Reid Technique of Investigative Interviewing & Advanced Interrogation

20th – 22nd September 2027
Mumbai, India

The Reid Technique of Interviewing and Interrogation® For Loss Prevention and Corporate Security Personnel is a three-day workshop specifically designed for corporate security, loss prevention, asset protection professionals, auditors and human resources personnel.

Every year, thousands of individuals from business, law enforcement, and government organizations utilize the services of John E. Reid and Associates for law enforcement training programs, and their products to help them:

- Develop interviewing & interrogation skills
- Conduct investigations
- Select new employees

The participants will learn The Reid Technique of Interviewing and Interrogation, widely recognized as the most effective means available to exonerate the innocent and identify the guilty. The workshop is based on the basic tenet of the Reid Technique, as taught by John E. Reid and Associates, that a custodial suspect must be advised of his rights prior to any questioning about a criminal act.

The last day is designed to build on the information learned and particular emphasis is placed on how to elicit information from the suspect during the interview stage that will serve as the basis for developing an individualized interrogational approach, based on the suspect's profile and characteristics. Without exception, past participants have commented on the value of the advanced techniques learned which give them a better understanding of the interrogation process, and allow them to enhance their skill level by learning new techniques and tactics.

Information is the most valuable resource for any professional that has to solve problems, make decisions and identify and select talent. Getting to that information is not an easy task especially when you have to extract it from the minds of others. The Reid methodology is a tried and tested method that enables professionals to extract that type of high value information effortlessly. The techniques on which it is based stem from the field of law enforcement and security but have also been effectively applied to areas such as human resources especially when recruiting for positions of trust for businesses, law enforcement and government agencies and also when conducting disciplinary or audit processes.

Please *contact us* for further information or click *here* to register
Precept Management Consultancy
Tel: +968 24497123, Fax: +968 2449722, E-mail: precept@preceptmanagement.com
Website: www.preceptmanagement.com

Workshop Details

- **Duration:** 20th – 22nd September 2027, Three Days, 8:30 am - 4:15 pm;
- **Fees:** US$ 2,875 / RO 1,115 plus VAT, if applicable *(including workshop materials, lunches & breaks at the venue)***;**
- **Presenter:** Dan S. Malloy (John E. Reid and Associates);
- **Venue:** Mumbai, India

Who Should Participate

This specialized interrogation training workshop is designed for law enforcement and government investigators, corporate security and loss prevention professionals interested in determining factual information for loss prevention issues and/or employee investigations.

Corporate clients worldwide from industries including legal, insurance, compliance, logistics, hospitality, healthcare, audit, finance & banking, oil & gas, airlines, etc. regularly attend these workshops.

PARTICIPANTS WILL LEARN HOW TO assess the credibility of statements ● structure the interview to maximize the flow of information ● use behaviour provoking questions in the interview process ● persuade a suspect to tell the truth about their involvement in criminal activity ● develop interrogation themes ● handle denials, overcome objections and use alternative questions ● learn to psychologically profile suspects for questioning ● develop specialized strategies for difficult subjects ● evaluate response content in written statements ● evaluate the credibility of an allegation and much more

Why Needed

95% of the respondents reported that using The Reid Technique helped them to improve their confession rate. The majority of the respondents said they increased their confession rate by more than **25%**; almost a quarter the respondents said they increased their confession rates by as much as **50%**

97% of the respondents reported that using The Reid Technique increased their case resolution rates

99% of the respondents reported that using The Reid Technique increased their ability to identify whether a suspect was truthful or deceptive

98% of the respondents reported that they have recommended The Reid Technique training seminars to other investigators

100% of the respondents reported that they thought the benefits they received attending the Reid Technique seminar was worth the investment they made to attend the seminar

What Will Be Accomplished

The purpose of this course is to provide the participants with the finest training available on interviewing and interrogation. At the end of this course, participants will:

- have the fundamentals necessary to conduct a proper interview and interrogation in compliance with corporate guidelines;
- have a structured frame of reference for those interviewers who have some experience but also may not have had some formal training in the area;
- show an improvement in their efficiency in obtaining the truth from suspects, witnesses and victims in a legally acceptable manner.
- provide additional advanced tactics and techniques designed to obtain confessions from the deceptive suspect in a more expedient manner
- provide finesse tactics dealing with the psychology of interrogation to enhance the investigator's ability to acquire confessions that might not have otherwise been obtained
- provide a logical guideline that may be used to profile out any type of suspect for interrogation

What Will Be Covered

INTERVIEW AND INTERROGATION PREPARATION

- Distinction Between an Interview and Interrogation
- Proper Room Environment
- Factors Affecting a Subjects Behaviour
- Behaviour Symptom Analysis
- Evaluating Attitudes
- Evaluating Nonverbal Behaviour
- Evaluating Verbal Behaviour
- Evaluating Paralinguistic Behaviour
- Reid Behavioural Analysis Interview™
- The Baiting Technique
- Analyzing Factual Information Prior to the Interview
- Asking Behaviour Provoking Questions

THE REID NINE STEPS OF INTERROGATION®

- The Positive Confrontation
- Theme Development
- Handling Denials
- Overcoming Objections
- Procuring and Retaining the Suspect's Attention
- Handling the Suspect's Passive Mood
- Presenting an Alternative Question
- Detailing the Offence
- Elements of Oral and Written Statements

ADVANCED INTERROGATION

- Defiant Stage
- Neutral Stage
- Acceptance Stage
- Profiling Suspects
- Identifying Motives
- Real Need Crimes
- Impulse Crimes
- Lifestyle Crimes
- Esteem Crimes

ADDITIONAL INFORMATION

- Interrogation of Juvenile Offenders
- Themes for Obtaining Knowledge
- Playing One Suspect Against the Other
- Interrogation of Suspect on Multiple Crimes
- Increasing the Suspects' Initial Admissions

The Workshop

Registration
Introduction (Purpose and Objectives)
Course Content Overview
Distinction Between Interviews and Interrogation
Legal Aspects of Investigative Interviewing
What Makes An Excellent Interviewer

Behavioural Symptom Analysis

- Introduction
  - Definition
  - How to use behaviour symptoms during interviews
  - Principles of behaviour symptom analysis
- External factors
  - How important is issue to subject?
  - What type of subject are you dealing with?
  - What fears of consequence the subject may have
- Internal factors influencing behaviour
  - Intelligence
  - Emotional stability
  - Juveniles
  - Cultural differences
  - Medical
- Five key points to follow when evaluating behaviour

Behavioural Attitudes of Truthful/Deceptive Subjects

- Body postures
  - Truthful
  - Deceptive
- Gestures and movements indicative of deception
  - Retreating from threatening situations
  - Physical activities to reduce tension associated with lying
    - Posture changes
    - Personal and grooming gestures
    - Protective gestures
    - External gestures
    - Facial expressions
    - Eye contact

Verbal Behaviour Symptoms Indicative of Truth/Deception

- Principles
- Guidelines
- Analyzing truthful or deceptive responses

BEHAVIOURAL ANALYSIS

Preparation Prior to the Interview

- Gathering and analyzing the facts
- "Subject Data Sheet"
- Choosing the interviewer
- Preparing the subject for interview
- "Interview Tabulation Sheet"

Reason for interview

- History/you
- Knowledge/suspicion of others
- Vouch for others
- Attitude
- Credibility

Behavioural Analysis Interview Questions (Part 2)

- Opportunity
- Motive
- Think
- Objection
- Punishment
- Investigative results
- Second chance
- Alibi – details

Behavioural Analysis Interview Questions (Part 3)

- Baiting techniques
  - Procedures
  - Specific use to break a subject's alibi
  - Additional baiting suggestions for unique investigations

Optional Interview Questions

- Previous questioning
- Approached by anyone
- Borrow
- Rating techniques
- Percentage of similar behaviour
- Discussion with loved one

Step 1: Direct Advisement of Subject's Involvement in Issue

- Behavioural pause to assess reaction
- Transition

Step 2: Theme Development (Part 1)

- Monologue
- Non-aggressive and non-offensive approach
- General rule
- Developing theme as to why act was committed

Step 2: Theme Development (Part 2)

Step 3: Handling Denials

- Introducing denials with permission phrases
- Interjecting

Step 4: Overcoming Objections

- Definition
- Introductory phrases
- Statement of agreement or understanding

Step 5: Procurement and Retention of Subject's Attention

- When subject is on defensive and withdraws
- Regaining the subject's attention
- Gestures of sincerity

Step6: Handling Subject's Passive Mood

- When subject appears defeated
- Intensifying the theme
- Introducing components of the alternative question

Step 7: Presenting an Alternative Question

- Offering two incriminating choices
- Contrasting an undesirable action with a desirable one

Step 8: Having Subject Relate Various Details of the Offence

- Using a statement of reinforcement
- Using open-ended questions
- Obtaining corroboration

Step 9: Converting Oral Statement into a Written Statement

- Using a third-party witness
- Explanation and guides for taking a statement

- Establishing voluntariness and full, detailed substantiation

Objectives and Contents

- Advanced concepts in Behavioural Symptom Analysis, Behavioural Interview and the Reid Approach to Interrogation
- Difficult suspects that give the interrogator problems and specific tactics to get them to confess
    - Defiant suspects
    - Neutral suspects
    - Accepting suspects
- Profiling suspects for interrogation
- Additional interrogational tactics

Defiance Stage – tactics to move the suspect out of a defiant attitude

- Third Person Theme – a real or fictitious event about the interrogator, friend or other case depicting a similar type of crime, and the extenuating circumstances that led to that act.
- First Person Theme – reasons and excuses the interrogator gives that apply directly to why the suspect committed the crime. These excuses should allow the suspect to save face.
- Role Reversal – allows the suspect to play the role of the decision maker judging two people who have committed a similar crime.
- Addressing the suspect's argumentative challenges
- Specific denials – recognition and verbal countermeasures
- Changing the suspect's perception of the interrogator
    - Argue against self interest
    - Bonding statements
    - Sympathy statements
    - Empathy statements
- Stepping down from constantly strong denials

Continuation of Defiance Stage

Neutral Stage – tactics to move the suspect out of an unconcerned attitude

- Challenge the suspect's values and traits
    - Praise the suspect's desirable conduct within the investigation
    - Stress suspect's desirable traits apparent in their life
    - Imply suspect's traits are in jeopardy
- Addressing the suspect's fear of consequence
- Addressing the futility of suspect's continued denials
- Incriminating information – real and hypothetical
    - Use of baiting technique as a hypothetical challenge
    - Use of real evidence to convince suspect to confess

Acceptance Stage – tactics to elicit 1st admission of guilt from the suspect

- Developing insight statements into themes
  - Describe the negative aspects of the suspect's life
  - Predict future effects of deception
- Having suspect verbalise agreement with interrogator – the more the suspect verbalises the agreement with the interrogator's concepts, phrases or stories, the easier it becomes for the suspect to verbalise agreement to the alternative
- Developing the negative alternative into a theme – the negative alternative used as a theme should talk about the heinous reasons for committing the crime

Profiling the Suspect of the Interrogation

- Distinguishing elements which identify Real Need Crimes
  - Characteristics
  - Themes
  - Alternatives
- Distinguishing elements which identify Lifestyle Need Crimes
  - Characteristics
  - Themes
  - Alternatives
- Distinguishing elements which identify Impulse Need Crimes
  - Characteristics
  - Themes
  - Alternatives
- Distinguishing elements which identify Esteem Need Crimes
  - Characteristics
  - Themes
  - Alternatives
- Supplemental Additional Interrogation Tactics (Home Study)
  - Interrogation of Juvenile Offenders
  - Themes for Obtaining Knowledge
  - Playing One Suspect Against the Other
  - Interrogation of the Suspect on Multiple Crimes
  - Increasing the Suspects' Initial Admissions

Precept management consultancy

The Company

"When asked which vendors they rely on most for building their own skills and that of staff, a whopping 80% of security pros cited John E. Reid and Associates."(Dec. 2002 IOMA Security Director's Report)

John E. Reid and Associates, Inc. was established in 1947 to provide detection of deception services and training programs for clients in the business, police and legal communities. Because of their success in solving cases where there is little or no evidence, Reid and Associates is recognized as the pre-eminent experts in the specialized fields of interviewing, interrogation and the polygraph technique. Each year their staff conduct in excess of 4,000 interviews across the United States. In addition, they present over 250 training programmes annually.

The Reid Technique of Interviewing® and Interrogation is now the most widely used approach to question subjects in the world. The content of their instructional material has continued to develop and change over the years. John E. Reid and Associates is the only organization that can teach the current version of their training program on The Reid Technique®.

The accumulated experience level of John E Reid instructors exceeds 250 years, during which time they have conducted over 75,000 interviews and interrogations. Many of the staff hold a Masters of Science Degree in the Detection of Deception. On a daily basis, the firm is retained to provide interviewing services for businesses, law enforcement, attorneys and government agencies

John E. Reid and Associates has been awarded contracts for training from NATO; the Bavarian and Berlin Law Enforcement communities in Germany; and have conducted training programs in Bosnia-Herzegovina; the Czech Republic; the United Arab Emirates; Singapore; Japan; Mexico; Canada; Belgium; and South Korea. Their training manual has been translated into both Spanish and German

Their book, Criminal Interrogation and Confessions (4th edition, 2001) is considered by the courts and practitioners to be the standard for interviewing and interrogation techniques. The book has been translated into Chinese, Japanese and Turkish. In June 2004 in the case of *Missouri v. Seibert*, the United State Supreme Court referenced John E. Reid and Associates and their book as examples of law enforcement resources that offered proper training. In 1994 the United States Supreme Court referenced their textbook, Criminal Interrogation and Confessions, in making their decision in the case *Stansbury v. California*. Courts throughout the country have recognized The Reid Technique as the leading interview and interrogation approach used today in both the law enforcement and business communities.

Their expertise on the topic of behaviour symptom analysis, interviewing and interrogation techniques was recognized by the National Security Agency which awarded John E. Reid and Associates (in conjunction with Michigan State University) a sole source bid for a scientific study on the use of behaviour symptoms in the detection of deception. The results of the study were published in the Journal of Forensic Sciences.

On a regular basis John E. Reid and Associates is contacted and retained by Prosecuting Attorneys from around the country as expert witnesses or consultants on proper interview and interrogation techniques. They provide extensive information for practitioners and members of the judiciary on their web page as to the issues of false confessions, example confession testimony, case decisions, relevant research and more.

Presenter Profile

Daniel S. Malloy, CRT

Dan is a graduate of DePaul University with a degree in Sociology, and has a Master of Science degree in the Detection of Deception, and is certified in the Reid Technique. Dan has been employed at John E. Reid and Associates since 1974 and was Director of the Reid College and has served as a member on the Board of Directors at John E Reid & Associates.

Dan is Director of the Seminar Division and has assisted with the development of the Reid Technique of Investigative Interviewing Seminar, The Reid Technique of Interviewing and Interrogation Seminar and The Reid Technique of Advanced Interviewing and Interrogation Techniques.

Dan has conducted over 13,000 actual interviews and interrogations and has presented numerous international seminars on the Reid Technique. Dan has conducted 100's of Seminars in the US and International Programs for NATO, Military Intelligence, Law Enforcement, and Private Security Groups, Intelligence agencies, private companies and multinational corporations in such countries as Germany, South Korea, the Czech Republic, Singapore, England, Sultanate of Oman, United Arab Emirates, Saudi Arabia, Belgium, Mexico, The Netherlands, India, Malaysia, Tanzania and the Philippines. He has also conducted training in Sudan for UN Forces and numerous training programs for the Federal Police of Brazil.

Dan has conducted a specialized program in Tanzania which was sponsored by Interpol for the Wildlife service of several African countries to help in their fight in apprehending poachers, and finding who they were supplying the ivory and other illegal contraband too.

Dan's hands-on knowledge of criminal suspects made it possible for him to make significant contributions to the course material for the Reid seminars. Reid course participants constantly make comments about Dan's commitment to excellence and professionalism in his seminar presentations.

Organizations that have utilised Reid services include:

- Abbot Labs
- Abu Dhabi Investment Company
- Abu Dhabi Ports Company
- Abu Dhabi Tourism & Culture Authority
- Accor Hotels
- Adani
- Adobe System
- Aetna Life and Casualty
- Air Force OSI
- Aladdin
- Aldi Foods Corp.
- Alizz Bank
- Al Tayer Group, Dubai
- Aluminium Bahrain
- Aman
- Amazon
- Amazon Transportation Services Pvt. Ltd
- AMEC
- American Express
- American Honda
- Amoco Oil
- Argosy
- ASH
- Assiduous Consulting
- AstraZeneca Pharma India Ltd.
- AT& T
- AT&T Global Network Services India
- Atlantis, The Palm, Dubai
- Aztar
- Bahwan International Group
- Baltimore County Police Department
- BankMuscat, Oman
- Bank Sohar, Oman
- Barona Valley Ranch
- Baxter Diagnostics
- Bausch & Lomb
- Becton Dickinson India Pvt Ltd
- Belgian Ministry of Defence
- Belterra
- Benetton India Pvt. Ltd.
- Blue Cross/Blue Shield
- Boeing
- Boston Police Department
- BP Angola
- BP Egypt
- BP Expilon Oman
- British Petroleum
- BP Pakistan Exploration & Production
- Brinks
- Burger King Corp.
- Burj Al Arab, Dubai
- Burjuman Centre, Dubai
- Cairn India Ltd
- Capital Market Authority Saudi Arabia/Oman
- CA Technologies
- Central Bank of Oman
- C&A
- CIA
- Citi Group
- City of Eau Claire
- Chevy Chase Bank
- Chicago Police Department
- Commercial Bank of Dubai
- Creative Associates International, Inc.
- Crowne Plaza, Muscat & Sohar
- Cyberabad Convention Centre Pvt. Ltd.
- Cyprus Securities and Exchange Commission
- DEA
- Dell
- Deloitte Support Services Pvt Ltd
- Dept. of Education
- Dept. of Energy
- Dept. of Homeland Security-TSA
- Dept. of Labor
- Dept. of State
- Desert Diamond
- Det Norske Veritas, Dubai
- Deutsche Bank
- DHL World Wide Express
- Dow Chemical
- Dubai Aluminium
- Dubai Duty Free
- Dubai Financial Services Authority
- Dubai Holding
- Dubai Properties
- Dupont
- Eastman Kodak
- Effat College, Saudi Arabia

- Elysium Hotel, Stademos Hotels Ltd
- EMC India
- Emirates National Oil Company Limited (ENOC) LLC
- Emrill, Dubai
- Etihad Engineering Office
- FBI
- FDA
- FedEx Trade Networks
- FedEx Dubai
- Federal Express Corporation
- Federal Law Enforcement Training Center
- Fidelity Investment
- Fil India Business Services Pvt. Ltd.
- Flipkart India
- Ford Motor Company
- General Motors
- GlaxoSmithKline
- Godrej Group
- Google India Pvt. Ltd.
- Grand Hyatt Dubai
- Gulf Petrochemical Industries Company
- Gulfport Grand
- Hard Rock
- Harrah's
- Health Insurance Organisation, Cyprus
- Henkell
- Hinckley Grand
- Hindustan Zinc Ltd., Vedanta
- Ho-Chunk
- Hollywood
- Homeland Security
- Horseshoe
- Hospira Healthcare India Pvt. Ltd.
- HSBC
- Hyatt Regency Dubai
- Hyatt Regency Mumbai
- IBM
- IIRIS Consulting
- ING
- Intercontinental Abu Dhabi & Muscat
- IRS
- Isleta
- J.C. Penney Company
- JLL
- JORAMCO
- J.P. Morgan
- Jumeirah Emirates Towers, Dubai
- Jumeirah Al Naseem
- Jumeirah International, Dubai
- Jumeirah Group
- Jumeirah Beach Hotel
- Jumeirah Hatta
- Kickapoo Lucky Eagle
- King Faisal Specialist Hospital, Saudi Arabia
- Kroger
- Kempinski Mall of the Emirates, Dubai
- Kmart
- LinkedIn
- Los Angeles Police Department
- MA'ADEN Gold & Base Metals Company
- Madinat Jumeirah
- Majestic Pines
- Mandalay Bay
- Marriott International
- Maryland Transit Administration
- Mayo Foundation for Medical Education Research
- MELCO
- Melton Truck Lines
- Mercedez-Benz Research & Development
- Microsoft India
- Mille Lacs Grand
- Ministry of Higher Education, Oman
- Ministry of Communication and Information Technology, Saudi Arabia
- Mirage
- Moevenpick Hotel Bur Dubai
- Monte Carlo
- Motorola
- Mphasis
- Muckleshoot
- Mystic Lake
- Nakheel, Dubai
- Nawah Energy Company
- Net Apps India
- New York Police Department
- New York State Department of Corrections
- Nike
- Nokia Corporation
- Nokia International
- Nomura Services India Private Ltd.
- Novartis Pharma Services AG
- NSG

- Nuclear Reg. Commission
- Numerous US Police Departments
- Occidental Oman
- Office of Attorney General-State of Maryland
- Office Personnel Management
- Oman Air
- Oman Airports Management Company
- Oman Arab Bank
- Oman Housing Bank
- Oman India Fertiliser Company
- Oman LNG
- Oman Oil
- Optum Global Solutions
- Osha
- OQ Group Oman
- Pauma
- Petronet LNG
- Petroleum Development Oman
- Pfizer
- Phillips India Ltd.
- Pinkerton India
- Portage Grand
- Postal Inspection Service
- Potawatomi
- Prairie Meadows
- PricewaterhouseCoopers
- Qalhat LNG, Oman
- Qatar Fuel Additives Company
- Rainbow
- RasGas Qatar
- Raytheon Corp.
- Red Sea Global
- RioTinto
- Riyadh Air
- Roads & Transport Authority, Dubai
- Royal Oman Police
- RR Donelley
- Sands
- Sandvik Asia Ltd.
- San Fransisco Police Department
- Saudi Aramco
- Saudi Arabian Chevron
- Sears
- Securitas
- Security Armored Express SKP GroupSofitel, Dubai, Jumeirah Beach
- Sofitel The Palm, Dubai
- Sultan Qaboos University, Oman
- SWIFT
- Tamweel PJSC, Dubai
- Technische Universitet Delft
- TECOM Group
- Telenor, Pakistan
- Texas Rangers
- Texicom International LLC
- The Address Boulevard Dubai
- The Royal Bank of Scotland
- Thomson Reuters India Services Pvt. Ltd.
- TIAA Global Business Services India Ltd.
- TNT Egypt
- TNT India
- TNT South Africa
- US Army
- US Air Force
- US Capitol Police
- Coastguard
- US Department of Defense
- US Department of Education
- US Department of Energy
- US Department of Justice
- US Department of State
- US Marine Corps
- US Navy
- US Probation Office
- US Secret Service
- US Securities & Exchange Commissions
- UTV Software
- UNAMA Kabul, Afghanistan
- United Nations
- United Nations Interim Force in Lebanon (UNIFIL)
- University of Wisconsin-Stout
- University of Wollongong, Dubai
- Venetian
- Verizon Communications
- VFS TasHeel International
- Vijayant Security Services Pvt. Ltd.
- Virginia Peninsula Reg. Jail
- Walt Disney Corporation
- Watson Pharma Pvt. Ltd.
- Wild Wadi Water Park, Dubai
- Wipro Ltd.