

# Five Stages of Interview & Interrogation Techniques

## Why Attend?

Most experienced interviewers know and realize if an admission is obtained from a suspect, that admission or statement will more than likely be challenged in court. Over the last few years, well known Interview & Interrogation Techniques have come under the microscope of criminal defense attorneys regarding the tactics used. Cases in both the United States and Canada are being thrown out due to some of these tactics.

**Five Stages of Successful Interview Technique** has been designed to train individuals to conduct interviews following a structured interview approach. This process will teach the attendees how to learn better listening skills which in turn will result in obtaining more relevant information.

**Five Stages of Successful Interview Technique** has been designed by an individual who has been conducting professional structured interviews for over 35 years. The principal instructor and creator of this course still actively conducts real life interviews on a regular basis. He conducts interviews for both law enforcement agencies and criminal defense attorneys which provides a unique insight to the world of interviewing.

The information taught in the **Five Stages of Successful Interview Technique** will demonstrate to the attendees the importance of having patience and learning how to listen to the subject. The attendees will be taught how to obtain information, statements and confessions which will withstand a court challenge.

During the course of instruction, videos that the instructor has personally conducted will be used for training purposes. It should be noted that since these training tapes are real life situations, some of the material will be sensitive in nature.

## Who Should Attend?

- Investigators • Detectives • Patrol Officers • Loss Prevention • Judicial Investigators • Intelligence Officers • Background Investigators
- Probation Officers • Parole Officers • Polygraph Examiners

**Legal and Liability Risk Management Institute**  
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Plainfield, IN 46168

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March 1, 2 & 3, 2022 • Urbana, Illinois



**Legal & Liability Risk Management Institute**

**ILEAS Training Center**

Urbana, Illinois



James R. Alsup, *Director*

Training Seminar

# Five Stages of Interview & Interrogation Techniques

Instructor:

**Daniel E. Sosnowski**

**March 1, 2 & 3, 2022**

Urbana, Illinois

Register On-Line At: [www.llrmi.com](http://www.llrmi.com)



# Five Stages of Interview & Interrogation

## Course Objectives:

**Traits of Deception:** Identify 18 traits researchers have identified which would challenge seasoned interviewers regarding detecting deception.

**Types of Denial:** Understanding reasons why and how people lie will assist the interviewer in developing information which can be used in the Review & Resolution Stage.

**Basic Interview Theories:** Simple theories will be explained and discussed which will allow the interviewer to understand interview concepts. These concepts will include Typical Interview Faux Pas, Setting Up the Room and Case Preparation.

**Rapport Building:** Learning How To Be A Good Listener will help establish empathy which is a crucial building block of rapport.

**Five Stages of Successful Interviews:** These stages will allow the Interviewer to learn and develop a better formula of interviewing all suspects.

**Analytical Disclosure Dialogue:** These key critical questions will reveal answers which will allow the interviewer to analyze responses to these questions. The responses then can be categorized as being typically acceptable or unacceptable responses.

**Improving Listening Skills:** Listening is an essential part of communication and it is different from hearing. Being a good and patient listener will assist the Interviewer to become more effective.

**Assessing Verbal Responses:** The key to successful interviews is to unlock what the person is saying in response to critical questions as well as in addition to listening to the person's facts and circumstances surrounding the case.

**Assessing Non-Verbal Behaviors:** Recent research has shown that interviewers are being misled by non-verbal behavior. This area will focus on how to use observable body language to the benefit of the Interviewer.

# Seminar Agenda Five Stages of Interview & Interrogation Techniques

March 1, 2 & 3, 2022 • Urbana, Illinois

## Tuesday, March 1, 2022

8:00 a.m. – 8:30 a.m.	<b>Registration</b>
8:30 a.m. – 12:00 p.m.	<b>Introductions</b>
	<b>Setting Up the Room</b>
	<b>Forms of Denial</b>
	• Reasons Why People Lie • Types of Denial
	<b>Ingredients of Good Liars</b>
	• 18 Traits of Lying
	<b>Rapport Building</b>
12:00 p.m. – 1:00 p.m.	<b>Lunch (On Your Own)</b>
1:00 p.m. – 5:00 p.m.	<b>5 Stages of Successful Interviews</b>
	• Introduction Stage, Recounting Stage, Probing Stage • Analytical Disclosure • Review & Resolution, Closing Stage

## Wednesday, March 2, 2022

8:00 a.m. – 12:00 p.m.	<b>5 Stages of Successful Interviews (Cont.)</b>
12:00 p.m. – 1:00 p.m.	<b>Lunch (On Your Own)</b>
1:00 p.m. – 5:00 p.m.	<b>Improving Listening Skills</b>
	• Analytical Disclosure Dialogue • Assessing Verbal Responses

## Thursday, March 3, 2022

8:00 a.m. – 12:00 p.m.	<b>Assessing Non-Verbal Responses</b>
12:00 p.m.	<b>Certificate Presentation</b>

Cut Along Dotted Line

### 3 Ways to Register for a Seminar!

#### Ways to Register

1. **Register Online:** [www.llrmi.com](http://www.llrmi.com)



2. **Fax Form:** 317-386-8228

3. **Mail Form to:**

**Legal and Liability Risk Management**  
700 N. Carr Rd., # 595  
Plainfield, Indiana 46168

Federal ID: 81-0692135

If you have any questions please call

**317-386-8325**

Upon receiving your registration we will send an invoice to the department or agency.

Checks, Claim Forms, Purchase Orders should be made payable to: LLRMI

**Seminar Title:** Five Stages of Interview & Interrogation Techniques

**Instructor:** Daniel E. Sosnowski

**Seminar Location:** ILEAS Training Center  
1701 East Main Street  
Urbana, Illinois 61802

**When:** March 1, 2 & 3, 2022

**Registration Time:** 8:00 a.m. (March 1, 2022)

**Hotel Reservations:** Comfort Suites, Urbana  
2001 North Lincoln  
I-74, Lincoln Avenue Exit  
Urbana, Illinois 61801  
1-217-328-3500  
\$85.00 King Suite (plus tax)

**Registration Fee** \$325.00 Includes Five Stages of Interview and Interrogation Techniques, **Printed Training Manual** and Certificate of Completion.

**Seminar ID**  
**#15650**

**Note:**  
To receive special room rates, please identify yourself with **Group Code: INT**

**Names of Attendees 1.** \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

**Agency** \_\_\_\_\_

**Invoice To Attn:** \_\_\_\_\_

(Must Be Completed)

**Address** \_\_\_\_\_

**City** \_\_\_\_\_ **State** \_\_\_\_\_ **Zip** \_\_\_\_\_

**Email** \_\_\_\_\_

**Phone** \_\_\_\_\_ **Fax** \_\_\_\_\_