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- VIDEO PROGRAM ON THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION
- VIDEO PROGRAM ON HIRING THE BEST: INTERVIEWING FOR INTEGRITY

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Reid Audio CD Course on Employee Theft Investigations™

This 110-minute audio course with accompanying 28-page study guide represents the first in a series of audio programs developed by John E. Reid and Associates, Inc. There are five segments to the program, four of which represent different examples of employee theft interrogations. For easy listening the program is divided into five separate training segments, each lasting 15 to 20 minutes.

These segments are as follows:

Preparation for the interrogation: A thorough discussion of the information necessary to conduct an effective interrogation, including the non-accusatory interview and how to identify the subject's financial responsibilities and obligations that could motivate involvement in a theft.

Embezzlements: During this first case illustration a 5-year employee is questioned about failing to turn in cash payments that she has received as an accounts receivable clerk. The initial audit indicates that she may have stolen up to \$7,000. Through fact analysis a lifestyle need is established, and during the interview we learn the employee is unhappy with her working conditions. The interrogation you hear develops themes involving low income and exaggeration of the amount stolen.

Single incident theft involving regular access: In this example an assistant manager is questioned about the theft of money from a night deposit he made. During the interrogation the listener learns how to blame unusual expenses for causing employees to steal, and to develop alternative questions contrasting a theft for personal need versus some frivolous expense. The listener will also hear how the interrogator uses a personal story to develop a rapport with the subject.

Single incident theft involving unusual access: The employee who is guilty of a theft involving unusual access will oftentimes be a short term employee who is basically dishonest and steals the first chance he gets, or will be a disgruntled employee who justifies the theft through his anger towards his employer. Consequently, when a pair of diamond earrings disappears from the manager's office, one of the subjects questioned and eventually interrogated, is very defensive and challenging. The listener will learn how to justify the theft of luxury items, and how to minimize the loss to the company.

Ongoing Thefts: In this illustration involving a series of cash register shortages, the listener will learn how to use "third person" themes, how to stop denials; how to argue against self-interest; and, how to get the employee to verbalize that telling the truth is the right thing to do.



Reid Audio CD Course on Sexual Assault Interrogations™

This 125-minute audio course with accompanying study guide follows the same successful format as our Employee Theft cassette course. There are six different examples of sexual assault interrogations. For easy listening, the course is divided into seven separate training segments, each lasting between 15 to 20 minutes.

Specifically these segments are:

Profiling the sexual assault suspect: There are several different classifications of individuals who commit sexual assaults. Through analysis of the attack, the investigator will learn how to classify the offender and how to use this information to select proper approaches during an interrogation.

Power motivated rapes: In this example a delivery man rapes a woman in her apartment. Significant portions of the suspect's behavioral analysis interview are discussed to help develop an interrogational strategy.

Interrogations blaming alcohol: In this example a psychologist is accused of forcing a woman to engage in oral sex with him in a stairwell. After the suspect is profiled, the listener learns how the investigator uses the professional status of the suspect to help him elicit a confession.

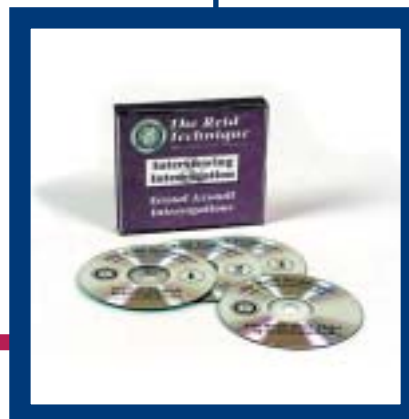
Anger motivated rapes: The victim is walking home one night from a friend's house and is attacked and brutally raped. The investigator will learn how to draw out from the suspect the precipitator which caused him to rape the woman. The listener hears how this information is used to successfully interrogate the suspect.

Gang rapes: The listener learns about the psychology of gang rapes, and listens as the interrogator plays one suspect against another, and presents fictitious evidence to get one of the suspects to confess and then implicate the other two suspects.

Indecent liberties: The most difficult sexual assault investigation involving sexual contact or incest with a minor is when the victim is very young. The listener will learn guidelines to profile and interrogate the suspect in these cases. After the interrogator elicits the first admission of guilt, he uses a very effective approach to establish the frequency that the suspect sexually touched the victim.

False claims of rape: In this discussion the listener learns the guidelines to distinguish between real and fabricated rape complaints, as well as the motivations behind the claims. The listener hears how an investigator uses this information to elicit a confession from the "victim" who filed a false rape complaint.

Even if you handle only a few sexual assault investigations a year you will benefit from the instruction offered in this course.



Reid Audio CD Course on Child Sexual Abuse Investigations™

This 110-minute audio course with accompanying 28-page study guide is designed to fit the needs of either Child Protection Services investigators, or a police officer in a Sensitive Crimes Unit. The course contains 11 examples of interviews or interrogations in which the listener hears members of our staff portray the concepts that are presented. For easy listening, the course is divided into four segments, each lasting between 20 and 30 minutes.

The segments are as follows:

Interviewing Suspects: A thorough discussion of the three most important goals of a suspect interview are presented - evaluating opportunity; identifying precipitators; and, evaluating verbal and nonverbal behavior symptoms. Behavior provoking questions designed to help identify a suspect's truthfulness are presented and portrayed.

Interviews based on medical evidence: The listener will hear the interviews of two possible suspects in a case involving sexual contact with a young child. The significant behaviors of the suspects as well as the interviewing tactics employed are discussed.

Interview based on a child's allegation: The listener will hear the interview of a school teacher who was named by a student as having sexually molested her. Specialized behavior provoking questions for this situation are presented and discussed.

Interrogation blaming others: An interrogation is presented of a father accused of sexually touching his 9-year-old daughter. The listener will hear the interrogator minimize the subject's behavior by having others share in the blame for his actions.

Interrogation based on affected judgment: A mother is interrogated concerning sexual abuse of a 9-year-old son. The interrogator illustrates how the stress of raising children along with the suspect's alcohol use may have contributed to her decision to sexually abuse her 9-year-old son.

Interrogation employing minimizing techniques: A number of children have reported similar incidents of sexual abuse by a neighbor. Using a minimization technique the investigator persuades the subject to tell the truth about his sexual activities with children.



The Reid Technique of Interviewing & Interrogation™

2 CD ROM VIDEO PROGRAM

The crucial question in any criminal case is whether or not the suspect, the victim or other witnesses are telling the truth. This training program contains 50 minutes of videotaped illustrations of interviewing techniques and over 60 pages of written material that illustrate the following:

THE PSYCHOLOGY OF INTERVIEWING

- Distinction between interviewing and interrogation
- The proper environment
- Establishing rapport
- Investigator demeanor
- Question phraseology
- Investigative questions
- Behavior provoking questions

VERBAL BEHAVIOR ANALYSIS

- General rules in the evaluation of behavior symptoms
- Evaluating attitude
- Evaluating denials
- Use of verbs
- Use of pronouns
- Contractions
- Response context
- Omissions
- The behavioral profile of a truthful and deceptive suspect

NONVERBAL BEHAVIOR ANALYSIS

- Evaluating posture
- The use of illustrations
- Eye contact
- Grooming, protective and supporting gestures
- Factors affecting nonverbal behavior
- General rules for the evaluation of nonverbal behavior
- The nonverbal behavior profile of a truthful and deceptive suspect

THE REID NINE STEPS OF INTERROGATION

- Physical characteristics of the interrogation room
- Advisement of rights
- The positive confrontation
- Theme development
- Handling denials
- Overcoming objections
- Handling the suspect's passive mood
- Presenting an alternative question
- The verbal confession
- The written confession



"Hiring the Best" - Interviewing For Integrity™

One hour of videotaped illustrations of pre-employment interviewing techniques, this CD ROM video training program and 63-page study guide is designed to offer specific procedures on how to elicit truthful information from individuals applying for positions of public trust.

Interviewers Will Learn To Identify Candidates:

- Who lied about employment history
- Who used alcohol on the job
- Who used, bought, or sold illegal drugs
- Who stole from employers
- Who broke the law, but were not caught
- Who violated the public trust
- Who falsified information on their application

Interviewers Will Learn How to:

- Create a truth-telling environment
- Psychologically prepare an applicant to feel comfortable discussing falsifications on their application
- Ask direct questions properly
- Evaluate a candidate's behavioral responses
- Ask follow-up questions to get the truth

The interviewing techniques in this program will significantly help your organization identify high risk applicants before spending a lot of time and money on extensive background checks.



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