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

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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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Plainfield, IN 46168

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FAX: 317-386-8228
www.llrmi.com

February 2, 3 & 4, 2027 • Goodyear, Arizona

TRAINING SEMINAR

Five Stages of Interview and Interrogations

February 2, 3 & 4, 2027
Goodyear, Arizona

SPONSORED BY:
Goodyear Police Department
Goodyear, Arizona

This Course Qualifies for Agency Sponsored Training Credit

★ **LLRMI Experienced Instructors Make the Difference** ★

Instructor
Daniel E. Sosnowski

Register On-Line at: www.llrmi.com

Legal & Liability Risk Management Institute
James R. Alsup, Director
www.llrmi.com

Seminar Agenda

Tuesday, February 2, 2027

8:00 – 8:30 am — Registration

8:30 am – 12:00 pm — **Introductions**

Setting Up the Room

Forms of Denial
- Reasons Why People Lie
- Types of Denial

Ingredients of Good Liars
- 18 Traits of Lying

Rapport Building

12:00 – 1:00 pm — Lunch (On Your Own)

1:00 – 4:30 pm — **5 Stages of Successful Interviews**
- Introduction Stage, Recounting Stage, Probing Stage
- Analytical Disclosure
- Review and Resolution, Closing Stage

Wednesday, February 3, 2027

8:00 am – 12:00 pm — **5 Stages of Successful Interviews** *(continued)*

12:00 – 1:00 pm — Lunch (On Your Own)

1:00 – 4:30 pm — **Improving Listening Skills**
- Analytical Disclosure Dialogue
- Assessing Verbal Responses

Thursday, February 4, 2027

8:00 am – 12:00 pm — **Assessing Non-Verbal Responses**

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).

Registration Form – Five Stages of Interview and Interrogations #17519

Names of Attendees

1. _____ 3. _____

2. _____ 4. _____

Agency _____

Invoice To Attention of: (Must be completed.) _____

Address _____

City _____ State _____ Zip _____

Email _____ Phone _____ Fax _____

3 Ways to Register

Register Online at 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:	**#17519**
Dates:	February 2, 3 & 4, 2027
Registration Time:	February 2, 2027, 8 am
Instructors:	Daniel E. Sosnowski
Seminar Location:	Goodyear Police Department 11 N. 145th Avenue Goodyear, Arizona 85338
Hotel Reservations:	SpringHill Suites by Marriott Phoenix Goodyear 1370 North Bullard Avenue Goodyear, Arizona 85338 1-602-354-9540 State Gov't Rate (plus tax)
Group Code:	**State Gov't Rate - Must show State Gov't ID at check in to receive rate**
Registration Fee:	$350.00 Includes Five Stages of Interview and Interrogations Training, **Printed Training Manual** and Certificate of Completion

Legal & Liability Risk Management Institute

James R. Alsup, Director

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