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
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