



PARM TRAINING | EXECUTIVE INTELLIGENCE WORKSHOPS

Accurately read people's emotions, know when they are lying, build rapport, enhance relationships and gain the upper hand in negotiations.

EXECUTIVE INTELLIGENCE

In collaboration with Dr. David Matsumoto from San Francisco State University and Humintell, ProActive Risk Management offers a wide range of instructor-led training courses to develop tactical intelligence skills applied to the corporate world. Our instructors include world-renowned scientists, as well as current and former practitioners/operators from the national security, intelligence, and law enforcement worlds. Our training courses have been successfully delivered to places as prestigious as the Federal Bureau of Investigation's National Academy with tested and proven results.

TACTICAL INTERVIEWING

Our Tactical Interviewing course combines statement analysis and nonverbal behavior analysis into a single, more powerful investigative interviewing and interrogation tool. Tactical Interviewing involves interviews tactically driven by the verbal and nonverbal indicators of veracity and deception that are observed in real time during the interview. This technique makes executives more efficient and effective, and instills greater confidence in their beliefs regarding veracity and deception.

STATEMENT ANALYSIS

Because of the way events are encoded into memory and because of the ways in which people use language to recall memories, verbal statements – both oral and written – can be analyzed in a systematic fashion, and interpretations can be made about the probable veracity or deception in them. Most importantly, verbal statements can be analyzed to identify meaningful content areas where “there is more to the story than is being told”. ProActive Risk Management has partnered with current and former law enforcement agents who are experts in statement analysis, to build a training program of the highest level of quality.

READING PEOPLE

ProActive Risk Management offers two different workshops under the topic of Reading People. One – Reading Emotions in Others – is focused on teaching trainees how to read, interpret, and evaluate facial expressions and emotions in people. The other – Reading Nonverbal Behavior – is focused on other channels of nonverbal behavior, including gestures, voice, posture, and verbal style.



ProActive Risk Management (PARM) is a leading global provider of enterprise risk management and security services. By taking an integrated approach to risk management and by recruiting the security industry's top talent, PARM has positioned itself as its clients' trusted vulnerability partner, providing an unmatched level of service based on its patented Five Dimensions of Risk Management.