



Hilton Milwaukee City Center

Wednesday, January 29, 2020

8 am to 4 pm

Cost: \$99 AWSA Members / \$149 Non-Members

Speaker Joseph P. Buckley, John E. Reid and Associates

Attend as a stand alone event or attend as a pre-con for the 2020 Associate Principals Conference

# Fact or Fiction: Interviewing Strategies Workshop

The one-day training program on Developing Investigative Interviewing Skills for School Administrators consists of three primary topics:

1. Behavior Symptom Analysis
2. The Behavior Analysis Interview
3. The Clarification Process

## Behavior Symptom Analysis

During this segment of the program we discuss the verbal and nonverbal behavior symptoms that are displayed by a person who is telling the truth during a non-accusatory interview, as well as those displayed by a person who is withholding or fabricating relevant information. The specific behaviors discussed include attitude; posture; significant posture changes; grooming, personal and protective gestures; eye contact; and, verbal responses. The ability to recognize and evaluate these behaviors becomes particularly important in those cases in which the available investigative information does not definitively establish the credibility of the subject.

At the conclusion of this segment of the program, the participant will have a behavioral model for both the truthful and deceptive individual that can be used for the evaluation of subjects in future investigative interviews.

## The Behavior Analysis Interview

Most investigative interviews consist of two types of questions – investigative and behavior provoking. Investigative questions concern the subject's version of events, alibi or activities at the time in question, developed by the traditional who, what, where, when, why and how type of questions. Behavior provoking questions are ones that are used to assess the subject's truthfulness by evaluating the nature of their response. Truthful people answer the behavior provoking questions one way, while a deceptive person usually offers a different verbal response.

During this segment of the program we will discuss how to phrase and ask the behavior provoking questions, and describe the type of answers to anticipate from the truthful and deceptive individuals.

## The Clarification Process

In this segment of the training program we will discuss the process of developing the truth from the subject, beginning with how to initiate the confrontation; develop the theme; handle denials; overcome objections; and, use the alternative question to develop the admission.

During each of these segments we will show videotapes of actual subjects being questioned to illustrate the material.

Joseph P. Buckley III is a forensic interviewer, detection of deception examiner, lecturer and consultant. Mr. Buckley is President of John E. Reid and Associates in Chicago, Illinois. He is co-author of three books as well as numerous articles and papers. He is a contributing author to *The Encyclopedia of Police Science* and the *Encyclopedia of Security Management*. Mr. Buckley has lectured extensively to law enforcement, government and business groups. John E. Reid has been leader in interviewing strategies since 1947.

Register at [www.awsa.org](http://www.awsa.org)

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