

The Reid Technique of Investigative Interviewing and Positive Persuasion

Presented by
Joseph P. Buckley
President
JOHN E. REID AND ASSOCIATES, INC.
209 W. Jackson Blvd. Suite 400
Chicago, Illinois 60606
800-255-5747
312-583-0700
info@reid.com
www.reid.com

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9:00 a.m. to 4:00 p.m.
Brenau University

Training program consists of three primary topics:

1. Behavior Symptom Analysis
2. The Behavior Analysis Interview
3. The Seven Steps of Positive Persuasion

Behavior Symptom Analysis

During this segment of the program we discuss the verbal and nonverbal behavior symptoms that are displayed by a person who is telling the truth during a non-accusatory interview, as well as those displayed by a person who is fabricating or withholding relevant information. The specific behaviors discussed include attitude; posture; significant posture changes; grooming, personal and protective gestures; eye contact; and, verbal responses. The ability to recognize and evaluate these behaviors becomes particularly important in those cases in which the available investigative information does not definitively establish the credibility of the subject.

At the conclusion of this segment of the program, the participant will have a behavioral profile for both the truthful and deceptive individual that can be used as a model for the evaluation of subjects in future investigative interviews.

The Behavior Analysis Interview

Most investigative interviews consist of two types of questions – investigative and behavior provoking. Investigative questions concern the subject's version of events, alibi or activities at the time in question, developed by the traditional who, what, where, when, why and how type of questions. Behavior provoking questions are ones that are used to assess the subject's truthfulness by evaluating the nature of their response. Truthful people answer the behavior provoking questions one way, while a deceptive person usually offers a different verbal response.

During this segment of the program we will discuss how to phrase and ask the behavior provoking questions and describe the type of answers to anticipate from the truthful and deceptive individuals.

The Steps of Positive Persuasion

Through the use of understanding, logic, empathy and rationalization the investigator presents persuasive statements to motivate the subject to want to tell the truth. The process involves Stating your Position; Developing Persuasive Statements; Overcoming Resistance; Addressing the subject's Fears and Concerns; the Closing; Establishing the Details; and Document the Subject's Statement.

Information about John E. Reid and Associates

John E. Reid and Associates began developing interview and interrogation techniques in 1947. The Reid Technique is now the most widely used approach to question subjects in the world. The content of our instructional material has continued to develop and change over the years.

U. S. Supreme Court Recognition – In June 2004, in the case of *Missouri v. Seibert*, the United State Supreme Court referenced our company and our book, Criminal Interrogation and Confessions, as examples of law enforcement resources that offered proper training. In 1994 the United States Supreme Court referenced our 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.

Government Recognition - Our expertise on the topic of behavior 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 behavior symptoms in the detection of deception. The results of the study were published in the Journal of Forensic Sciences.

Exonerating the Innocent - Over the years John E. Reid and Associates has assisted the Innocence Project (New York) on several cases as expert witnesses on proper interview and interrogation techniques, as well as the exoneration of one of their clients by obtaining a confession from the actual offender. This case was detailed in the story, "I Did It" in New York magazine (<http://www.reid.com/pdfs/ididit.pdf>). We have also assisted other attorneys (for example, Kathleen Zellner) in wrongful conviction cases.

Reid as the Gold Standard - In the Netflix series, *Making a Murder Part 2*, (2018) the interrogation of Brendan Dassey is discussed by Attorney Steve Drizen and Attorney Laura Nirider during the first 15 minutes of Episode 2. (Attorneys Drizin and Nirider represent Dassey in his appeals). The two attorneys are shown on screen giving a presentation to lawyers at Northwestern University Law School, discussing the Brendan Dassey interrogation. During their presentation they reference John E. Reid and Associates as the benchmark for proper interrogation practices and procedures.

Reid Featured on the Oxygen Channel - December 8, 2018 John E. Reid and Associates was featured in the series, **Criminal Confessions**, on the Oxygen channel. "Detectives were unable to generate any new leads ... they decided to "try and re-interview Chris to get at the truth," said Detective Hall. Before bringing Christopher back in, however, they contacted cold case homicide interview expert Rich Byington, who is a senior investigator with leading interrogation company John E. Reid & Associates. Using the Reid technique — a three-part process that includes Fact Analysis, Behavior Analysis Interview and the Reid Nine Steps of Interrogation, Byington was able to get Christopher to open up about the night his parents were murdered. The episode is entitled **Tazwell, VA** and can be found at <https://www.oxygen.com/criminal-confessions/season-2/tazwell-va>

The Authoritative Text - Our book, Criminal Interrogation and Confessions (5th edition, 2013) is considered by the courts and practitioners to be the "Bible" for interviewing and interrogation techniques. The book has been translated into numerous foreign languages.

Staff Experience- The accumulated experience level of our 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.

Courts Support the Core Values of the Reid Technique – The core values of the Reid Technique include the following:

- Always treat the subject with dignity and respect
- Always conduct interviews and interrogations in accordance with the guidelines established by the courts
- Do not make any promises of leniency or threats of harm or inevitable consequences
- Do not conduct interrogations for an excessively lengthy period of time
- Do not deny the subject any of their rights
- Do not deny the subject the opportunity to satisfy their physical needs
- Exercise special cautions when questioning juveniles or individuals with mental or psychological impairments

Best Practices - The successful interrogation is one in which (1) the suspect tells the truth to the investigator and, (2) persuasive tactics used to learn the truth are legally acceptable. With these goals in mind, the following are a list of best practices for applying the Reid Nine Steps of Interrogation (a more detailed discussion of these Best Practices can be found on our website at <http://www.reid.com/pdfs/20180126.pdf>)

- Conduct an interview before any interrogation.
- Conduct an interrogation only when there is a reasonable belief that the suspect is guilty or withholding relevant information.
- Consider a suspect's behavior in conjunction with case facts and evidence.
- Attempt to verify the suspect's alibi before conducting an interrogation.
- A single investigator should be the lead communicator.
- When interrogating a non-custodial suspect, do not deprive the suspect from his freedom to leave the room.
- Do not conduct excessively long interrogations.
- Exercise extreme caution when interrogating juveniles, suspects with a lower intelligence or suspects with mental impairments.
- When using interrogation tactics involving deception the investigator should not manufacture evidence against the suspect.
- When a suspect claims to have little or no memory for the time period when the crime was committed the investigator should not lie to the suspect concerning incriminating evidence.
- Do not reveal to the suspect all information known about the crime.
- Attempt to elicit information from the suspect about the crime that was unknown to the investigator.
- The confession is not the end of the investigation.

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