

Linguistic Statement Analysis Detecting Deception

The basic course is conducted over two and a half days. It is highly interactive with a significant hands-on, statement analysis practice. There may be a small amount of homework involved, but it is very challenging and very enjoyable for students. Students are encouraged to bring with them statements from past or current cases that might be used as examples in class. Every student is provided with a workbook and all items needed to successfully participate including markers, pens, rulers, and handouts. Students should bring a simple, four-function pocket calculator.

After successful completion of the class, students are afforded continuing advice in the analysis and interpretation of statements in students' on-going investigations as well as development and analysis of IQ questionnaires. This is all free of charge.

Upon Completion:

Understand concepts of truthfulness and deception. How to maximize efficiency and effectiveness when interviewing; Insight into the thought processes of deceptive people.

Understand what are valid statements and how to collect them. What is and how to obtain statements that are not affected by outside influences and are in the subject's own words

Understand how to identify "Linguistic Signals". The essence of statement analysis and why they indicate deception, truthfulness, and reveal far more than what the author has written

Applying the detailed analysis process of examining the components of statements to gain the most information possible to help gain confessions and dramatically improve confession rates.

Develop a basic ability to interpret the results of an analysis. Integrating the information given by linguistic signals to complete a complete, vivid image of the reality behind the story.

Understand and utilize the Validity Assessment process, the indicators of the levels of deception that take only minutes to identify

Maximizing potential for obtaining information. Establish the expectation with the target of an interview that they will offer information.

Develop an alternative interview strategy. Develop interview strategies that will allow the interviewer to take full advantage of the information learned in the statement analysis, compelling suspects to confess. How to use the subject's own words against them to elicit confessions.

Practical application of skills and knowledge by completing a minimum of four practice statements. Analysis of 5 real-case statements to practice applying the newly learned discipline

Acquire understanding of and ability to compile the IQ questionnaire, the written investigative tool that will allow investigators to interview unlimited number of suspects in a matter of minutes and reduce the suspect pool by up to 95%.



Public Agency Training Council

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Indianapolis, Indiana 46241

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June 10, 11 & 12, 2009 • Norman, Oklahoma (Oklahoma City area)

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Jim Alsup, Director



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Absentee Shawnee Tribal Police
Shawnee, Oklahoma

Training Seminar

Linguistic Statement Analysis Detecting Deception

C.L.E.E.T. CONTINUING EDUCATION HOURS
WILL BE GIVEN

Who Should Attend:

Law Enforcement Professionals, Prosecuting Attorneys, Arson
Investigators, Human Resource Specialists and Social Workers

Instructor:

Bob Shaffer, Sgt.

Sergeant Shaffer currently serves with the Loveland Police Department in Loveland, Colorado. During his 21-year career with the Department, he has functioned as a patrol sergeant, coordinator for his Department's Field Training and Evaluation Unit, coordinator/supervisor of the Background Investigation Unit, Personnel sergeant, skills instructor, and P.O.S.T. academy instructor. He earned a Bachelor degree in Education from the University of Northern Colorado. Since 1996, he has been specially trained and actively involved as a linguistic statement analyst and regularly offers his skills as an investigative consultant and linguistic statement analysis instructor with departments throughout the United States, Canada, and Mexico.

June 10, 11 & 12, 2009

**Norman, Oklahoma
(Oklahoma City area)**

Register On-Line At: www.patc.com

Linguistic Statement Analysis Detecting Deception

Course Objectives:

The **Linguistic Statement Analysis Technique** (LSAT) is a discipline that is highly effective in the detection of deception, truthfulness and identification of hidden information in a subject's written or spoken statements. LSAT involves scientifically examining the word choice, structure and content of a subject's statement to determine whether it is truthful or deceptive as opposed to the traditional emotional method of rationalizing the events in the subject's story.

How LSAT Works

All humans use the same subconscious strategies to deceive, by using different words and phrases, statement structure and content in their statements than truthful ones. Years of research by experts in the fields of language, psychology and deception detection have led to the identification of these trends in language that are referred to as linguistic signals. Using LSAT you will identify these linguistic signals that differentiate deceptive statements from truthful ones. It is equally effective when used on suspect, witness, and victim statements alike.

The linguistic analyst examines the subject's statement to identify all of the existing linguistic signals. They can then determine if the statement is truthful or deceptive, exactly what specific points of the statement are deceptive or truthful, and reveal much information that the subject didn't intend to include. Look at an example:

"Before I left home, I said goodbye to her. After I said goodbye to her, I left the house to catch my flight."

The sentences above are a small segment taken from a murder suspect's written statement. They appear to be rather insignificant but believe it or not, this segment contains SIX signals that the writer is likely to have committed the murder! He even tells us *when* he committed it! The information taught in the class will teach you to immediately recognize why the statement tells us this and will make the linguistic signals jump off the page at your eye!

How This Can Help You

Using LSAT, the interviewer knows *prior to the interview*, what the deception is and where it lies. The interviewer/analyst focuses directly upon those areas, using a competent interview technique, and compels them to confess. Investigators will save countless hours of hit-and-miss interviewing.

Students will also learn how to develop and use the LSAT Investigative Questionnaire, or "IQ". Using the IQ, one investigator can "interview" an unlimited number of suspects at the same time for virtually any offense narrowing the suspect list to only a handful in a matter of minutes.

Course Information

LSAT is conducted in the following formats:

- Basic Linguistic Analysis;** General criminal investigation
- LSAT for Arson Investigation;** same as basic but focus on arson statements

Seminar Agenda Linguistic Statement Analysis Detecting Deception

June 10, 11 & 12, 2009 • Norman, Oklahoma
(Oklahoma City area)

Wednesday, June 10, 2009

- 8:00 a.m.—8:30 a.m. **Registration**
- 8:30 a.m.—9:25 a.m. **Introduction to LSAT**
1. Deceptive v. Truthful thought Process
 2. Logic v. Memory
 3. How Memory works
- 9:25 a.m.—11:30 a.m. **Foundations of Statement Analysis**
- a. History and Premises
- 11:30 a.m.—12:45 p.m. Lunch (On Your Own)
- 12:45 p.m.— 2:00 p.m. **Intro to Linguistic Signals**
1. Pronouns
 2. Statement Credibility
- 2:00 p.m.— 3:15 p.m. **Linguistics Signals Continued**
1. Signs of Omitted Information
 2. Deception Strategies
- 3:15 p.m.— 3:45 p.m. **Practical Exercise #1**
- 3:45 p.m.— 4:45 p.m. **Linguistic Signals Continued**
1. Information Gaps
 2. Hidden Information

Thursday, June 11, 2009

- 8:00 a.m.—10:55 a.m. **Linguistic Signals Continued**
1. Signs of Sensitivity
 - a. Hidden Information
 2. Time References
 - a. Truth v. Deception
- 10:55 a.m.— 11:30 a.m. **Practical Exercise # 2**
- 11:30 a.m.—12:45 p.m. Lunch (On Your Own)
- 12:45 p.m.— 2:10 p.m. **Linguistic Signals Continued**
1. Memory References
 2. Communication References
 3. Punctuation

2:10 p.m.— 3:30 p.m. Interpretation of the Analysis

3:30 p.m.— 4:30 p.m. Practical Exercise # 3

Friday, June 12, 2009

- 8:00 a.m.—8:20 a.m. **Clarification/ Review**
- 8:20 a.m.— 8:45 a.m. **Validity Assessments**
- a. Assessing overall validity/credibility
- 8:45 a.m.— 9:30 a.m. **Practical Exercise #4**
- 9:40 a.m.— 11:45 a.m. **Intro—Investigative Questionnaire (IQ)**
- 11:45 a.m.— 12:00 p.m. **Conclusions, Website use, misc. Certificate Presentation**

Cut Along Dotted Line

3 Ways to Register for a Seminar!

1. **On-line Registration** at www.patc.com — Yellow/Blue link in corner
2. **Fax Form** to Public Agency Training Council **FAX: 1-317-821-5096**
3. **Mail Form** to

Public Agency Training Council
5101 Decatur Blvd, Ste. L
Indianapolis, Indiana 46241

Federal ID# 35-1907871

*** Pre-payment is not required to register ***

Upon receiving your registration we will send an invoice to the department or agency.

Checks, Claim Forms, Purchase Orders should be made payable to:

Public Agency Training Council

If you have any questions please call
317-821-5085 (Indianapolis)
800-365-0119 (Outside Indianapolis)



Seminar Title: Linguistic Statement Analysis

Instructor: Bob Shaffer

When: June 10, 11 & 12, 2009

Registration Time: 8:00 A.M. (June 10, 2009)

Seminar Location: **Absentee Shawnee Tribal Events Center/Casino**
15700 E Hwy 9
Norman, OK 73069

Hotel Reservations: **NCED/Marriott**
2801 E Hwy 9
Norman, OK 73069
1-405-366-4104
\$78.00 single w/ breakfast

Registration Fee: \$295.00 Includes Hand-outs, Linguistic Statement Analysis Detecting Deception Manual, Coffee Breaks, and Certificate of Completion.

Seminar ID
#7835

Note: To receive special Room rate please Identify yourself with LSAT.

Names of Attendees 1. _____

2. _____

3. _____

4. _____

Agency _____

Invoice To Attn: _____
(Must Be Completed)

Address _____

City _____ **State** ____ **Zip** _____

Email _____

Phone _____

Fax _____