

Reid Technique of Investigative Interviewing & Advanced Interrogation Techniques

Continuing Professional Development

Instructor:

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The Reid Technique of Interviewing and Interrogation® For Loss Prevention and Corporate Security Personnel is a four-day workshop specifically designed for corporate security, loss prevention, asset protection professionals, auditors and human resources personnel.

Every year, thousands of individuals from business, law enforcement, and government organizations utilize the services of John E. Reid and Associates for law enforcement training programs, and their products to help them:

- Develop interviewing & interrogation skills
- Conduct investigations
- Select new employees

Who should attend the seminar?

This specialized interrogation training workshop is designed for law enforcement and government investigators, corporate security and loss prevention professionals interested in determining factual information for loss prevention issues and/or employee investigations.

Corporate clients worldwide from industries including legal, insurance, compliance, logistics, hospitality, healthcare, audit, finance & banking, oil & gas, airlines, etc. regularly attend these workshops.

7, 8, 9, 10 November 2022
8:30-16:15 (25 CPD Units)

Registrations:
Fee: €1200
Cost After HRDA subsidy:
€775

Click [here](#) to register

DAY 1

08:00 – 08:30: Registration

08:30 – 09:00: Introduction (Purpose and Objectives)

09:00 – 09:30: Course Content Overview

09:30 – 09:45: Distinction Between Interviews and Interrogation

09:45 – 10:00: Legal Aspects of Investigative Interviewing

10:00 – 10:15: What Makes an Excellent Interviewer

10:15 – 10:30: Coffee Break

10:30 – 01:00: Behavioural Symptom Analysis

- Introduction
 - Definition
 - How to use behaviour symptoms during interviews
 - Principles of behaviour symptom analysis
- External factors
 - How important is issue to subject?
 - What type of subject are you dealing with?
 - What fears of consequence the subject may have
- Internal factors influencing behavior
 - Intelligence
 - Emotional stability
 - Juveniles
 - Cultural differences
 - Medical
- Five key points to follow when evaluating behavior

01:00 – 02:00: Lunch Break

02:00 – 03:00: Behavioural Attitudes of Truthful/Deceptive Subjects

- Body postures
 - Truthful
 - Deceptive
- Gestures and movements indicative of deception
 - Retreating from threatening situations
 - Physical activities to reduce tension associated with lying
 - Posture changes
 - Personal and grooming gestures
 - Protective gestures
 - External gestures
 - Facial expressions
 - Eye contact

03:00 – 03:15: Coffee Break

03:15 – 04:15: Verbal Behaviour Symptoms Indicative of Truth/Deception

- Principles
- Guidelines
- Analyzing truthful or deceptive responses

DAY 2 BEHAVIOURAL ANALYSIS

08:30 – 08:45: Preparation Prior to the Interview

- Gathering and analyzing the facts
- “Subject Data Sheet”
- Choosing the interviewer
- Preparing the subject for interview
- “Interview Tabulation Sheet”

8:45 – 10:15: Reason for interview

- History/you
- Knowledge/suspicion of others
- Vouch for others
- Attitude
- Credibility

10:15 – 10:30: Coffee Break

10:30 – 01:00: Behavioural Analysis Interview Questions (Part 2)

- Opportunity
- Motive
- Think
- Objection
- Punishment
- Investigative results
- Second chance
- Alibi – details

01:00 – 02:00: Lunch Break

02:00 – 03:30: Behavioural Analysis Interview Questions (Part 3)

- Baiting techniques
 - Procedures
 - Specific use to break a subject’s alibi
 - Additional baiting suggestions for unique investigations

03:30 – 03:45: Coffee Break

03:45 – 04:15: Optional Interview Questions

- Previous questioning
- Approached by anyone
- Borrow
- Rating techniques
- Percentage of similar behavior
- Discussion with loved one

DAY 3

08:30 – 09:00 Step 1: Direct Advisement of Subject's Involvement in Issue

- Behavioural pause to assess reaction
- Transition

09:00 – 10:15 Step 2: Theme Development (Part 1)

- Monologue
- Non-aggressive and non-offensive approach
- General rule
- Developing theme as to why act was committed

10:15 – 10:30: Coffee Break

10:30 – 01:00 Step 2: Theme Development (Part 2)

01:00 – 02:00: Lunch Break

02:00 – 02:15 Step 3: Handling Denials

- Introducing denials with permission phrases
- Interjecting

02:15 – 02:30 Step 4: Overcoming Objections

- Definition
- Introductory phrases
- Statement of agreement or understanding

02:30 – 02:45 Step 5: Procurement and Retention of Subject's Attention

- When subject is on defensive and withdraws
- Regaining the subject's attention
- Gestures of sincerity

02:45 – 03:00 Step 6: Handling Subject's Passive Mood

- When subject appears defeated
- Intensifying the theme
- Introducing components of the alternative question

03:00 – 03:15: Coffee Break

03:15 – 03:30 Step 7: Presenting an Alternative Question

- Offering two incriminating choices
- Contrasting an undesirable action with a desirable one

03:30 – 03:45 Step 8: Having Subject Relate Various Details of the Offence

- Using a statement of reinforcement
- Using open-ended questions
- Obtaining corroboration

03:45 – 04:15 Step 9: Converting Oral Statement into a Written Statement

- Using a third-party witness
- Explanation and guides for taking a statement
- Establishing voluntariness and full, detailed substantiation

DAY 4

08:30 – 09:00: Objectives and Contents

- Advanced concepts in Behavioural Symptom Analysis, Behavioural Interview and the Reid Approach to Interrogation
- Difficult suspects that give the interrogator problems and specific tactics to get them to confess
 - Defiant suspects
 - Neutral suspects
 - Accepting suspects
- Profiling suspects for interrogation
- Additional interrogational tactics

09:00 – 10:30: Defiance Stage – tactics to move the suspect out of a defiant attitude

- Third Person Theme – a real or fictitious event about the interrogator, friend or other case depicting a similar type of crime, and the extenuating circumstances that led to that act.
- First Person Theme – reasons and excuses the interrogator gives that apply directly to why the suspect committed the crime. These excuses should allow the suspect to save face.
- Role Reversal – allows the suspect to play the role of the decision maker judging two people who have committed a similar crime.
- Addressing the suspect's argumentative challenges
- Specific denials – recognition and verbal countermeasures
- Changing the suspect's perception of the interrogator
 - Argue against self interest
 - Bonding statements
 - Sympathy statements
 - Empathy statements
- Stepping down from constantly strong denials

10:30 – 10:45: Coffee Break

10:45 – 12:00: Continuation of Defiance Stage

12:00 – 12:30: Neutral Stage – tactics to move the suspect out of an unconcerned attitude

- Challenge the suspect's values and traits
 - Praise the suspect's desirable conduct within the investigation
 - Stress suspect's desirable traits apparent in their life
 - Imply suspect's traits are in jeopardy
- Addressing the suspect's fear of consequence
- Addressing the futility of suspect's continued denials
- Incriminating information – real and hypothetical
 - Use of baiting technique as a hypothetical challenge
 - Use of real evidence to convince suspect to confess

12:30 – 01:00 Acceptance Stage – tactics to elicit 1st admission of guilt from the suspect

- Developing insight statements into themes
 - Describe the negative aspects of the suspect's life
 - Predict future effects of deception
- Having suspect verbalise agreement with interrogator – the more the suspect verbalises the agreement with the interrogator's concepts, phrases or stories, the easier it becomes for the suspect to verbalise agreement to the alternative
- Developing the negative alternative into a theme – the negative alternative used as a theme should talk about the heinous reasons for committing the crime

01:00 – 02:00: Lunch Break

02:00 – 04:00 Profiling the Suspect of the Interrogation

- Distinguishing elements which identify Real Need Crimes
 - Characteristics
 - Themes
 - Alternatives
- Distinguishing elements which identify Lifestyle Need Crimes
 - Characteristics
 - Themes
 - Alternatives
- Distinguishing elements which identify Impulse Need Crimes
 - Characteristics
 - Themes
 - Alternatives
- Distinguishing elements which identify Esteem Need Crimes
 - Characteristics
 - Themes
 - Alternatives
- Supplemental Additional Interrogation Tactics (Home Study)
 - Interrogation of Juvenile Offenders
 - Themes for Obtaining Knowledge
 - Playing One Suspect Against the Other
 - Interrogation of the Suspect on Multiple Crimes
 - Increasing the Suspects' Initial Admissions