, pens, pencils, suckers, cigarettes, mustaches, ear pieces to eyeglasses, etc). There may be chewing on the lips, pursing of the lips, or even chewing or biting of the tongue.

Remember the behaviors must be **TIMELY** and part of a **CLUSTER**.

- Ears - Subjects make rub, pull, cover or digging in the ears as part of your deception cluster.



Figure 9 "Negation" Playing with ears. Not reliable as deception cue.



Figure 10 "Negation" Covering touching nose. NOT a reliable lie sign.



Figure 11 Negation - Blocking the eyes / face. Not reliable deception cue.

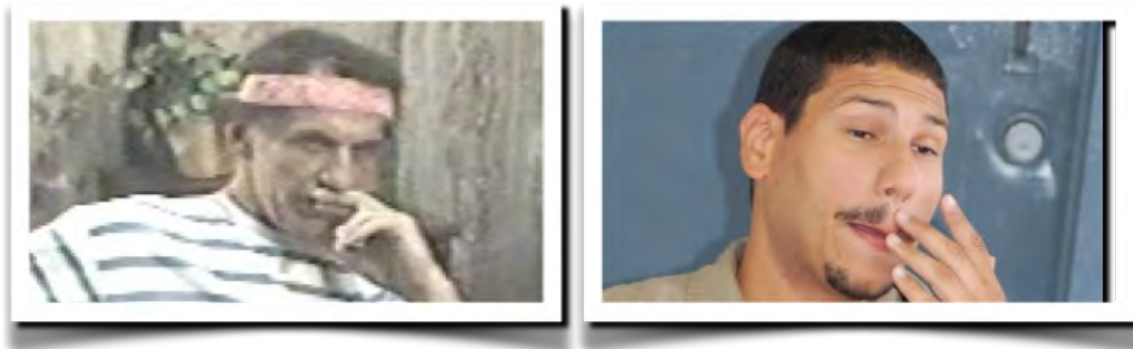


Figure 12 Examples of Negation by covering mouth. Not a reliable deception cue.

AVERSION -

Aversion is defined as any major or aggressive movement of the body away from the interviewer. (Don't forget TIMELINESS & CLUSTERS!) Think of Aversion behavior is an “emotional dislike” reaction. Once again still unreliable as a deception cue.

- Head - The head may turn away from the interviewer.
- Torso - Watch for the torso to twist or turn away. It may also lean back or away.
- Shoulders - Twisting or turning away from the interviewer.



Figure 13 "Aversion" Aggressive movement away from interviewer. An "emotional dislike" behavior. Not a reliable lie cue.

MYTHS:

- Breaks in eye contact are NOT a sign of deception. **(Proven as an unreliable sign of deception in 30+ scientific studies.)**
- Eye tracking or eye movement right or left is NOT a sign of deception. **(Overwhelmingly disproved in numerous empirical studies.)**

Be alert if ANYONE tells you that you can spot deception based on eye contact OR watching the eyes move left or right. They are doing nothing more than perpetuating myths they heard from somewhere else. If they are an instructor, then they are doing you and the profession a HUGE disservice and they have not spent time really

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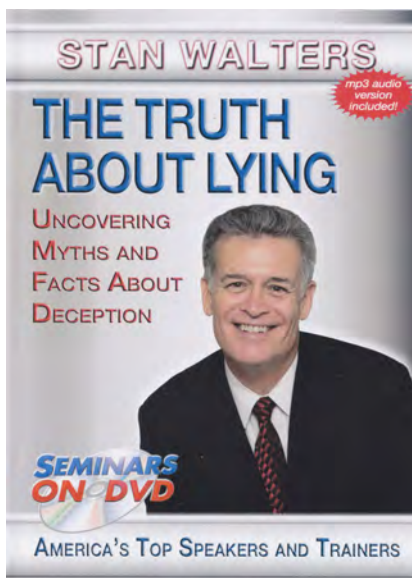
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studying or researching the field of deception behaviors.

- Extensive fidgeting or squirming is NOT a sign of deception.
- Sweating is NOT a sign of deception.
- Arm crossing is NOT a sign of deception.
- Leg crossing is NOT a sign of deception.

Once again, be suspicious of anyone who's telling you these are reliable signs of deception. Empirical research has proven all these symptoms as totally unreliable cues of deceit.

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CHAPTER # 6: **Ethical Interrogation Methods**

The Tactical Interrogation Phase is based on three primary elements:

- * The subject's personality type.
- * The subject's behavior responses.
- * Their unique thinking process.

Don't forget to identify and adjust to your subject's Reaction / Response Behaviors: Anger, Depression, Denial, Bargaining, and Acceptance. See Chapter # 2 for a refresher on those behaviors and your most effective tactic.

To incorporate the subject's personality type, thinking process and interrogation strategy we used an easy to remember three-step system -

P.A.S. You'll remember that PAS stands for "PROBLEM", "AGITATION" and "SOLUTION."

Here's how we going to employ P.A.S. with each personality type:

EMOTION DOMINANT - "The Feeler"

- Problem - Present the problem one small piece at a time (Like a jigsaw puzzle) and let it "develop" or "gel" in their mind.
- Agitation - Agitate this subject emotionally. Highlight issues such as fear, disappointment, confusion, upset, angry, etc.
- Solution - Their best option is avoiding being victimized by the system and bad intentions of others. They need to feel some sense of control over what may eventually happen. These subjects are looking for stability.

LOGIC DOMINANT - "Inactive" Personality

- Problem - Present the problem in the form of a long mathematical equation that links them to the case or issue.
- Agitation - This person is agitated when they are entrapped by the "logical" connections that link them to the case. Emphasize each small specific link.

Remember - It's not the "evidence," it's the logical argument. Putting all the pieces of the case together in the right order. You can't skip a

step OR take make jumps in your logic. They are your chemistry teacher who expects you to “show your work.”

- Solution - Their best option is to acknowledge the logical proof and make the obvious correct decision.

SENSORY DOMINANT - "Active" Personality

- Problem - Present your argument in a pragmatic, tangible form. They respond better to realities.
- Agitation - They are agitated when they are unable to get you to dismiss or disregard realities. Stand your ground. Your subject will not like the loss of "control."
- Solution - Their best option is how to deal with this problem and get it behind them. This is a nuisance right now but they'll survive and get past it so they can get back into "control."

EGO DOMINANT - "Unique" Personality

- Problem - Present the fact that they are part of the issue or case and that everyone else sees them as being connected.
- Agitation - Keep them agitated by focusing on issues that make it look like they are involved. You need them to "explain" to

- everyone what it all really means, their interpretation and the real explanation. They like to blame everyone else!
- Solution - You are not working to get them to confess. You only have a 10% or less chance of a confession. You want everyone around them to see how they have been used, mislead and victimized by the subject. Feed their ego and paranoid depression.

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CHAPTER # 7: **Submission Behaviors**

SUBMISSION SIGNALS:

We may get very good at spotting deception in our subject's behaviors. We can get pretty good at making the appropriate reaction to each of their stress responses and employing our P.A.S. interrogation formula. What is of extreme importance is recognizing when the subject is ready to acknowledge reality -

ACCEPTANCE. When we have done our job of successfully “unraveling” or “disrupting” our subject's deception logic, he or she will move to ACCEPTANCE. There are some common verbal and non-verbal cues that will tell us that our subject has arrived at that moment of compliance and disclosure.

The most important key to recognizing that a subject is in acceptance is very simply this –

***“Does your subject’s statement
move the conversation forward to the next step.”***

Once you understand “ethical persuasion” techniques, these statements become very obvious.

- *“How much would the monthly payments be?”*
- *“Can I take it home today.”*
- *“When could you start work?”*
“What could you give me for my trade in?”
- *“Can I get a good interest rate?”*
- *“Is the special deal still available?”*
- *“How long would it take to get here if I order it now?”*

VERBAL CUES:

Punishment Statements

- **“What could happen to somebody who did something like this?”**
- **“How many years does this bring?”**
- **“Will I go to jail tonight?”**
- **“Could lose my job?”**
- **“Could I go to therapy?”**
- **“Will my wife (boss, father, mother, coach, husband, the newspaper, etc) hear about this?”**

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- “I sure hate for my granny to hear this before she dies.”

Third Person Statement

- “I didn't do it but I'll tell you I did just to get this over with.”
- “Do you want me to confess to something I didn't do?”
- “I'll tell you I did it just to make you happy.”

Debt Service

- “I didn't do it but I'll pay it back.”
- “What if I apologized?”
- “I'll pay for the damage.”
- “I'll be glad to pay the medical bills.”

NONVERBAL CUES

- Rubbing the point of the chin.
- "Spirit release." (Deep cleansing sigh)
- Supplication (Palms turning upward & outward toward interviewer)
- Body Flowers Open
- Body Cascade (Head forward and down, shoulders roll forward)

- Rubbing the lips together slowly, as if searching for the right words.
- Overall submission posture



Figure 14 Submission behavior. Note dropped head, shoulders and body slumped forward.



Figure 15 Posture similar to Figure 14. Very submissive.



**Figure 16 "The Thinker". Very passive thinking or contemplation.
Submissive emotionally.**



**Figure 17 Very submissive. Upturned head and eyes to ceiling or above
interviewer's head.**



Figure 18 Very submissive posture by subject.

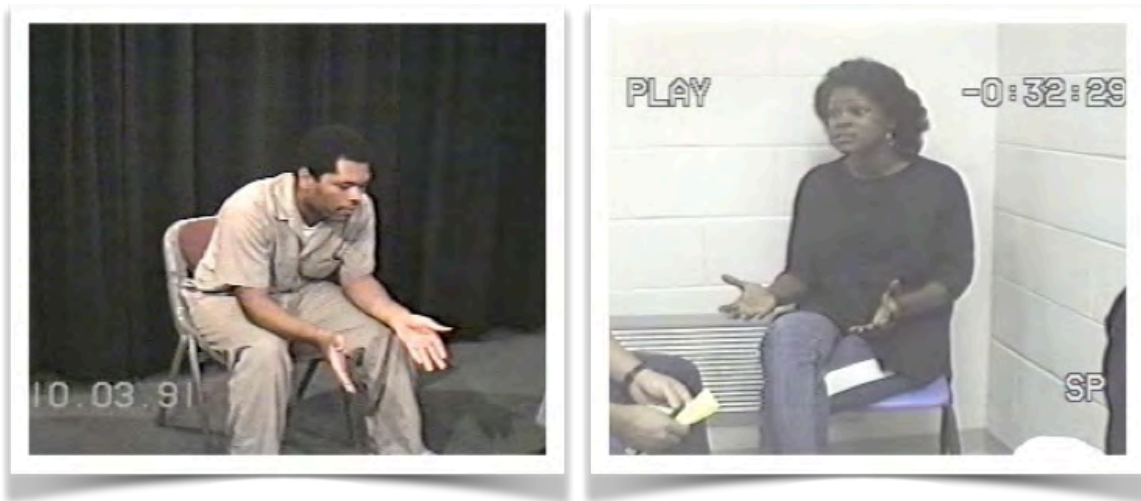


Figure 19 Submissive emotional state. Hands forward and palms turned up. Called "supplication."

REMEMBER:

Your response:

- Stop talking.
- Start listening.
- Show acceptance in your demeanor.
- Lower your voice & energy level.
- Offer a “Call to action.”
- Give them a way out. They are trying to preserve their self-esteem.
- REMEMBER: You subject will make the decision they feel is in THEIR best interest.

THE GAIN VERSUS PAIN CALCULATION

People will change their minds after they believe they had already made a decision when you get them to reevaluate or compare their Gain versus their Pain.

“What could I GAIN by doing this?”

*A lot to gain
Only a little to gain
Some gain
None gain at all*

“What could be the PAIN associated with this decision?”

*A lot of pain
Only a little pain
Some pain*

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No pain at all

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