

Five Stages of Interview and Interrogations

Course Overview

This course emphasizes the importance of structured interview techniques in modern investigations. With traditional methods increasingly challenged in U.S. and Canadian courts, investigators must adopt approaches that produce reliable, admissible statements.

The course draws from over 35 years of real-world interviewing experience by the instructor, who continues to conduct interviews for both law enforcement agencies and criminal defense attorneys. This dual perspective provides attendees with a balanced understanding of effective and legally defensible interviewing.

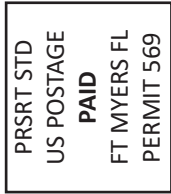
The training focuses on listening, patience, rapport, and structured stages, ensuring interviews yield useful, court-ready confessions and statements. Real-life interview videos are incorporated, exposing attendees to authentic, sometimes sensitive material.

Course Objectives

- **Traits of Deception**  
Learn to identify 18 deception indicators that even experienced interviewers may struggle to detect
- **Types of Denial**  
Explore why and how people lie, with practical tools for using denial strategies in the review and resolution stage
- **Fundamental Interview Theories**  
Understand core principles, including common interviewer mistakes, optimal room setup, and effective case preparation
- **Rapport Building**  
Develop empathy and listening skills to foster trust and open communication
- **Five Stages of Successful Interviews**  
Learn a structured, repeatable formula to conduct interviews across diverse cases and subjects
- **Analytical Disclosure Dialogue**  
Use targeted, critical questions to analyze responses, categorizing them as acceptable or unacceptable
- **Improving Listening Skills**  
Move beyond hearing words to truly listening, enabling more precise and effective information gathering
- **Assessing Verbal Responses**  
Unlock deeper meaning in subjects’ answers, considering both facts and context
- **Assessing Non-Verbal Behaviors**  
Apply recent research showing that body language can mislead; instead, learn to use observable behaviors to strengthen interviews

Who Should Attend?

Investigators • Detectives • Patrol Officers • Loss Prevention  
Judicial Investigators • Intelligence Officers • Background Investigators  
Probation Officers • Parole Officers • Polygraph Examiners



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November 10, 11 & 12, 2026 • LaPlace, Louisiana

TRAINING SEMINAR  
Five Stages of  
Interview and Interrogations

November 10, 11 & 12, 2026  
LaPlace, Louisiana

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★ LLRMI Experienced Instructors ★  
Make the Difference

Instructor  
Daniel E. Sosnowski

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## Seminar Agenda

### Tuesday, November 10, 2026

|                    |                                                                                                                                                                                                                                                                                                               |
|--------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:00 – 8:30 am     | Registration                                                                                                                                                                                                                                                                                                  |
| 8:30 am – 12:00 pm | <b>Introductions</b><br><b>Setting Up the Room</b><br><b>Forms of Denial</b> <ul style="list-style-type: none"><li>• Reasons Why People Lie</li><li>• Types of Denial</li></ul> <b>Ingredients of Good Liars</b> <ul style="list-style-type: none"><li>• 18 Traits of Lying</li></ul> <b>Rapport Building</b> |
| 12:00 – 1:00 pm    | Lunch (On Your Own)                                                                                                                                                                                                                                                                                           |
| 1:00 – 4:30 pm     | <b>5 Stages of Successful Interviews</b> <ul style="list-style-type: none"><li>• Introduction Stage, Recounting Stage, Probing Stage</li><li>• Analytical Disclosure</li><li>• Review and Resolution, Closing Stage</li></ul>                                                                                 |

### Wednesday, November 11, 2026

|                    |                                                                                                                                                         |
|--------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:00 am – 12:00 pm | <b>5 Stages of Successful Interviews</b> ( <i>continued</i> )                                                                                           |
| 12:00 – 1:00 pm    | Lunch (On Your Own)                                                                                                                                     |
| 1:00 – 4:30 pm     | <b>Improving Listening Skills</b> <ul style="list-style-type: none"><li>• Analytical Disclosure Dialogue</li><li>• Assessing Verbal Responses</li></ul> |

### Thursday, November 12, 2026

|                    |                                       |
|--------------------|---------------------------------------|
| 8:00 am – 12:00 pm | <b>Assessing Non-Verbal Responses</b> |
| 12:00 pm           | Certificate Presentation              |

### Instructor Bio

Daniel E. Sosnowski has been a senior interview and interrogation instructor for over 35 years. He has been awarded a Senior Research Fellow in Forensic Psychology at the University of Birmingham, United Kingdom. In January 2008, he was selected as Subject Matter Expert to teach the Counter-Intelligence Command in Iraq on behalf of the U.S. Government. In June 2008, he was once again selected as Subject Matter Expert to teach the Iraqi Ministry of Defense and Ministry of Interior on behalf of the U.S. Government. In 1997, he was selected as a Subject Matter Expert to work with John Hopkins Applied Physics Laboratory which developed the “Mike Simmen” FBI Interactive Computer Interview Program.

He was a former police officer and investigator in the Chicago area and was on the staff at John E. Reid & Associates.

Dan is President of SOS Services, Inc., a private consulting company located in Woodstock, Georgia. Dan is currently performing a wide range of interviews and specializes in sex offender testing. Dan has been a leader in the area of developing tactics and techniques to interview individuals involved in sexual deviant behavior. He has been teaching this specialized course to police agencies, therapist and probation officers.

Dan has conducted over 20,000 interviews regarding all areas of criminal behavior. These cases cover a wide range of emotional and cognitive behaviors involving the individuals being interviewed and sometimes confronted with very negative information. In order to successfully interview people, Dan has had to employ verbal de-escalation tactics to diffuse anger and turn those negative emotions into something positive. He will teach the methods and techniques he currently utilizes in everyday situations. He conducts numerous training seminars across the United States and Europe regarding Interviewing & Interrogation. He is a clinical member of the Association for the Treatment of Sexual Abusers (ATSA).

### 3 Ways to Register

Register Online at [www.llrmi.com](http://www.llrmi.com)

Fax Form to: 317-386-8228

Mail Form to: Legal and Liability Risk Management  
700 N. Carr Rd., #595  
Plainfield, Indiana 46168  
Federal ID: 81-0692135



If you have any questions please call: **317-386-8325**

❖**PREPAYMENT IS NOT REQUIRED TO REGISTER**❖

Upon receiving your registration we will send an Invoice to your department or agency. Checks, claim forms, purchase orders should be made payable to LLRMI.

|                     |                                                                                                                                             |
|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
| Seminar Title:      | Five Stages of Interview and Interrogations                                                                                                 |
| Seminar ID:         | <b>#17282</b>                                                                                                                               |
| Dates:              | November 10, 11 & 12, 2026                                                                                                                  |
| Registration Time:  | November 10, 2026, 8 am                                                                                                                     |
| Instructors:        | Daniel E. Sosnowski                                                                                                                         |
| Seminar Location:   | Lloyd B. Johnson Law Enforcement Center<br>947 Cambridge Drive<br>LaPlace, Louisiana 70068                                                  |
| Hotel Reservations: | Holiday Inn Express<br>4284 Highway 51<br>LaPlace, Louisiana 70068<br>1-985-618-1600<br>\$118.00 King Bed / \$126.00 2 Queen Bed (Plus Tax) |
| Group Code:         | <b>LLRMI-FIV</b><br>To receive special room rates, please identify yourself with this group code.                                           |
| Registration Fee:   | \$350.00<br>Includes Five Stages of Interview and Interrogations Training, <b>Printed Training Manual</b> and Certificate of Completion     |



**Legal & Liability Risk Management  
Institute**

**James R. Alsup, Director**

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### Registration Form – Five Stages of Interview and Interrogations #17282

Names of Attendees

1. \_\_\_\_\_ 3. \_\_\_\_\_  
2. \_\_\_\_\_ 4. \_\_\_\_\_

Agency \_\_\_\_\_

Invoice To Attention of: (Must be completed.) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_ Fax \_\_\_\_\_