

# Why Attend?

The Kinesic Interview and Interrogation will assist you in identifying and detecting deception based upon normal and abnormal response to stress.

The technique will provide you with the knowledge and understanding of personality profile of the subject and how to structure your interview and questions to gain the maximum information from your subject.

## Upon Completion:

The attendee will be provided the knowledge and skills to conduct a successful and effective interview with results from **The Practical Kinesic Analysis Phase**.

- 1) **Verbal Cues** - Identification of symptoms of speech quality and content which give the interviewer the most productive body of data necessary to determine truth and deception.
- 2) **Practical Kinesic Statement Analysis** - Assessment of truth and deception through the use of verbal cues coupled with methods of human recall and symptoms made self-evident in the statement taking process.
- 3) **Body Language Cues** - The observable body language cues of deception that are unbalanced or inconsistent in relation to the speech cues or emotional symptoms generated by the subject at the same time.
- 4) **Kinesic Subject Control** - Discussion of various techniques available to the interviewer to take control and command of the interview environment. From proxemics to mirroring - the use of enhanced information gathering skills.
- 5) **Confession Behaviors** - Identification and recognition of the verbal and nonverbal acceptance cues generated by a subject who is prepared to give an admission of confession.



**Public Agency Training Council**

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October 19, 20 & 21, 2009 • Norman, Oklahoma

# Public Agency Training Council

*Jim Alsup, Director*



National Criminal Justice

Public Safety Continuing Education

Sponsored By:  
**Absentee Shawnee Tribal Police**  
Shawnee, Oklahoma

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

Training Seminar

## Phase I Practical Kinesic Interview & Interrogation®

Instructor:

**Daniel E. Sosnowski**

Dan is a 1980 graduate of John E. Reid College of Detection and Deception and is one of the few polygraph examiners in the country to hold a Masters of Science Degree in the field of polygraph. He has been awarded a Senior Research Fellow in Forensic Psychology at the University of Birmingham, United Kingdom.

He was a former police officer in the Chicago area and was on the staff at John E. Reid & Associates. He is the former director of two polygraph training schools who have taught numerous law enforcement officer as well as individuals from the private sector.

Dan is President of S.O.S. Services, Inc., a private polygraph company located in Marietta, Georgia. S.O.S. Services, Inc. is currently performing a wide range of polygraph examinations but is specializing in sex offender testing. Dan is the polygraph examiner of choice for Dr. Gene Abel as well as other therapist in the Atlanta area.

He conducts numerous training seminars across the United States and has been an invited speaker at the American Polygraph Association's annual seminar as well as numerous State Polygraph Associations. Dan was elected as a Director to serve on the Board for the American Polygraph Association in August, 2000. He was re-elected to a third two year term in July 2006. Dan is currently involved in several research projects concerning the accuracy and validity of the polygraph. These studies are being conducted in conjunction with the University of Newcastle, United Kingdom. He conducted the first polygraph training in that country. He has also been published in several professional journals in the United Kingdom as well as the United States.

Dan's diverse background in both the private and law enforcement agencies, along with presently conducting criminal interviews and interrogations, gives him a wealth of knowledge and experience to draw from. As a speaker, Dan is very informative and motivating. His sense of humor makes it a pleasure to listen to him. He easily adapts to circumstances and surroundings, which is one of the foremost assets of any successful interrogator.

### Who Should Attend:

Any officers whose job requires him/her to conduct interview and/or interrogation sessions related to their job, Law Enforcement, Fire Service, Arson Investigator, Prosecutors, Prison, Personnel, Social Services, Drug/ Narcotic, Homicide, Burglary, Robbery, Sex Crimes Investigations, Security Personnel, and Hostage Negotiation Officers

**October 19, 20 & 21, 2009**

Norman, Oklahoma

Register On-Line At: [www.patc.com](http://www.patc.com)

# Phase I Practical Kinesic Interview and Interrogation®

## Course Objectives:

The primary reason for the existence of any investigator, whether in the criminal, loss prevention, personnel, intelligence, safety, or private investigation field, is to gather information. The success of the investigator is directly related to his ability to conduct effective interviews and interrogations. In 1975, the Rand Corporation concluded through research that the single most important factor directly affecting the outcome of any investigation was the quality of information obtained from the witness or victim of the event. It is reasonable, therefore, to also believe that the proper interview and interrogation of possible suspects has an equal, if not greater, effect on the success of an investigation.

The concept of interviewing held by many investigators is that it appears to be a skill one is possibly born with and is something that cannot be taught. It would also seem that interview and interrogation is viewed as a method of merely following a list of questions presented in some disciplined and structured manner with little or no variation. In reviewing current, as well as dated texts and articles, the new interviewer is led to believe that interview and interrogation is also merely an exercise in asking the "who, what, where, when, and how" that are routinely used in reporting. All such concepts appear to ignore the fact that human behavior, not to mention human interpersonal communication, is complex and multifaceted, and that neither can be approached in a restrictive, structured manner.

Traditionally, the study of kinesics focused on the observable outward physical behaviors of the body in order to ascertain the person's current emotional state and the role the body plays in communicating that information. It was quickly learned that by understanding the "vocabulary" of body language along with the diagnosis of a person's verbal output, an interviewer could more easily assess a person's truthfulness or deception regarding the current issue under discussion.

Kinesic interview and interrogation is viewed as a multiphase behavioral analysis system used to conduct more effective and efficient interpersonal communications. The foundation of the technique rests on the common everyday behavior of human beings and their diverse communication abilities. Some of these communication skills are learned from a collection of available human behaviors, while other characteristics exist in all human animals.

Finally, the art of interview and interrogation is a skill that is learned, but not from a single lesson, class, or textbook. It is a skill that is practiced, polished, and honed over time, and the successful interviewer and interrogator is one who knows that the learning process never ends. To be a successful and professional interviewer and interrogator, one must be a committed student and professional interviewer and interrogator, one must be a committed student of human behavior. To achieve positive results, the professional interviewer and interrogator must study the process, practice his skills, and use his knowledge in pursuit of the truth.

The essential thing is not to find truth but to investigate and search for it.

Max Nordau, *Paradoxes*, 1885

# Seminar Agenda Phase I Practical Kinesic Interview and Interrogation®

October 19, 20 & 21, 2009 • Norman, Oklahoma

## Monday, October 19, 2009

- 8:00 a.m. - 8:30 a.m. Registration
- 8:30 a.m. - 12:00 Noon **Introduction To Practical Kinesic Interview & Interrogation®**
- Historical Background
  - Physiological and Mental Basis
  - Practical Kinesic Principles
  - The Stress Response States
- 12:00 Noon - 1:00 p.m. Lunch
- 1:00 p.m. - 5:00 p.m. **Verbal Quality; Verbal Clarity**
- Verbal Content - Anger Response
  - Depression Response
  - Denial Response

## Tuesday, October 20, 2009

- 8:00 a.m. - 12:00 Noon **Verbal Content - Denial Response (Continued)**
- Bargaining Response
  - Acceptance Response
- 12:00 Noon - 1:00 p.m. Lunch
- 1:00 p.m. - 5:00 p.m. **Practical Kinesic Statement Analysis<sup>SM</sup>**
- Investigative Uses
  - Principles of Analysis
  - Obtaining Useable Samples
  - Analysis Guidelines
  - Sample Analysis
  - Practical Exercises

## Wednesday, October 21, 2009

- 8:00 a.m. - 12:00 Noon **Review Of Practical Exercises**
- Body Language Cues
  - Practical Kinesic Principles
  - Eyes
  - Eye Contact
  - Movements
- 12:00 Noon 1:00 p.m. Lunch
- 1:00 p.m. - 5:00 p.m. **Body Language Cues (Continued)**
- Head - Mouth, Nose, Color, Facial Expressions
  - Arms - Touching Behaviors, Crossing, Protective Gestures
  - Barricading
  - Proxemics
  - Confession Symptoms
- 5:00 p.m. **Certificate Presentation**

Cut Along Dotted Line

## 3 Ways to Register for a Seminar!

1. **On-line Registration** at [www.patc.com](http://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  
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**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:** Kinesic Interview®, Phase I  
**Instructor:** Daniel E. Sosnowski  
**Seminar Location:** Absentee Shawnee Tribal Events Center/Casino  
15700 E Hwy 9  
Norman, OK 73069  
**When:** October 19, 20 & 21, 2009  
**Registration Time:** 8:00 A.M. (October 19, 2009)  
**Hotel Reservations:** NCED/Marriott  
2801 E Hwy 9  
Norman, OK 73069  
1-405-366-4104  
\$78.00 Single with breakfast

**Seminar ID #7993**

**Registration Fee:** \$295.00 Includes Hand-outs, Phase I Practical Kinesic Interview & Interrogation® Manual, Coffee Breaks, and Certificate of Completion.

**Note:**  
To receive special room rates, please identify yourself with Kinesic.

**Names of Attendees** 1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

**Agency** \_\_\_\_\_

**Invoice To Attn:** \_\_\_\_\_  
(Must Be Completed)

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