



PUBLIC AGENCY TRAINING COUNCIL



Five Stages of Interview & Interrogation Techniques

Course Information

All of us are familiar with the term, Minimum Standards. We use minimum standards for everything from firearms to understanding constitutional law. However, many of us use minimum standards as a destination while we should be using it as a starting line. How do we change this mentality? LEADERSHIP. This class is all about providing you the tools you need to become the best leader you can be. Doing that comes with the understanding that great leadership is the result of a lifetime of learning and experience combined with a commitment to help others do the same. If you are looking to improve the performance, relationships, and morale of your department, this class is for you.

Course Purpose / 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 truthful or deceptive responses.

Improving Listening Skills- Listening is an essential part of communication and it 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 as well as 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.

Instructor

Dan Sosnowski

Dan is a 1980 graduate of John E. Reid College of Detection and Deception and is one of the few polygraph examiners in the country to hold a Masters of Science Degree in the field of polygraph. He has been awarded a Senior Research Fellow in Forensic Psychology at the University of Birmingham, United Kingdom.

He was a former police officer in the Chicago area and was on the staff at John E. Reid & Associates. He is the former director of two polygraph training schools who have taught numerous law enforcement officer as well as individuals from the private sector.

Dan is President of S.O.S. Services, Inc., a private polygraph company located in Marietta, Georgia. S.O.S. Services, Inc. is currently performing a wide range of polygraph examinations but is specializing in sex offender testing. Dan is the polygraph examiner of choice for Dr. Gene Abel as well as other therapist in the Atlanta area.

He conducts numerous training seminars across the United States and has been an invited speaker at the American Polygraph Association's annual seminar as well as numerous State Polygraph Associations. Dan was elected as a Director to serve on the Board for the American Polygraph Association in August, 2000. He was re-elected to a third two year term in July 2006.

Dan is currently involved in several research projects concerning the accuracy and validity of the polygraph. These studies are being conducted in conjunction with the University of Newcastle, United Kingdom. He conducted the first polygraph training in that country. He has also been published in several professional journals in the United Kingdom as well as the United States.

Dan's diverse background in both the private and law enforcement agencies, along with presently conducting criminal interviews and interrogations, gives him a wealth of knowledge and experience to draw from. As a speaker, Dan is very informative and motivating. His sense of humor makes it a pleasure to listen to him. He easily adapts to circumstances and surroundings, which is one of the foremost assets of any successful interrogator.

Dates:

1/21/2015 through 1/23/2015

Location:

Columbus, Ohio Division of Police Training Academy - 1000 North Hague Ave., Columbus, OH 43204-2121

Course Contact / Registration

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