

John E. Reid and Associates, Inc.

Presents

THE REID TECHNIQUE OF
INTERVIEWING AND INTERROGATION®

AND

THE ADVANCED COURSE ON
THE REID TECHNIQUE OF
INTERVIEWING AND INTERROGATION®

2006

*“Investigators spend their entire
career trying to acquire and
develop the skills we teach in
our seminars.”*

JRA



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Chicago, IL 60606
800-255-5747
312-876-1600
www.reid.com

3-DAY INTERVIEW & INTERROGATION SEMINAR PROGRAMS

JANUARY	<ul style="list-style-type: none"> 9-11 Dallas, TX 17-19 San Diego, CA 17-19 Indianapolis, IN 17-19 Chapel Hill, NC 23-25 Baltimore, MD 24-26 Columbus, OH 24-26 Miami, FL •31-Feb. 2 Seattle, WA •31-Feb. 2 Denver (Aurora), CO •31-Feb. 2 Chicago/Oakbrook, IL 	<ul style="list-style-type: none"> Guest Lodge (972) 386-0306 Embassy Suites (619) 239-2400 Hyatt Regency (317) 632-1234 Governors Club (919) 918-7260 Sheraton Inner Harbor Hotel (410) 962-8500 Hyatt Regency (614) 463-1234 Doubletree Hotel (305) 858-2500 Madison Renaissance (206) 583-0300 Doubletree South East (303) 337-2800 McDonald's Hamburger Univ (630) 990-5800
FEBRUARY	<ul style="list-style-type: none"> 6-8 Anaheim, CA 7-9 Atlanta, GA 7-9 Las Vegas, NV 13-15 Washington, DC 14-16 Phoenix, AZ 21-23 New York, NY •27-Mar. 1 Boston, MA 28-Mar. 2 Memphis, TN 	<ul style="list-style-type: none"> Hilton (714) 750-4321 Wyndham Midtown Atlanta (404) 873-4800 Stratosphere Hotel (702) 380-7777 Marvin Center at GWU (202) 994-4398 Wyndham Phoenix (602) 333-0000 NY Hotel Pennsylvania (212) 736-5000 Wyndham Boston (617) 348-1222 The Fogelman Conf. center (901) 678-5410
MARCH	<ul style="list-style-type: none"> 13-15 Anchorage, AK 13-15 Houston, TX 14-16 Atlantic City, NJ 21-23 Kansas City, MO 21-23 Detroit (area), MI 27-29 Minneapolis, MN 28-30 Nashville, TN 	<ul style="list-style-type: none"> Hotel Captain Cook (907) 276-6000 Renaissance Greenway Plaza (800) 468-3571 Trump Taj Mahal (609) 449-1000 Kansas City Marriott (816) 421-6800 Holiday Inn Southgate (734) 283-4400 The Marquette (612) 333-4545 Radisson Hotel (615) 889-9090
APRIL	<ul style="list-style-type: none"> 4-6 Cleveland, OH 4-6 Charlotte, NC 4-6 Salt Lake City, UT 11-13 Jacksonville, FL 11-13 San Francisco, CA •25-27 Colorado Springs, CO 25-27 New York, NY 	<ul style="list-style-type: none"> Crown Plaza City Centre (216) 771-7600 Wyndham Garden Hotel (704) 357-9100 Hilton SLC Airport (801) 539-1515 Hampton Inn Central (904) 396-7770 Hilton Garden Inn (650) 872-1515 Embassy Suites (719) 599-9100 NY Hotel Pennsylvania (212) 736-5000
MAY	<ul style="list-style-type: none"> 1-3 Baltimore (area), MD 1-3 Anaheim, CA •2-4 Phoenix, AZ 8-10 Las Vegas, NV 9-11 Seattle, WA 16-18 Atlanta, GA 22-24 Cincinnati, OH 22-24 Indianapolis, IN 23-25 Pittsburgh, PA 31-June 2 El Paso, TX 	<ul style="list-style-type: none"> Turf Valley Resort (410) 465-1500 Hilton (714) 750-4321 Wyndham Phoenix (602) 333-0000 Stratosphere Hotel (702) 380-7777 Madison Renaissance (206) 583-0300 Wyndham Midtown Atlanta (404) 873-4800 The Phoenix/Garfield Hotel (513) 721-8901 Marten House Hotel (317) 872-4111 Marriott City Center (888) 456-6600 Embassy Suites (915) 779-6222
JUNE	<ul style="list-style-type: none"> 5-7 Honolulu, HI 5-7 Dallas, TX 5-7 Boston (area), MA 20-22 Orlando (Ibiv), FL 27-29 Tucson, AZ 26-28 Eagle River, WI 	<ul style="list-style-type: none"> Hilton Hawaiian Village (808) 949-4321 Guest Lodge (972) 386-0306 Wyndham Westborough Hotel (508) 366-5511 Grosvenor (407) 828-4444 Westin LaPaloma (520) 742-6000 Chanticleer Inn (715) 479-4486
JULY	<ul style="list-style-type: none"> 5-7 Fort Collins, CO •10-12 Chicago, IL 11-13 Houston, TX •25-27 New York, NY 25-27 Washington, DC 	<ul style="list-style-type: none"> Hilton (970) 482-2626 Hilton Chicago (312) 922-4400 Marriott Westchase (713) 978-7400 NY Hotel Pennsylvania (212) 736-5000 Marvin Center at GWU (202) 994-4398
AUGUST	<ul style="list-style-type: none"> 1-3 Miami, FL 1-3 Seattle, WA 7-9 San Diego, CA 7-9 Anaheim, CA •8-11 Mexico City, Mex. 22-24 Boulder, CO •28-30 Indianapolis, IN 29-31 Atlanta, GA 	<ul style="list-style-type: none"> Doubletree Hotel (305) 858-2500 Madison Renaissance (206) 583-0300 Embassy Suites (619) 239-2400 Hilton (714) 750-4321 Universidad Pan Americana (312) 876-1600 Boulder Outlook Hotel & Suites (720) 974-7700 Hyatt Regency (317) 632-1234 Wyndham Midtown Atlanta (404) 873-4800
SEPTEMBER	<ul style="list-style-type: none"> 6-8 Portland, OR 6-8 Portsmouth, VA 6-8 Pittsburgh, PA •11-13 Cleveland, OH 12-14 Minneapolis, MN •12-14 St. Louis, MO 18-20 Dallas, TX •19-21 Boston (area), MA •26-28 Colorado Springs, CO 26-28 Kansas City, MO 	<ul style="list-style-type: none"> Governor Hotel (503) 224-3400 Renaissance Hotel (757) 673-3000 Marriott City Center (888) 456-6600 Crowne Plaza City Centre (216) 771-7600 The Marquette (612) 333-4545 Embassy Suites-Downtown (314) 241-4200 Guest Lodge (972) 386-0306 Wyndham Westborough Hotel (508) 366-5511 Embassy Suites (719) 599-9100 Embassy Suites (816) 756-1720
OCTOBER	<ul style="list-style-type: none"> •2-4 New Orleans, LA •2-4 Chicago/Oakbrook, IL •9-11 Las Vegas, NV •9-11 Baltimore (area), MD •10-12 New York, NY 16-18 Brainerd, MN •17-19 Phoenix, AZ •23-25 Nashville, TN •24-26 Atlantic City, NJ •24-26 Austin, TX •30-Nov. 1 Los Angeles, CA •31-Nov. 2 Milwaukee, WI •31-Nov. 2 Philadelphia, PA 	<ul style="list-style-type: none"> Doubletree (504) 581-1300 McDonald's Hamburger Univ (630) 990-5800 Stratosphere Hotel (702) 380-7777 Turf Valley Resort (410) 465-1500 NY Hotel Pennsylvania (212) 736-5000 Cragun's Resort (218) 825-2700 Wyndham Phoenix (602) 333-0000 Radisson Hotel (615) 889-9090 Trump Taj Mahal (609) 449-1000 Austin Ambassador Hotel (512) 836-8520 Wilshire Grand (213) 688-7777 Hilton Inn (414) 962-6040 Hilton Garden Inn (215) 923-0100
NOVEMBER	<ul style="list-style-type: none"> •6-8 Seattle, WA 7-9 Columbus, OH 6-8 Houston, TX •13-15 San Francisco, CA •13-15 San Diego, CA 	<ul style="list-style-type: none"> Madison Renaissance (206) 583-0300 Hyatt Regency (614) 463-1234 Renaissance Greenway Plaza (800) 468-3571 Hilton Garden Inn (650) 872-1515 Embassy Suites (619) 239-2400

NOVEMBER CONT.	<ul style="list-style-type: none"> 14-16 Denver/Aurora, CO 20-22 Orlando (Ibiv), FL •28-30 Detroit (area), MI •28-30 Washington, DC •28-30 Chicago/Oakbrook, IL 	<ul style="list-style-type: none"> Doubletree South East (303) 337-2800 Grosvenor (407) 828-4444 Holiday Inn Southgate (734) 283-4400 Marvin Center at GWU (202) 994-4398 McDonald's Hamburger Univ (630) 990-5800
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DECEMBER	<ul style="list-style-type: none"> •4-6 Minneapolis, MN •5-7 Kansas City, MO •5-7 San Antonio, TX •5-7 Boston (area), MA 11-13 Charleston, SC 11-13 Cincinnati, OH 11-13 Las Vegas, NV 	<ul style="list-style-type: none"> The Marquette (612) 333-4545 Marriott Downtown (816) 421-6800 Embassy Suites Northwest (210) 340-5421 Wyndham Westborough Hotel (508) 366-5511 Doubletree Guest Suites (843) 577-2644 The Phoenix/Garfield Hotel (513) 721-8901 Stratosphere Hotel (702) 380-7777
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1-DAY ADVANCED INTERVIEW & INTERROGATION SEMINAR PROGRAMS

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• 4-Day Program (3-Day Followed by 1-Day Advanced)
 •• Mexico Seminar 4-Day Combined Only - Presented in Both Spanish and English Languages

3-Day Course **JRA** Seminar Topics

Interview and Interrogation Preparation

The style, appearance and approach of the successful interviewer and interrogator will be covered, as will the room settings conducive to these activities.

Behavior Symptoms

Differences in verbal and nonverbal behavior between innocent and deceptive persons often can be observed, and are thus indicative of whether or not a suspect is telling the truth. A guilty suspect makes a conscious decision to resist your effort to get at the truth. In trying to maintain a structure of verbal lies, however, that suspect most often develops internal conflicts and tensions which manifest themselves in nonverbal behavior.

Thus, body movements, facial expressions, eye contact, attitudes, posture and grooming gestures can indicate whether the subject is telling the truth or lying.

Nonverbal indicators can also be used to determine whether the suspect under interrogation is listening, maintaining a defiant attitude or is ready to confess. You will learn how to observe and assess critical behavior symptoms and use those assessments to determine whether to move on to the next step of the interrogation.

Reid® Behavioral Analysis Interview (B.A.I.)

The information developed through use of the standard investigative questions of "who," "what," "when" and "how" is often not adequate — even in combination with physical evidence — to identify the wrongdoer.

The Reid Behavioral Analysis Interview is a technique that uses a structured set of non-accusatory behavior-provoking questions developed as a result of many thousands of interviews. The B.A.I. makes it easier to determine whether the suspect is telling the truth about involvement in the matter under investigation, and is flexible enough to be used in cases ranging from employee theft to homicide.

The Reid Nine Steps of Interrogation®

The nine-step approach to a successful interrogation has been developed by John E. Reid and Associates through extensive research and practical experience over a period of 50 years. Because of the subject's importance, approximately half the classroom time in the seminar is devoted to the interrogation process and detailed examination of each of the nine steps. They are summarized below.

the Reid Technique®

Step 1

The Positive Confrontation

By accusing the suspect at the outset, the interrogator immediately establishes an atmosphere of confidence, and is also able to observe and evaluate the suspect's reaction to being accused. As part of the same step, the interrogator neutralizes the suspect's reaction by moving from a dominating and accusatory position to one of understanding.

Step 2

Theme Development

Obtaining an admission of guilt from the suspect is easier if the suspect is given the opportunity to couple that admission with a reason or excuse that helps to preserve some of his or her self-respect. Most suspects have either minimized their actions ("The company has plenty of money... this small amount will never be missed") or justified them ("My family really needs this.."). For this reason, a successful interrogator develops "themes" or reasons that allow the suspect to salvage self-respect while confessing.

Step 3

Handling Denials

Before a suspect can become attentive to theme development and confess guilt, they must be stopped from continuing to deny involvement. Recognition and forestalling of denial is covered in this step, as is handling of situations where denials cannot be stopped.

Step 4

Overcoming Objections

The difference between denials and objections (excuses) is discussed in this step, along with the reasons why suspects offer objections. Techniques for overcoming a guilty suspect's objections and moving toward a confession are explained.

Step 5

Procuring and Retaining the Suspect's Attention

Any suspect who is going to confess moves from using offensive tactics (denials of objections) to a defensive mode where they become quiet and begin to listen. It is at this point where physical closeness and verbal techniques used by the interviewer are methods for acquiring and maintaining a suspect's attention.

Step 6

Handling the Suspect's Passive Mood

In this step, methods of recognizing that the suspect has "given up" and is ready to confess are described. This step also covers focussing of the general theme onto one or two essential elements that will stimulate the confession.

Step 7

Presenting an Alternative Question

To obtain the first admission of guilt from the suspect, a question with only two possible answers (either of which is incriminating) is asked. In this step, the development and presentation of such questions is covered, as is the matter of recognizing when a deceptive subject has accepted one of the alternatives.

Step 8

Detailing the Offense

Corroboration of an admission of guilt is obtained through details of the offense supplied by the suspect. Techniques for encouraging revelation of such details is presented, along with methods of correcting discrepancies in the suspect's story and ways of resolving other crimes the suspect may have committed.

Step 9

Elements of Oral and Written Statements

Proper handling of the suspect's oral statements and the reductions of such statements to a written, typed or recorded confession is a major emphasis of this step. Also covered are the essential elements of a statement that help to establish its truthfulness and voluntary nature.

Advanced Course JRA Seminar Topics

Stages of Interrogation

Most unsuccessful interrogations are a result of the interrogator's inability to move the guilty suspect from one stage of the interrogation to the other. We have defined three distinct stages of the interrogation that may give an interrogator problems: defiant stage, neutral stage and acceptance stage.

Defiant Stage

Some guilty suspects feel that if they continue to deny, sooner or later the interrogator will give up. The suspect at this point is verbally denying and nonverbally is very defensive. Unless the interrogator can move the suspect out of this defiant stage, a confession will not be obtained. This section of the seminar will address seven proven tactics to move suspects out of the defiant stage.

Neutral Stage

Guilty suspects in this phase of an interrogation feel that if they tune out the interrogator, he or she sooner or later will give up interrogating them. Suspects in this phase of an interrogation are really not fighting the interrogator with strong denials but are merely tuning the interrogator out.

This section of the seminar will discuss four proven techniques used by the Reid staff to move the suspect into listening to the interrogator's themes.

Acceptance Stage

Sometimes an interrogator has the suspect very close to confessing but can't move them over the edge to get that acknowledgment of guilt. In this section, the Reid instructors will give three specific techniques which will dramatically increase admissions of guilt.

Profiling Suspects for Interrogation

People that commit crimes do so to fulfill certain needs — once the interrogator knows what needs were fulfilled, he can now pinpoint themes which will trigger the confession.

What needs were satisfied is based upon the case facts, evidence and results of the interview — types of needs that will be thoroughly discussed are:

- Real need crimes
- Impulse need crimes
- Esteem need crimes
- Lifestyle need crimes

The Advanced Seminar will also address the following specific problem areas for some but not all interrogations:

- Juvenile interrogations
- Interrogation regarding guilty knowledge
- Playing one suspect against another
- Interrogation on multiple crimes

You'll learn:

- How to psychologically profile suspects for the interrogation
- Seven ways to get defiant suspects to listen to you
- How to improvise tactics when the nine steps aren't working
- How to address consequences openly with suspects whose fear of punishment outweighs the anxiety to confess.
- Nine ways to change the suspect's perception of the interrogator by using bonding statements
- Four ways to lead a suspect more quickly to an admission when they are neutral, or have tuned you out
- How to reverse the suspect's own defensive tactics to elicit a confession
- Three tactics to get suspects to confess when alternatives have not worked
- How to use procedures of evidence implication as an interrogational strategy

Who Should Attend the Advanced Course

Attendance at the advanced seminar is for those individuals who have completed the full regular seminar on the Reid Technique of Interviewing and Interrogation.®

*In a recent decision, June 2004,
the U.S. Supreme Court
referenced our company and book
as examples of law enforcement
resources offering proper training.*

Missouri vs. Siebert

Why Should I Attend?

Excellent interrogators are not born, but are a result of hard work and proper training. The advanced seminar will increase your confession rate.

You will learn tactics and techniques you did not receive in the regular Reid seminar that many times make the difference between getting the confession and failing.

You will continue to be on the cutting edge of the most sophisticated and updated material on interrogation offered anywhere.

You will receive the training from instructors who work for Reid and are considered to be some of the best interrogators in the world, as well as top-notch instructors.

All material will be backed up with videotapes of actual interrogations conducted by the Reid staff.

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