

Tactical Interviewing Program® with Psycho Logic®



The Truth Lies Within!

COURSE DESCRIPTION

The **Tactical Interviewing Program®** is a three-day course on Interviewing and Interrogation, which emphasizes techniques that get confessions. Lt. Jerry Lewis (retired) has combined more than 40 years experience as a polygraph examiner with the study of psychology specifically applied to interrogation. As a result, he has developed **PSYCHO LOGIC®**, the easiest and most accurate method of determining deception and obtaining confessions. Lt. Lewis believes that we give liars way too much credit and don't give ourselves enough. But **PSYCHO LOGIC®** explains how all human minds work – how they process information and arrive at a decision to tell the truth or deny. Armed with this knowledge, interviewers understand how the **Tactical Interviewing Program** is the best approach, the only approach, to use with all people, regardless of their upbringing or background.

The **Tactical Interviewing Program** contains no filler. The concepts presented are Advanced due to their uniqueness, but are easily applied by both experienced and inexperienced interviewers alike. The Interviewing process is broken down to its most basic elements. Many of these techniques were developed by the instructor after he debriefed every person that admitted the truth. He found out why they confessed when they did and why they hadn't admitted it previously. Lt. Lewis discovered that many interviewers utilize techniques which inadvertently work against their own efforts and keep people from telling the truth!

The **Tactical Interviewing Program** is different from other courses on Interviewing:

- 1.) Other courses teach students to look for deception. Lt. Lewis has found that if you look for deception – that is all you will ever see! It becomes very difficult to believe anyone, even though the majority of interviews are of truthful people! Investigators are aggressive by nature and suspicious due to training and experience. This combination has resulted in generations of detectives and investigators whose methods are only somewhat successful and can be difficult for the person being interviewed. Lt. Lewis teaches attendees to look for truthfulness. His techniques allow truthful people to be identified early on during the process so they get the reassurance they need and deserve.
- 2.) Many programs are based on determining what type of person is being interviewed. Is the person an emotional reactor or a rational thinker? Is he/she possibly a sociopath? Are they a first time offender or very experienced in dealing with police? Then the interviewer needs to remember what techniques to utilize for this type of person. But be careful if the person is suspicious or defensive. This process is time-consuming and confusing. Why should we have to spend so much time with someone before we develop a plan? Lt. Lewis was not satisfied with this unending number of variables. He looked at Interviewing at its most basic level – the human mind. He found that all human minds function the same way. The process can be influenced from the moment there is contact with the interviewee. **PSYCHO LOGIC®** utilizes this knowledge to influence the human mind to tell the truth.

AREAS TO BE COVERED

The **Tactical Interviewing Program** system is broken down into three phases:

I. PRE – INTERVIEW CONSIDERATIONS

PSYCHOLOGICAL FACTORS AFFECTING THE INTERVIEWER

MOTIVATION and EGO can combine to thwart many interviewers' best intentions. Feelings of superiority and "looking down on" the person being interviewed are not conducive to getting results. An interviewer must realize that in every case, the interviewees are smarter than the interviewer, because they are making decisions which may affect the rest of their lives. For the interviewer, it may be just another case. On the other hand, if the interviewer is highly motivated due to personal feelings or the seriousness of the investigation, he/she may have a desire to not only find the truth, but also to put the interviewee "through" something, to punish him/her. In these instances they must remind themselves that they only have one job, to get the truth. They must remember that many suspects developed early during the investigation process turn out to be truthful when the case is eventually solved.

PSYCHOLOGICAL FACTORS AFFECTING THE INTERVIEWEE

Regardless of whether the person to be questioned is going to be truthful or attempt to lie, stress will be present. Interviewers have long been taught that **STRESS** is their friend – it will allow the interviewer to determine who is lying and will aid in eliciting a confession. This approach is fraught with danger. Many people can be telling the truth and yet be scared to death! They are being scrutinized by someone that does not know them and does not seem to care about them. The **Tactical Interviewing Program** discusses the benefits and drawbacks of stress. It then identifies the most significant factor that Interviewers need to learn, to be able to recognize Truthfulness or Deception.

CONDITIONS AFFECTING EVERY INTERVIEW

A review of factors that can affect every interview, whether it is a road stop, a field interview, or a planned interrogation. Understanding the importance of setting, time, use of a background form, listening skills, and the science of **PSYCHO LOGIC®** will ensure that each interview is conducted so the interviewer has every advantage possible.

II. INTERVIEW TO OBTAIN INFORMATION AND DETERMINE TRUTHFULNESS

- A. CREDIBILITY – its importance and how to develop it.
- B. Five ways to Determine Truthfulness or Deception and how much weight to apply to each.

1. EXPECTATION – an interviewee’s mental approach to the interview can be the most significant factor in not only determining truthfulness but obtaining confessions.
2. CASE FACTS – assess the facts and what they really tell you about the person being interviewed.
3. GESTURES – which non-verbal cues are the most accurate to use to determine Truthfulness or Deception. Explain how emotions affect gestures and the interpretation of defensive measures, such as blushing, yawning, and anger.
4. STATEMENT ANALYSIS – major emphasis is placed on learning how to obtain statements and how to accurately analyze them to determine truthfulness or deception. Analyze statements ranging from complete explanations of a person’s involvement in the situation to simple answers to questions posed by the interviewer. How and why statements are reliable.
5. POLYGRAPH - its value to investigators. Its benefits and drawbacks. Consideration for its use.

III. OBTAINING CONFESSIONS

- A. FIVE STEPS - Every person will pass through these five stages while proceeding from denial to confession. Interviewers learn to recognize the steps and are given the techniques to move the person through the process. Following this system, confessions will be obtained from more than 90% of all deceptive subjects.
- B. THEMES - Develop scenarios which help to create the thought-processes and proper mental environment for people to confess.
- C. PSYCHO LOGIC- Utilize scientific laws to influence the decision-making process to aid people in moving from denial to confession. These principles work with you to increase the desire that is within a person to confess. These principles are so powerful that some might question their use. Lt. Lewis teaches them because they are influencing all of us every day and it is important to understand their impact. Keep in mind that we are only asking our interviewees to tell the truth. He believes that interviewers must be aware of the science behind their effectiveness so that the techniques are not misused.

SUMMARY

The **Tactical Interviewing Program**® takes the guesswork out of Interviewing and reveals the principles that aid in determining truthfulness and obtaining confessions. **PSYCHO LOGIC**® allows the interviewer to harness the power available in every interview to get the best results. Above all, the **Tactical Interviewing Program** stresses FAIRNESS and is equally effective on suspects, witnesses, informants, and victims.

ABOUT THE INSTRUCTOR

Jerry Lewis, M.A., retired as a Lieutenant from the New Jersey State Police after twenty-five years of service. He was the supervisor of the Violent Crime Analysis and Polygraph Unit. He has been a polygraph examiner for more than 40 years and has conducted more than 4000 criminal-specific examinations. He was the President of New Jersey Polygraphists, Inc., an organization made up of examiners from law enforcement, government and private practice to promote professionalism in the polygraph field. He has been recognized as an expert in Statement Analysis. He was one of the first detectives in the United States to be trained in this technique, having analyzed thousands of statements since that time. He has been teaching Statement Analysis since 1984 and regularly consults with other law enforcement agencies on serious and complex investigations. Jerry has conducted interviews for every type of crime. Due to his success in obtaining confessions, in 1988 he developed a five-day Interview and Interrogation Course, which is still presented several times per year at the New Jersey State Police Academy. This forty-hour course has been presented to law enforcement officers from across the United States and Canada. He has customized training for agencies such as United States Customs and the Department of Gaming Enforcement. He is a certified police instructor and has lectured on Interviewing for numerous Police Academies, the Chicago Police Department, the New Jersey Division of Criminal Justice, the Drug Enforcement Administration, MAGLOCLLEN, the New Jersey Polygraphists, Fish and Game, United States Probation and Parole, New Jersey Dept. of Corrections, IRS, the Royal Canadian Mounted Police, the Ontario Provincial Police, and the Canadian Association of Police Polygraphists. He has been a guest lecturer at numerous specialty schools such as the Delaware State Police Homicide School and the New Jersey State Police Missing Persons School. He holds a Masters Degree in Education from Seton Hall University and as an adjunct professor he developed a course on Criminal Investigation. He has trained more than 30,000 law enforcement officials in the art of interrogation.

Jerry A. Lewis & Associates, LLC

PO Box 134

Greendell, NJ 07839

Office: 973-383-7634 Fax: 973-383-5672

Website: www.Tacticalinterviewing.com