

The Tactical Interviewing Program® with Psycho Logic®

After attending many interviewing courses throughout his career, Jerry Lewis found that he was still lacking some vital information.

Why do different techniques work only some of the time?

What themes can be adapted to every person?

The search for these answers revealed some surprising facts. Do we really have to first identify the type of person we are dealing with before attempting to uncover the truth? This is too much of an obstacle to overcome when investigators only have limited time to conduct their interviews. Without a doctorate in psychology, how can we be sure to classify personality types accurately?

Is there one method of interviewing that is effective for all people, regardless of their upbringing and experience?

Jerry Lewis never learned the answer to these questions in any classroom. Instead, he debriefed every person that confessed to a crime and asked what made them admit the truth when they did and why had they continually lied to everyone else? The answers changed his entire outlook on the interrogation process. He began developing techniques which seemed to be at odds with conventional wisdom. His personal experience is extensive. During his last 15 years of conducting interviews for police agencies, he was able to elicit confessions from a majority of the subjects he interviewed. In fact, of 54 murderers that it is now known that he interviewed during his career, he was able to elicit confessions from 52 of them. This was all the more impressive because:

- 1. He rarely had the opportunity to conduct the first interview of any person – most suspects had already been interrogated numerous times before Jerry was called in. These suspects were obviously good liars that adamantly denied their involvement to seasoned law enforcement officers. Many were hardened criminals, experienced in the criminal justice system. In some cases, the person being interviewed was just there to be cleared but turned out to be the guilty person!*
- 2. Most cases were of a significant, serious, or sensitive nature such that investigators were willing to wait up to six weeks for Jerry to interview.*
- 3. Crimes ranged from theft to sexual assault, homicide, and white collar. There was no specialization in any type of crime.*
- 4. Each day Jerry would travel to a different jurisdiction, interviewing in different types of rooms (not designed for interviews), people ranged in age from 14 on up, from rural or urban areas, street-wise or naïve.*
- 5. He reviewed the case facts just before meeting the suspect and often there were very few.*
- 6. Traveling throughout the state, he had to develop techniques which were effective on all types of people.*

His experience and the answers he received during his debriefing sessions resulted in his developing:

PSYCHO LOGIC®

Psycho – of the mind

Logic – effective force, influence

Psycho Logic® applies the science of how all human minds reach decisions (such as to tell the truth or deny) to the interviewing process. He discovered that **Psycho Logic®** is the one approach that works on everyone. Many investigators use some of these scientific principles without understanding how they work. In fact, many investigators may make mistakes in their first five minutes that keep their subjects from ever confessing. **Psycho Logic®** explains why it seems that certain techniques only work on some people, some of the time. Jerry Lewis has discovered the basic principles that apply in every case.

Psycho Logic® goes beyond the influence of age, race, education, environment and upbringing. While these factors are important for any interviewer to recognize during an interview, **Psycho Logic®** identifies the underlying reasoning that every person's mind uses in reaching decisions, regardless of these factors.

Psycho Logic® reveals what one factor must be present before anyone will confess. In fact, this could be what is missing each time an investigator knows he/she has the right person but cannot get them to admit the truth. Once this major tenet of interviewing is explained, students will understand there is only one way to conduct any interview, be it a road stop, a field interview, or a pre-planned interrogation.