

# Securing the Truth

Advanced Tactics for Obtaining Defensible Admissions: Guide a subject from denial to a signed statement using psychological principles and strategic questioning.

## The Foundation: Balancing Empathy & Authority

Securing an admission requires creating an environment where the subject feels understood (Empathy) while respecting the legal gravity of the situation (Authority). An imbalance leads to manipulation or shutdown.



### Empathy

Understanding motive, acknowledging pressure.



### Authority

Stating facts, reinforcing consequences.

The goal is rapport built on respect, not manipulation.

## The Core Strategy: Theme Development

People confess when they can rationalize their actions. Develop themes that resonate with the subject's self-perception, offering a morally acceptable path to admission.



### Identify the Motivation

Was it desperation (financial), loyalty (protecting someone), or accident (unintended consequence)?



### Frame the Narrative

Offer a storyline that aligns with their motivation. "Anyone under that pressure might have..."



### Emphasize Positive Intent

Focus on potential good intentions behind the negative action. "You were trying to help, but..."

## Key Facilitation Techniques

These questions reduce the subject's perceived culpability, making admission feel less damning.



### Minimization

Downplay the severity or frequency of the action, contrasting it with a worse hypothetical.

"Was this something that happened once due to pressure, or was it a calculated plan you executed multiple times?"



### Alternative Questions

Offer two incriminating choices, forcing the subject to pick the "lesser evil," which is still an admission.

"Did you intend for this outcome from the beginning, or did things just spiral out of control?"

## The Admission Sequence: From Verbal to Defensible

A verbal admission is fragile. Lock it down immediately with a structured, legally sound process.

### 1. Verbal Admission

Secure the initial verbal agreement to the core facts.



### 2. Written Statement

Immediately transition to a written, signed statement drafted in the subject's own words. \*Crucial for admissibility.\*



### 3. Corroboration

Use the details from the statement to immediately verify facts against external evidence (logs, records, witness accounts).

### Admissibility & Weight in Court

## The Legal Impact: Signed vs. Unsigned

A signed, written admission carries significantly more weight in legal proceedings than a verbal statement alone, which can be easily disputed or recanted. Proper documentation transforms a conversation into concrete evidence.

**Verbal Only:** Highly susceptible to challenge.

**Signed Statement:** Strong evidence, difficult to retract.

Verbal Admission Only

Signed Written Statement

