

SYLLABUS

DAY ONE

INTRODUCTION

- I. PRE-INTERVIEW CONSIDERATIONS
 - A. PSYCHOLOGICAL FACTORS AFFECTING THE INTERVIEWER
 - B. PSYCHOLOGICAL FACTORS AFFECTING THE INTERVIEWEE
 - C. CONDITIONS AFFECTING EVERY INTERVIEW
 1. SETTING
 2. TIME
 3. BACKGROUND FORM
 4. LISTENING SKILLS
 5. **PSYCHO LOGIC** PRINCIPLES
- II. CREDIBILITY
 - A. OUR MOST EFFECTIVE WEAPON
 - B. TRANSFERRING CREDIBILITY
 - C. DEVELOPING CREDIBILITY

DAY TWO

GATHERING INFORMATION AND DETERMINING ITS TRUTHFULNESS

- III. EXPECTATION
- IV. CASE FACTS
- V. GESTURES
- VI. POLYGRAPH
- VII. STATEMENT ANALYSIS – INTRODUCTION

DAY THREE

VIII. STATEMENT ANALYSIS

- A. THE VALIDITY OF STATEMENTS
- B. HOW TO OBTAIN A VALID STATEMENT
- C. RULES FOR ANALYSIS
- D. EXAMINING COMPLETE ACCOUNTS OF A PERSON'S INVOLVEMENT
- E. EXAMINING SIMPLE STATEMENTS AND ANSWERS
- F. THE TRUTH *LIES* WITHIN

IX. OBTAINING CONFESSIONS

- A. THE FIVE STEPS
- B. THEMES
 - 1. UNDERLYING THEORY
 - 2. SPECIFIC EXAMPLES
- C. ***PSYCHO LOGIC***
 - 1. PRINCIPLES OF PERSUASION
 - 2. THE SCIENCE OF THINKING
 - 3. THE PROCESS OF MAKING DECISIONS
 - 4. INFLUENCE

X. FALSE CONFESSIONS

XI. FALSE ALLEGATIONS