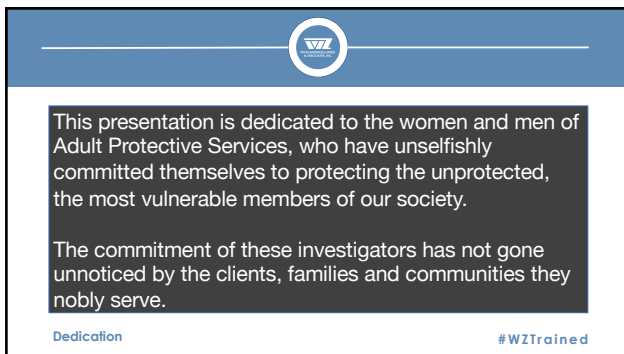




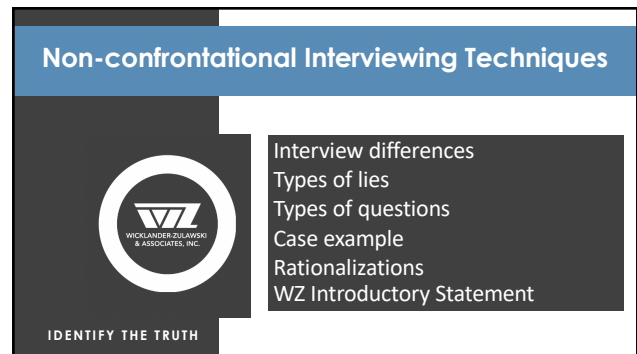
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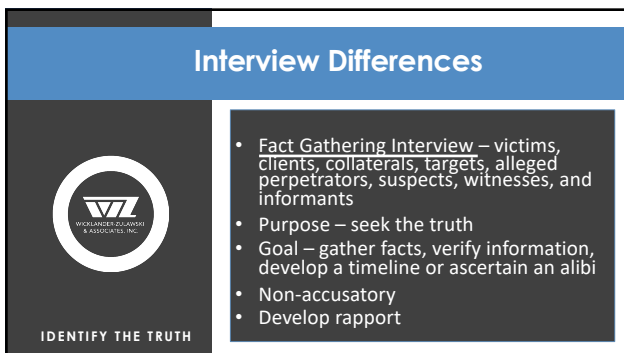
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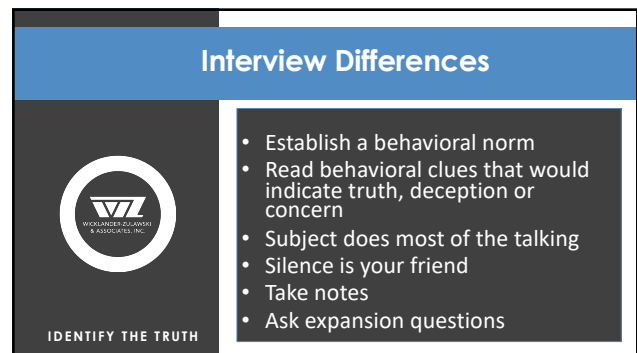
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5



6

Why do people confess?

- 1 - felt guilty
- 2 - put their own spin on it
- 3 - felt they were caught



Identify the Truth

7

Why do people confess?

- 33% - felt guilty
- 42% - put their own spin on it
- 55% - felt they were caught



Identify the Truth

8

Interview Differences



IDENTIFY THE TRUTH

- Admission Seeking Interview – targets, alleged perpetrators, or suspects
- Purpose – seek the truth
- Goal – obtain admission, statement or confession against individual's interest, without any threats or promises
- Continue rapport
- Accusatory

9

Interview Differences



IDENTIFY THE TRUTH

- Interviewer does most of talking
- Presents rationalizations as monolog
- Showing empathy is critical
- Looking and listening for signs of acceptance, resistance or concern
- Silence is your enemy
- No notes

10

Interview Differences



IDENTIFY THE TRUTH

- Ask assumptive questions
- Ask follow up questions
- Ask choice questions
- Which is more formal or structured, the fact gathering interview or the admission seeking interview?

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Types of Lies




IDENTIFY THE TRUTH

- Denial
- Fabrication
- Omission
- Exaggeration
- Minimization
- Referral

12

Types of Questions




- Open-ended
- Expansion
- Echo
- Close-ended
- Enticement
- Assumptive
- Follow up
- Choice
- Leading

IDENTIFY THE TRUTH

13


Open-ended questions



- “Can you tell me what you did last night?”

IDENTIFY THE TRUTH

14




- Tell me
- Explain to me
- Describe to me
- Show me
- precisely
- in depth
- exactly

Ted's Pie #WZTrained

15

Expansion questions




- “After you got home, what did you do?”

IDENTIFY THE TRUTH

16

Echo questions




- “You said you were worried about your mother. Worried?”
- “You mentioned the client was having issues. Issues? Issues like what?”

IDENTIFY THE TRUTH

17

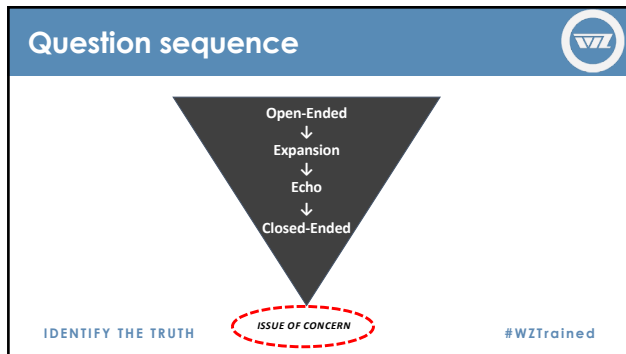
Close-ended questions



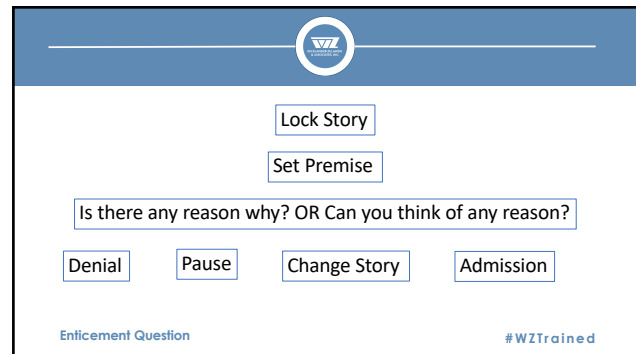
- “When exactly did you dial 911?”
- “What day did you withdraw the money from the account?”

IDENTIFY THE TRUTH

18



19



20

Enticement questions

IDENTIFY THE TRUTH

- “Is there any reason why the video camera at the bank would show you withdrawing money from the client’s account?”
- “Can you think of any reason why a handwriting expert would say your handwriting matches the signature on the back of the check?”

21

Choice questions

IDENTIFY THE TRUTH

- “Did you take the money to buy drugs, or did you take the money to feed your family?”
- “Has this happened numerous times before, or is this just the first time?”
- “Did you punch her, or did you slap her?”

22

Assumptive questions

IDENTIFY THE TRUTH

- “How many times have you left your mother in a soiled diaper in the last six months?”
- “What is the largest amount of money you withdrew from the client’s debit account without their permission?”

23

Follow up questions

IDENTIFY THE TRUTH

- “How many times have you left your mother in a soiled diaper in the last six months?”
- “It wasn’t every day, was it?”

24

Follow up questions



IDENTIFY THE TRUTH

- “What is the largest amount of money you withdrew from the client’s debit account without their permission?”
- “It wasn’t more than a \$1,000 was it?”

25

Leading questions



IDENTIFY THE TRUTH

- “This isn’t the first time this has happened, right?”
- “Your son hit you, didn’t he?”
- “This occurred more than once, isn’t that right?”

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Statement Analysis

Emotional Content
Tense Changes
Word ChoiceClarity
Chronological Order
Consistency

“Tell me how your mother sustained her injury.”

27

Statement Analysis

Emotional Content
Tense Changes
Word ChoiceClarity
Chronological Order
Consistency

“Tell me how your mother sustained her injury.”

“Well, I really don’t know. My mother is in a bad mood all day, complaining about anything and everything. The old lady is always griping and has a way of getting under your skin. Later, I get a phone call and leave the room to talk privately. I talked to my girlfriend about the trip we were planning for in a couple of weeks. We are going to Phoenix to visit my college roommate. I haven’t seen George in about five or six years. My girlfriend is really excited about going to Phoenix. She’s never been there before. I didn’t hear nothing. When I come back in, I find her laying on the floor. I call 911 and that’s about it.”

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Statement Analysis

Emotional Content
Tense Changes
Word Choice or EmphasisClarity
Chronological Order
Consistency

“Tell me how your mother sustained her injury.”

“Well, I really don’t know. My mother is in a bad mood all day, complaining about anything and everything. The old lady is always griping and has a way of getting under your skin. Later, I get a phone call and leave the room to talk privately. I talked to my girlfriend about the trip we are planning for in a couple of weeks. We are going to Phoenix to visit my college roommate. I haven’t seen George in about five or six years. My girlfriend is really excited about going to Phoenix. She’s never been there before. I didn’t hear nothing. When I come back in, I find her laying on the floor. I call 911 and that’s about it.”

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WZ Method - Introductory Statement



IDENTIFY THE TRUTH

Non-confrontational
Establish credibility
Rationalizations presented as monolog
Change of perspective
Create sense of urgency
Soft accusation as choice question
Develop the admission
Written statement

30

#1 Verify background



IDENTIFY THE TRUTH

- Establish subject's behavioral norm
- Plants a seed that you know a lot about them
- Calms your nerves and the subject's nerves

31

#2 Develop rapport



IDENTIFY THE TRUTH

- Ask them to tell you a little about themselves
- Reduces anxiety and builds comfort with interviewer
- May disclose potential motives for rationalizations

32

Case Example - Introductory Statement



IDENTIFY THE TRUTH



33

Interview – background information



IDENTIFY THE TRUTH

- 67 years old
- Employed for 27 years
- Current position - shop foreman
- Former plant superintendent
- Demoted
- Annual salary \$33-34K a year

34

Tell me about yourself



IDENTIFY THE TRUTH

- Married
- Three kids
- One grandson
- 38 year-old daughter
- Bowls once a week
- Married to the same woman 41 years

35



67 years old
Employed for 27 years
Current position – shop foreman
Former plant superintendent
Demoted
Annual salary \$33-34K a year

Married
Three kids
One grandson
Bowls once a week
Married to same woman for 41 years

Mr. Bill

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#3 Who we are and what we do



IDENTIFY THE TRUTH

- Continues to develop rapport
- Establishes your credibility
- Introduces criminal incident or topics of potential dishonesty
- Starts the process of minimizing and saving face

37

#4 Types of issues



IDENTIFY THE TRUTH

- Lets them know we know
- Establishes credibility that we are aware of areas of potential wrongdoing
- Reaction may tell us what areas to explore further
- Minimizes denials to a specific issue

38

#5 How we investigate



IDENTIFY THE TRUTH

- Lets them know how we know
- Establishes credibility in the investigative process
- Minimizes their hope of "getting away with it"
- Increases fear of detection

39

#6 Summary of rationalizations



IDENTIFY THE TRUTH

- List rationalizations; i.e. peer pressure, financial pressure, emotional pressure, impulse, etc.
- Their behavior may tell you which rationalization they are most receptive to

40

Rationalizations



IDENTIFY THE TRUTH

- Personalized story
- Presented as a monolog
- Told in the third person
- Transfer guilt
- Hold suspect responsible
- Show empathy and understanding
- Focus on resolving issue not consequences

41

Rationalizations



IDENTIFY THE TRUTH

- Makes it easy to admit
- Allows them to save face
- Offers them reasons or excuses
- Minimizes what they have done
- Promotes the benefit of their cooperation

42

#7 First rationalization



IDENTIFY THE TRUTH

- Choose rationalization based on the case facts, subject's background or behavior observed during summary of rationalizations
- State rationalization; i.e. financial pressure

43

#7 First rationalization



IDENTIFY THE TRUTH

- Create a story or illustration that helps the subject understand financial pressure
- State the moral of the story
- Link it back to the investigation

44

#8 Change subject's perspective



IDENTIFY THE TRUTH

- Role reversal
- Subject is placed in a decision-making position
- Allows subject to make the same decision they hope you will make with them

45

#9 Second Rationalization



IDENTIFY THE TRUTH

- If personal information is known about the subject, a rationalization that mirrors their personal situation should be used
- Follow the procedure as the first rationalization

46

#10 Address hope or mental state



IDENTIFY THE TRUTH

- Sometimes a person thinks that by saying nothing, the problem will go away

47

#11 Create urgency



IDENTIFY THE TRUTH

- Let them know that Adult Protective Services, law enforcement or the prosecutor can resolve the situation, even if they decide to say nothing
- That's why we need to get this resolved today

48

#12 Protective evidence



IDENTIFY THE TRUTH

- Sometimes people say, "If you got a case against me, show me what you got." In any investigation we purposely hold back information so that when someone tells us what we already know, then we can tell that person is telling the truth.

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#13 Test for submission



IDENTIFY THE TRUTH

- Personalize your rationalization by using the word "you" or calling them by their first name
- Their behavior will let you know if the subject is ready to make the first admission

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#14 Assumptive question



IDENTIFY THE TRUTH

- Used only if the interviewer believes the subject is ready to make an admission
- "Bill, when was the first time you inappropriately touched a female client?"

51

#15 Follow up question



IDENTIFY THE TRUTH

- "Bill, when was the first time you inappropriately touched a female client?"
- "It wasn't when you were first hired, was it? It wasn't was it?"

52

#16 Support the admission



IDENTIFY THE TRUTH

- "It wasn't when you were first hired, was it? It wasn't was it?" (subject makes admission)
- "Great, from the investigation I didn't think it was that long ago."

53

#17 Develop the admission




IDENTIFY THE TRUTH

- Answer the investigative questions of who, what, where, when, how and why
- Substantiate all admissions
- Identify where to find other evidence

54

#18 Written statement



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IDENTIFY THE TRUTH

- Minimize the written confession as a "letter of apology" or a "letter of explanation"
- Guide the subject through the statement without dictating

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