

TACTICAL INTERVIEWING COURSE (CORPORATE)

PROACTIVE RISK MANAGEMENT

PARM



Learn how to differentiate between truths and lies!

From interviewing a C-Level candidate to negotiating a major contract/acquisition, being able to evaluate truthfulness, detect deception, and assess credibility is a cornerstone skill of any corporate executive.

One known technique for doing so is based on the examination of language, and involves the analysis of linguistic features and grammatical structures associated with word usage (commonly referred to as Statement Analysis – SA). Another technique is based on the analysis of nonverbal behaviors (NVB). Until now SA and NVB analyses have been taught separately to law enforcement officers. Our Tactical Interviewing course combines the two techniques into a single, powerful interviewing tool. Thrilled by the success with law enforcement, we have adapted this course to suit the needs of CXOs and VPs in improving their interviewing and negotiating skills in the corporate world.

Powered by the latest scientific research into investigative interviewing, our Tactical Interviewing course teaches executives how to conduct interviews and/or negotiations tactically driven by the verbal and nonverbal indicators of veracity and deception that are observed in real time during discussions. Our techniques enable investigators to conduct interviews more efficiently and effectively, and to instill greater confidence in their beliefs regarding veracity and deception. These proven results have been published in peer-reviewed, scientific research journals (see Figure 1).

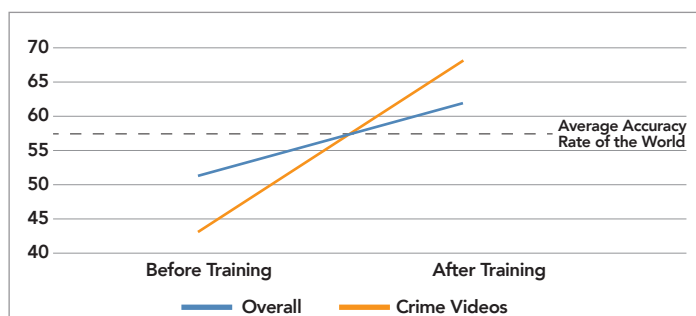


FIGURE 1 - Accuracy Rates Before and After Training for Law Enforcement Officers at the Federal Bureau of Investigation National Academy (FBINA), Separately for All Types of Videos and Crime Videos Only (Matsumoto, Hwang, Skinner, and Frank, 2014).

Our Tactical Interview course is unique because it is based in decades of field experience combined with state-of-the-art, contemporary research powered by Humintell's scientists, who are world-renown experts in the areas of verbal and nonverbal behaviors, facial expressions, veracity, and deception, especially across cultures. We are the only team in the world to have conducted studies identifying reliable verbal and nonverbal indicators of veracity and deception in multiple ethnic, linguistic, and cultural groups.

Humintell scientists, led by Dr. David Matsumoto, are the only ones in the world to have published research in peer-reviewed, scientific journals on the linguistic and grammatical features of SA and clusters of NVB that can reliably differentiate veracity and deception in multiple languages. Our studies in this area have been funded by the military and law enforcement agencies, and are the first and only studies that have demonstrated the cross-cultural, cross-language ability of the behavioral indicators they train to differentiate between truths and lies.

This Tactical Interviewing course is the only one of its kind to combine the most practical, effective elements of SA and NVB analysis into a single, analytical tool. Whether you want to refine your interviewing skills or become a Master Negotiator, this high-level training is tailored cut for you.

- Get to ground truth more quickly and accurately.
- Integrate any existing interview and interrogation system, or none.
- Backed by the latest scientific research on behavioral indicators of veracity and deception, and decades of field experience.
- Ideal for professionals and beginners.