

INTERROGATION TIPS FOR NERDS LIKE ME



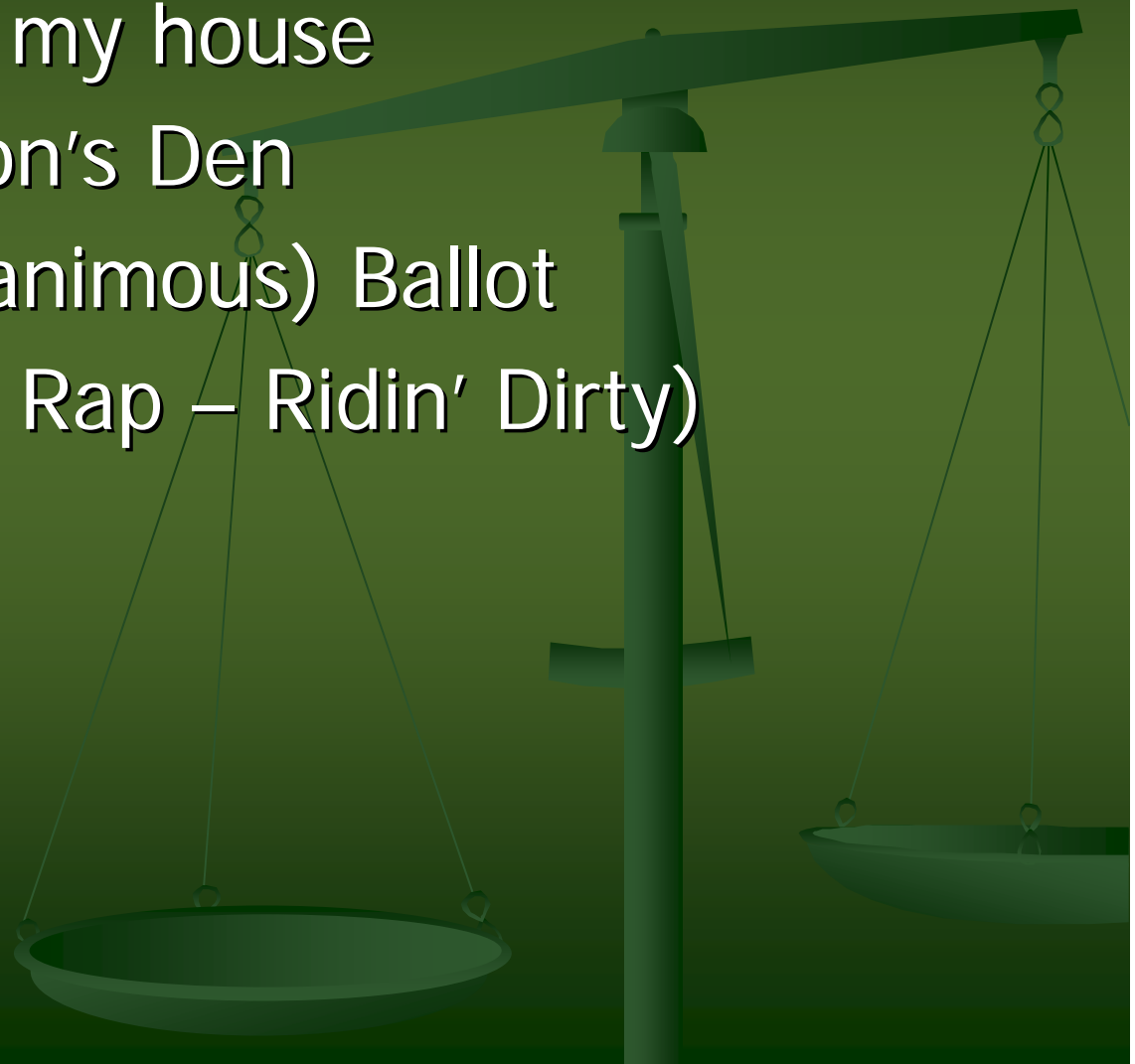
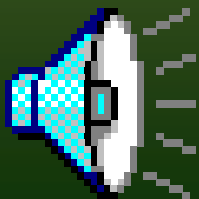
CAPE POLYGRAPH SEMINAR 2007



JOHN (HERKLE) SCHWARTZ
HOUSTON, TEXAS
(NOT THE FAMOUS JOHN SWARTZ)

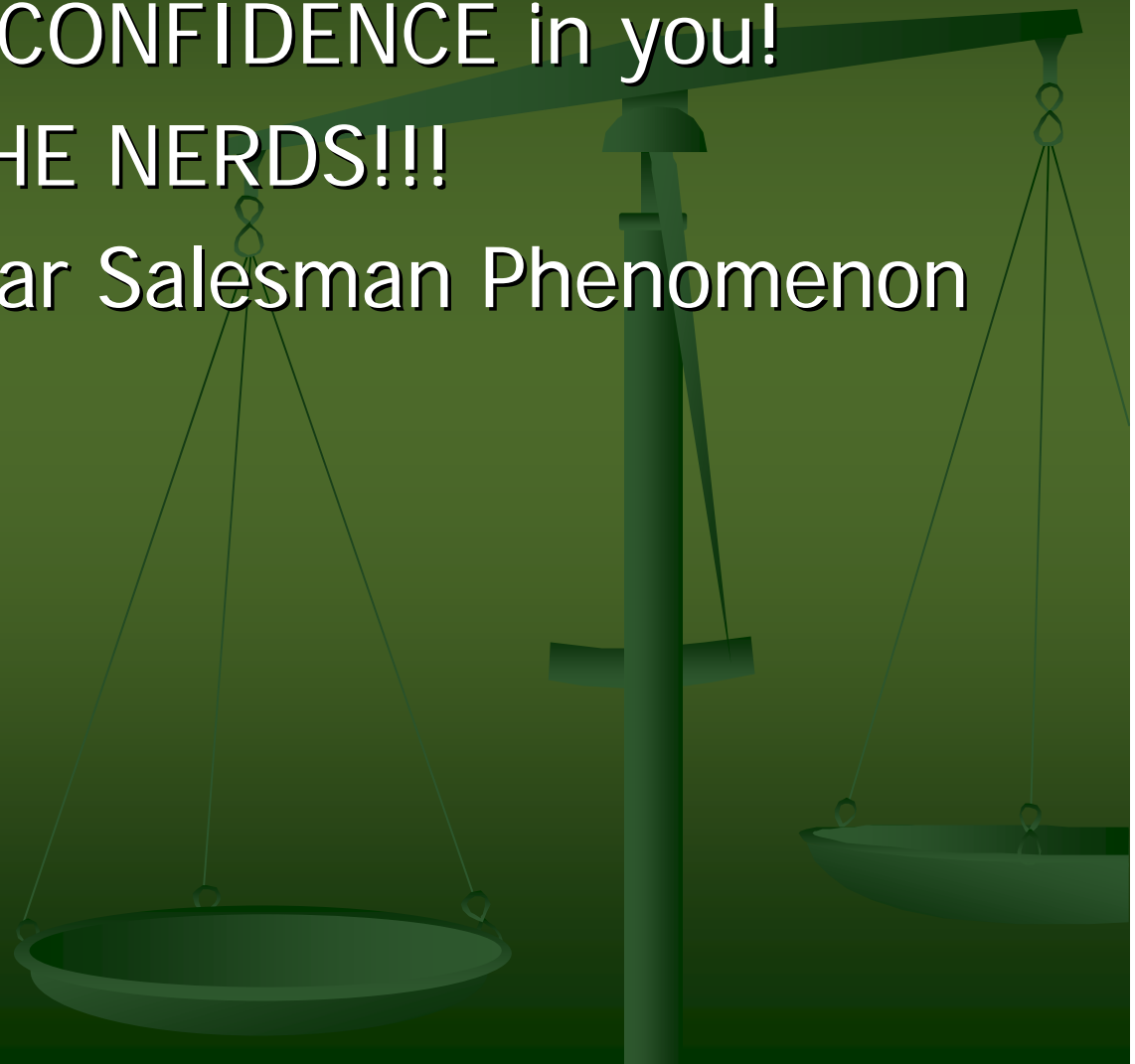
My Confession

- Watching TV at my house
- Daniel in the Lion's Den
- The (almost unanimous) Ballot
- SONG (Gangsta Rap – Ridin' Dirty)



You Can Do It!!

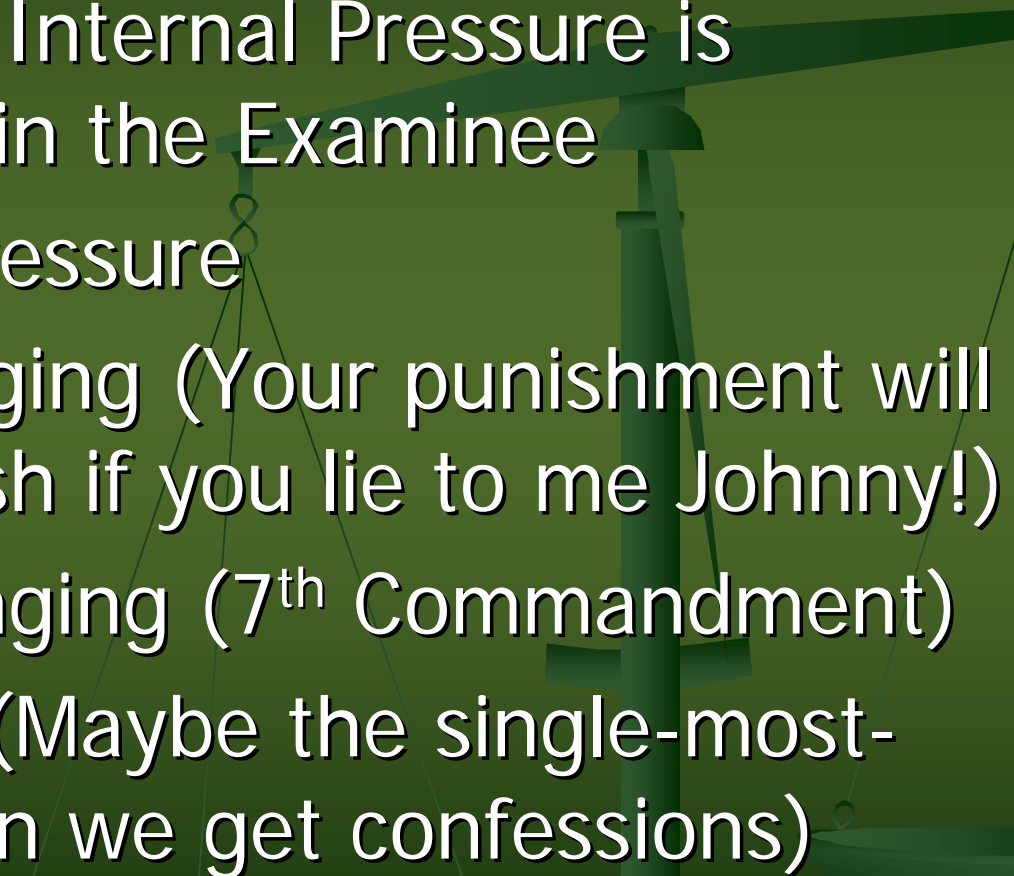
- I want to instill CONFIDENCE in you!
- REVENGE OF THE NERDS!!!
- Einstein/Used Car Salesman Phenomenon



This Is How You Can Do It

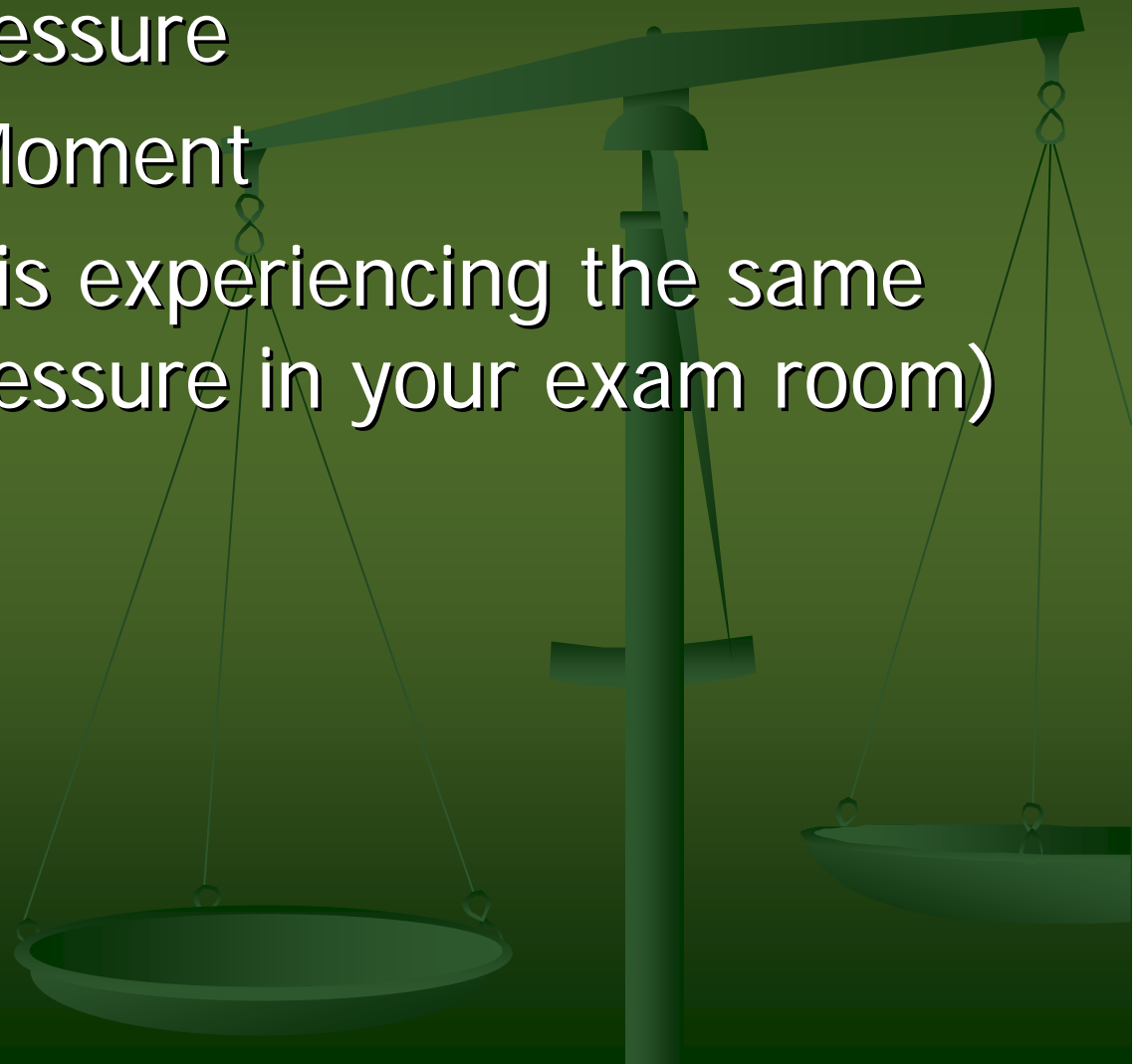
- Brisentine's Management Philosophy
- Read Trivia – Longitudinal Study (ink pen)
- You can always talk to examinee about something
- Since you and I aren't naturally good at interrogation – Let the examinee Interrogate Himself!
- Determine what motivates the examinee

INTERNAL PRESSURE

- Be mindful that Internal Pressure is Always Present in the Examinee
 - Psychological Pressure
 - Parental Upbringing (Your punishment will be twice as harsh if you lie to me Johnny!)
 - Religious Upbringing (7th Commandment)
 - The Cookie Jar (Maybe the single-most-important reason we get confessions)
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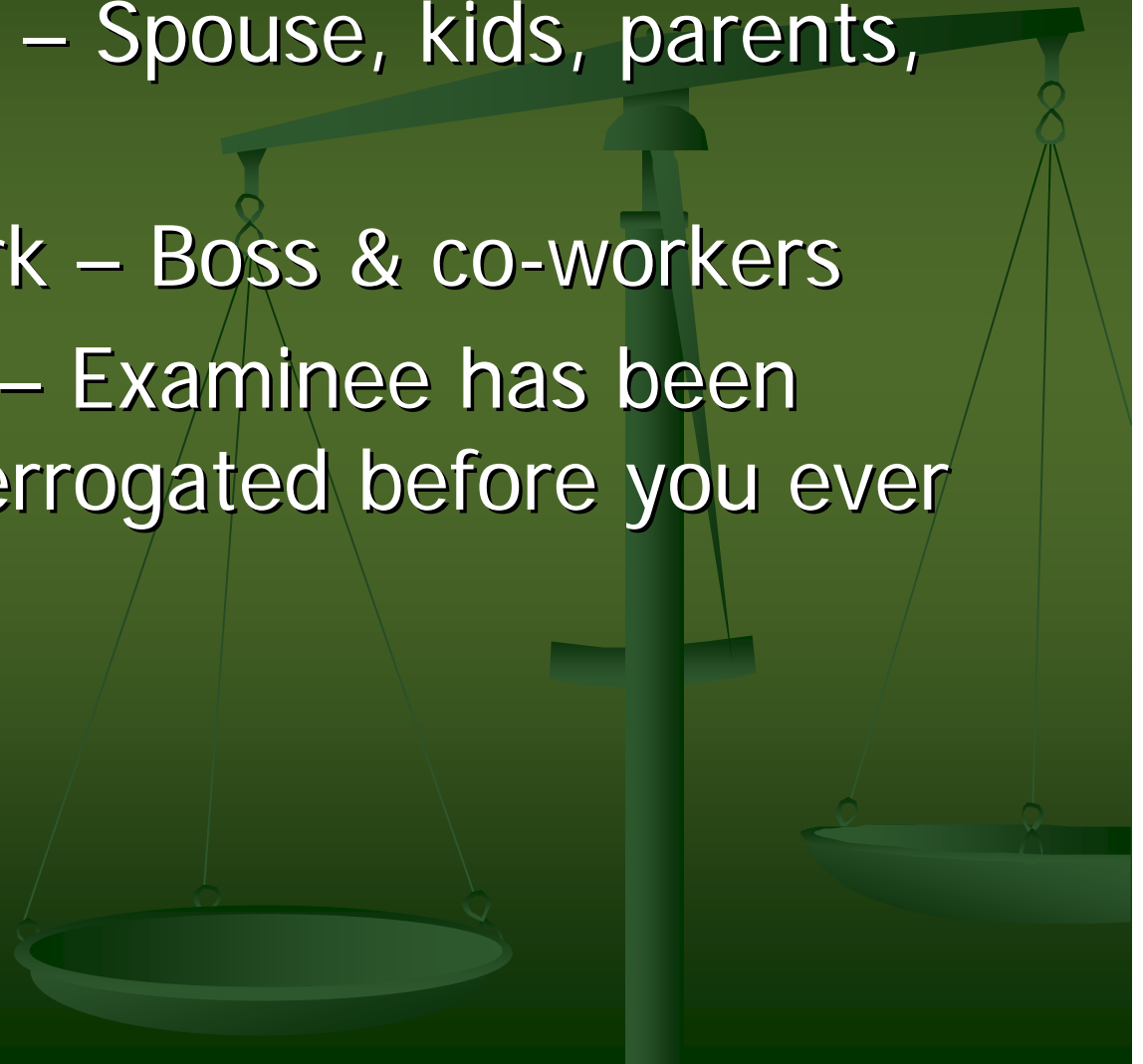
INTERNAL PRESSURE

- Physiological Pressure
- Life-Changing Moment
- (The examinee is experiencing the same physiological pressure in your exam room)



EXTERNAL PRESSURE

- Family Pressure – Spouse, kids, parents, neighbors
- Pressure at Work – Boss & co-workers
- Police Pressure – Examinee has been interviewed/interrogated before you ever meet them

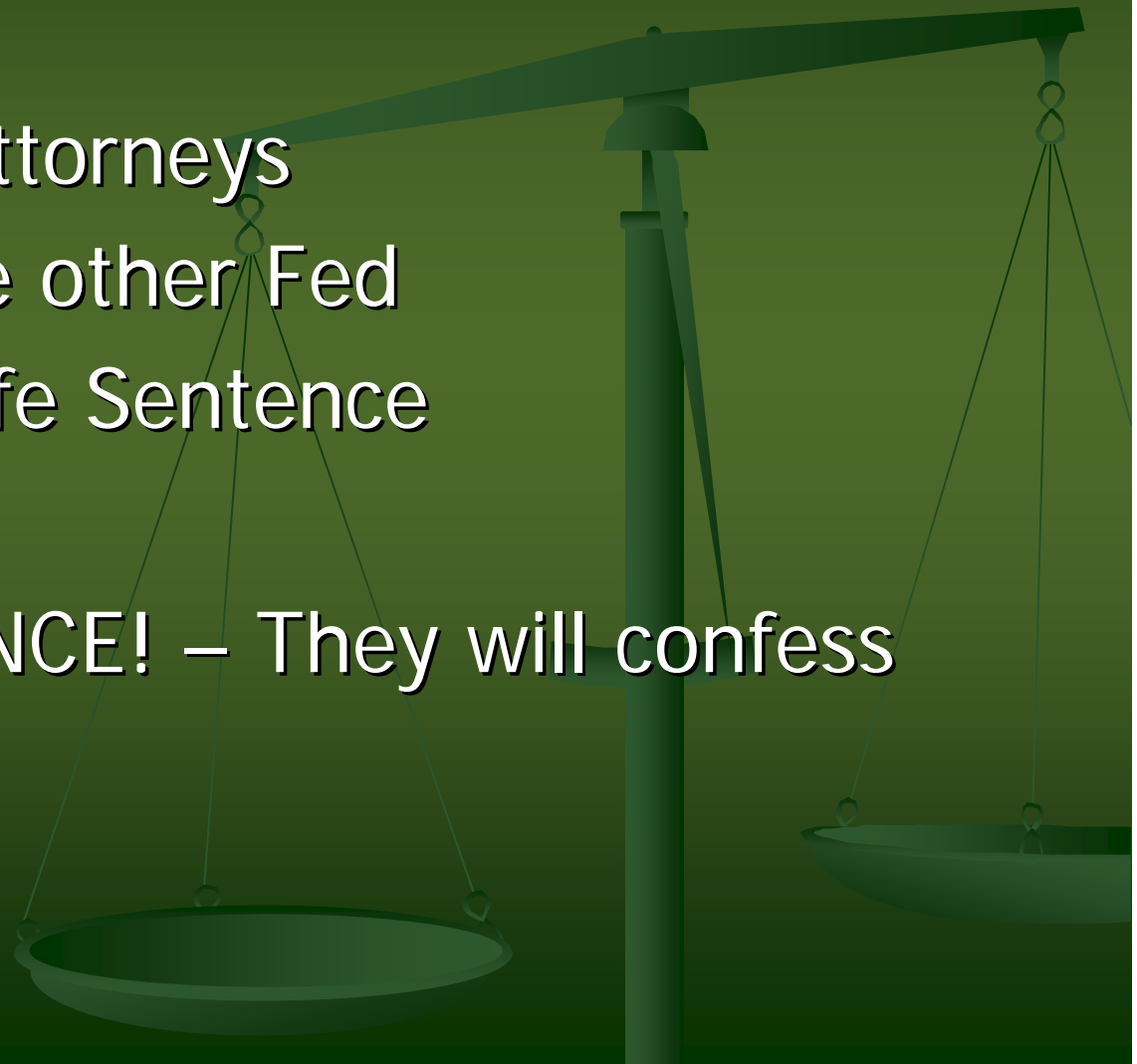


PRESSURE BUILDUP/RELEASE

- Examinee will always seek relief from these various pressures – Homeostasis
- YOU – The examiner, hold the key to the pressure valve
- Remember – ALL OF THESE PRESSURES ARE ALWAYS PRESENT IN THE EXAM ROOM, AND ARE WORKING FOR YOU - CONFIDENCE

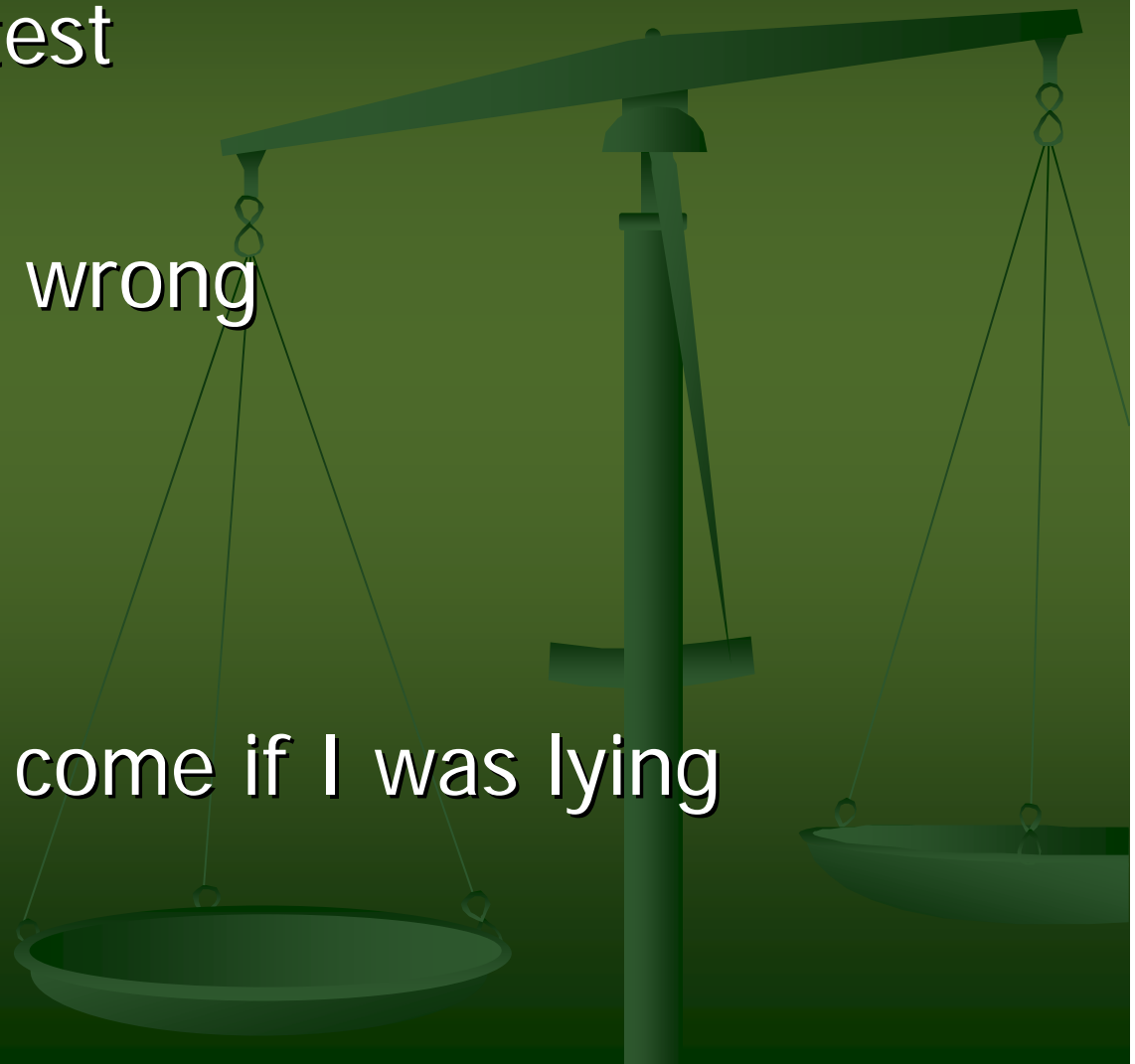
Who Are You Testing?

- FBI Agents
- United States Attorneys
- DEA, ATF, some other Fed
- Inmates with Life Sentence
- Terrorists
- Have CONFIDENCE! – They will confess



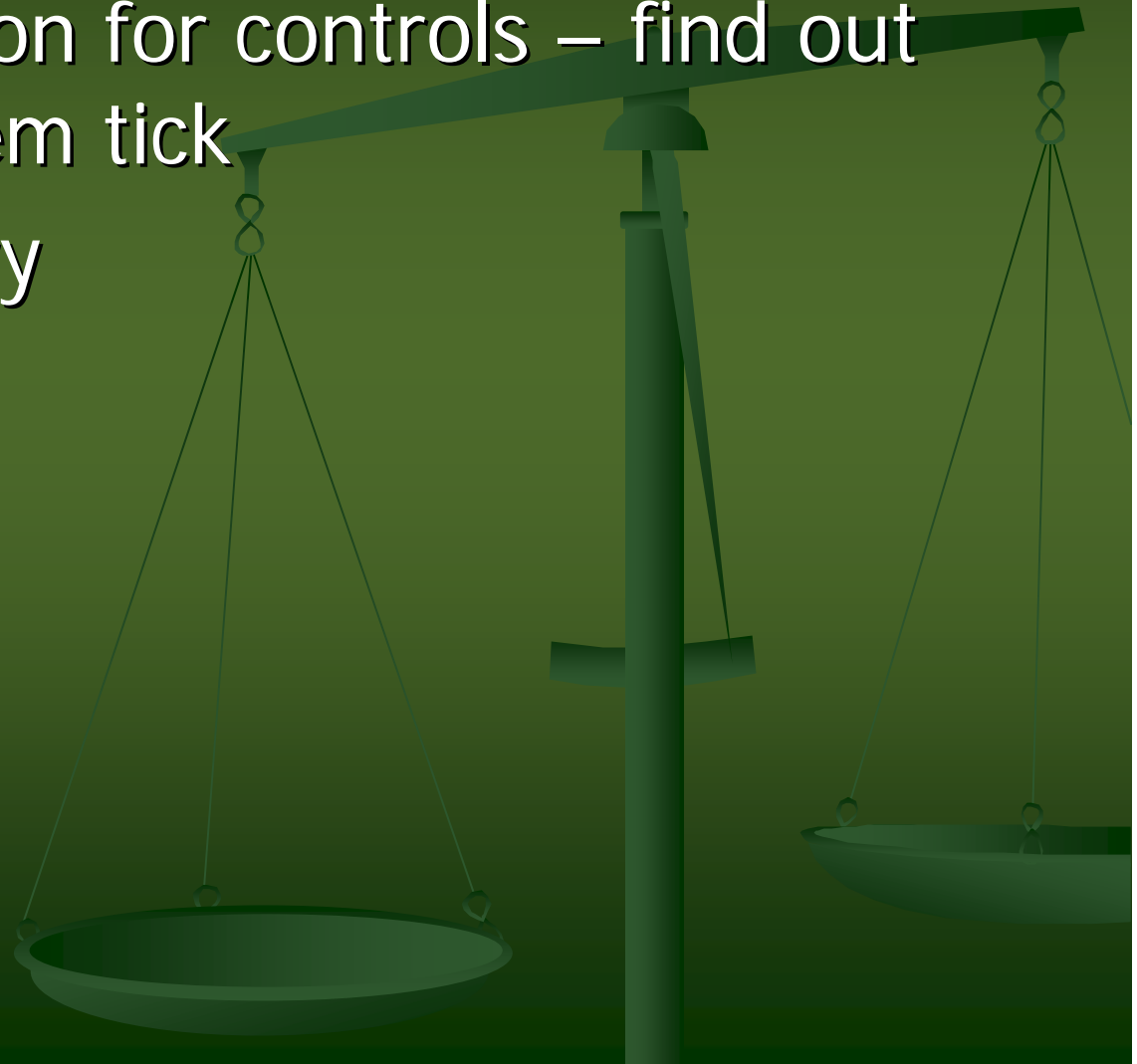
Overcoming Objections

- Do it in the pretest
- Nervous
- Your Machine is wrong
- False Positive
- Cuff Pressure
- Sick
- I wouldn't have come if I was lying



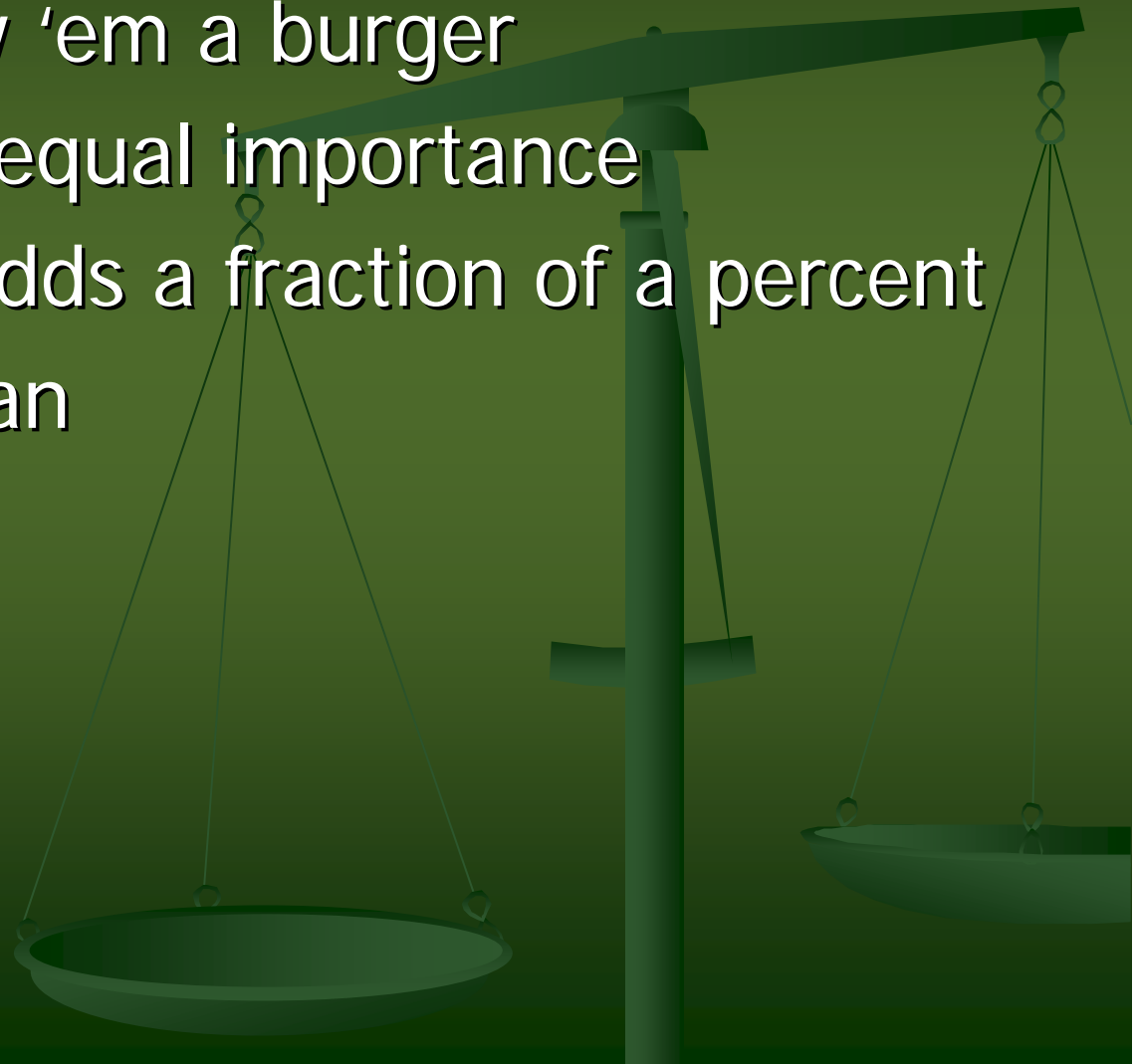
Comparisons Are Important

- Laying foundation for controls – find out what makes them tick
- Tell them a story



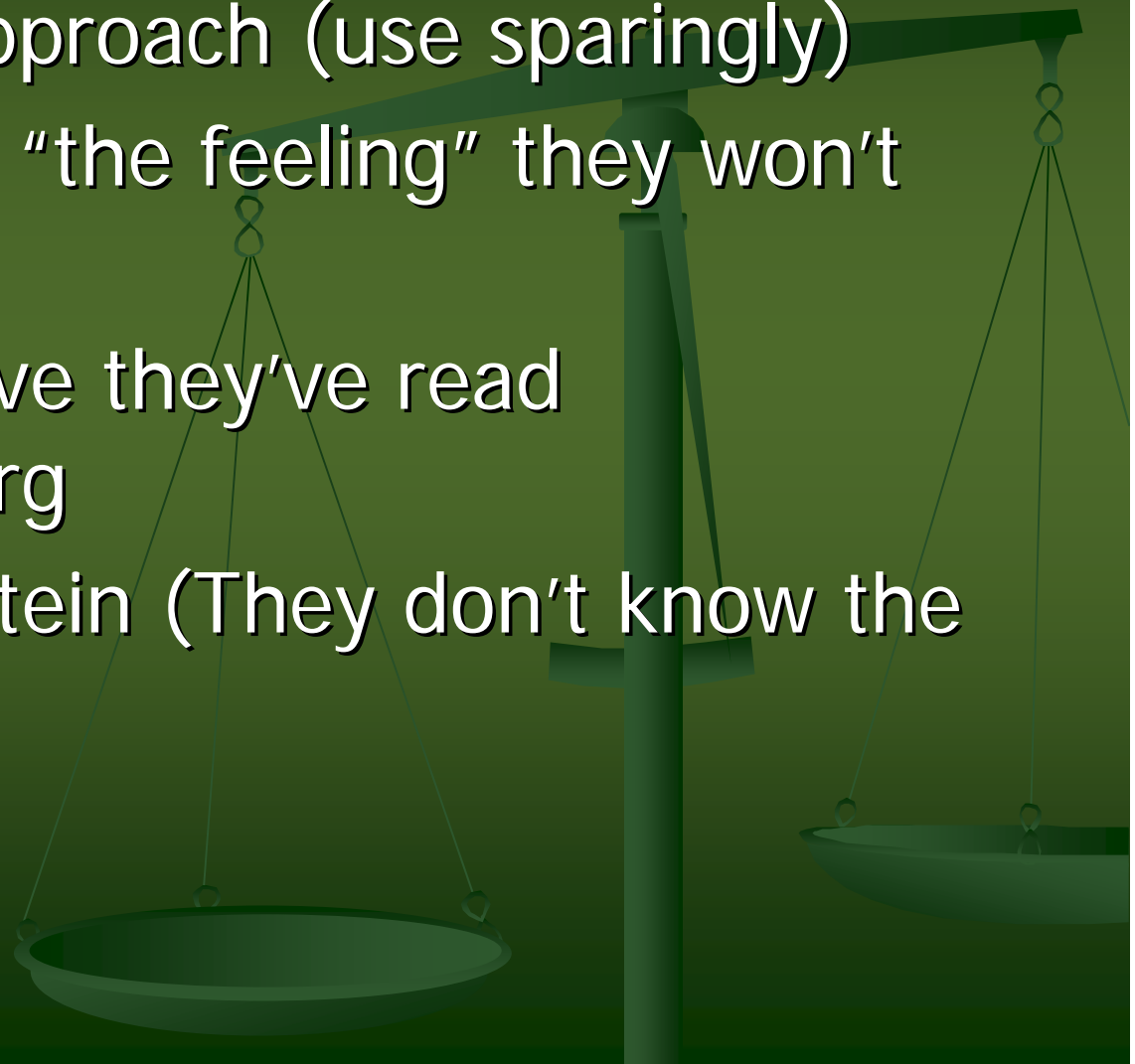
Keep On Keepin' On

- Don't quit – buy 'em a burger
- Every test is of equal importance
- Every little tip adds a fraction of a percent
- Manure Salesman



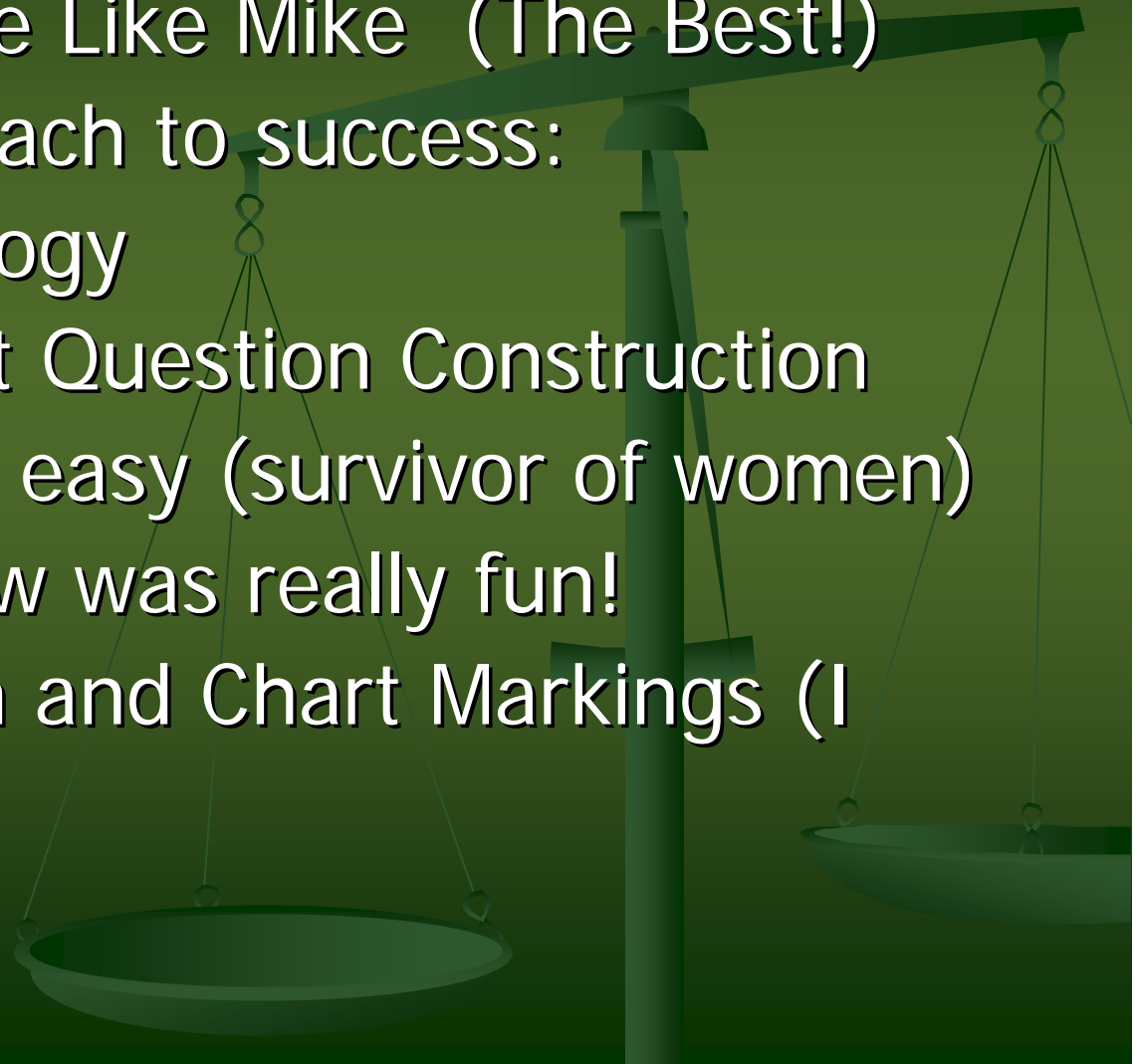
Do The Unexpected

- Not a routine approach (use sparingly)
- When you have “the feeling” they won’t confess
- When you believe they’ve read antipolygraph.org
- Remember Einstein (They don’t know the test is over)



THE MOTIVATION

- We all wanna Be Like Mike (The Best!)
- The Nerd approach to success:
- Great in physiology
- The best in Test Question Construction
- Psychology was easy (survivor of women)
- Pretest Interview was really fun!
- Instrumentation and Chart Markings (I had no equal)



ONLY 2 WEAK SUBJECTS!

- (Mr. Decker, and others, might say very weak)
- 1. Chart Interpretation (Test Data Analysis)
- (But guess who was even worse than me!)
- 2. Post-Test Interrogation

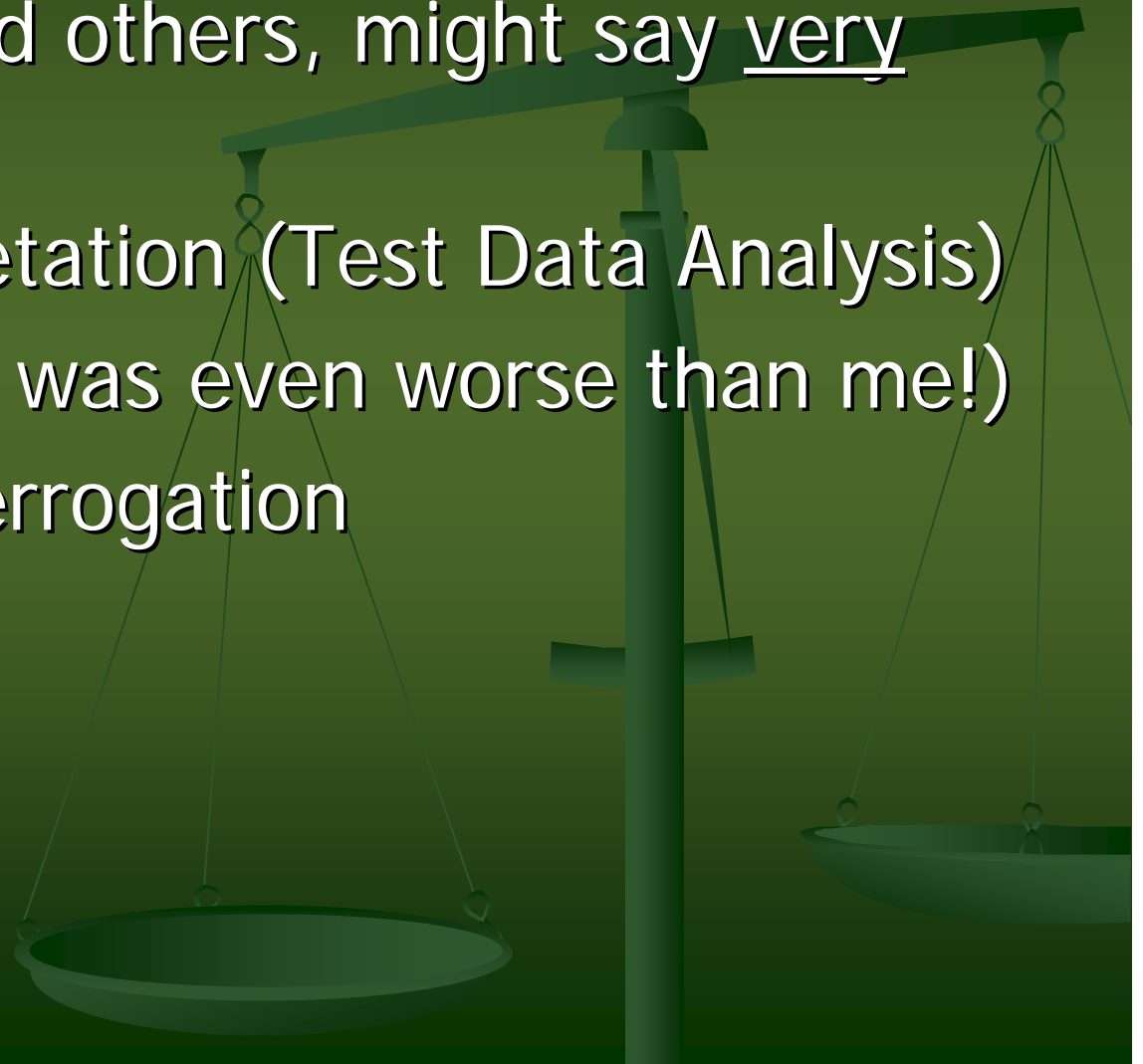
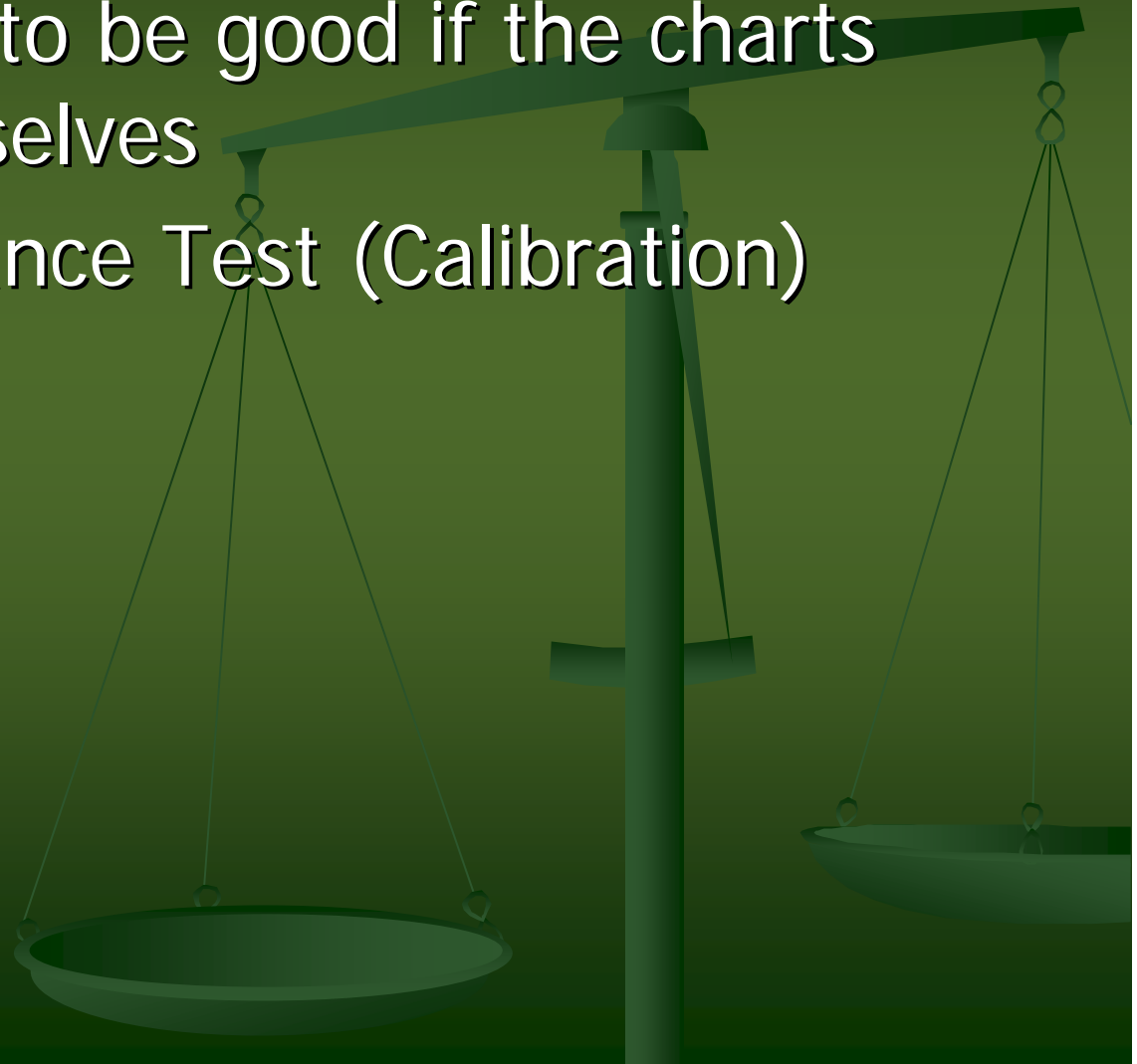


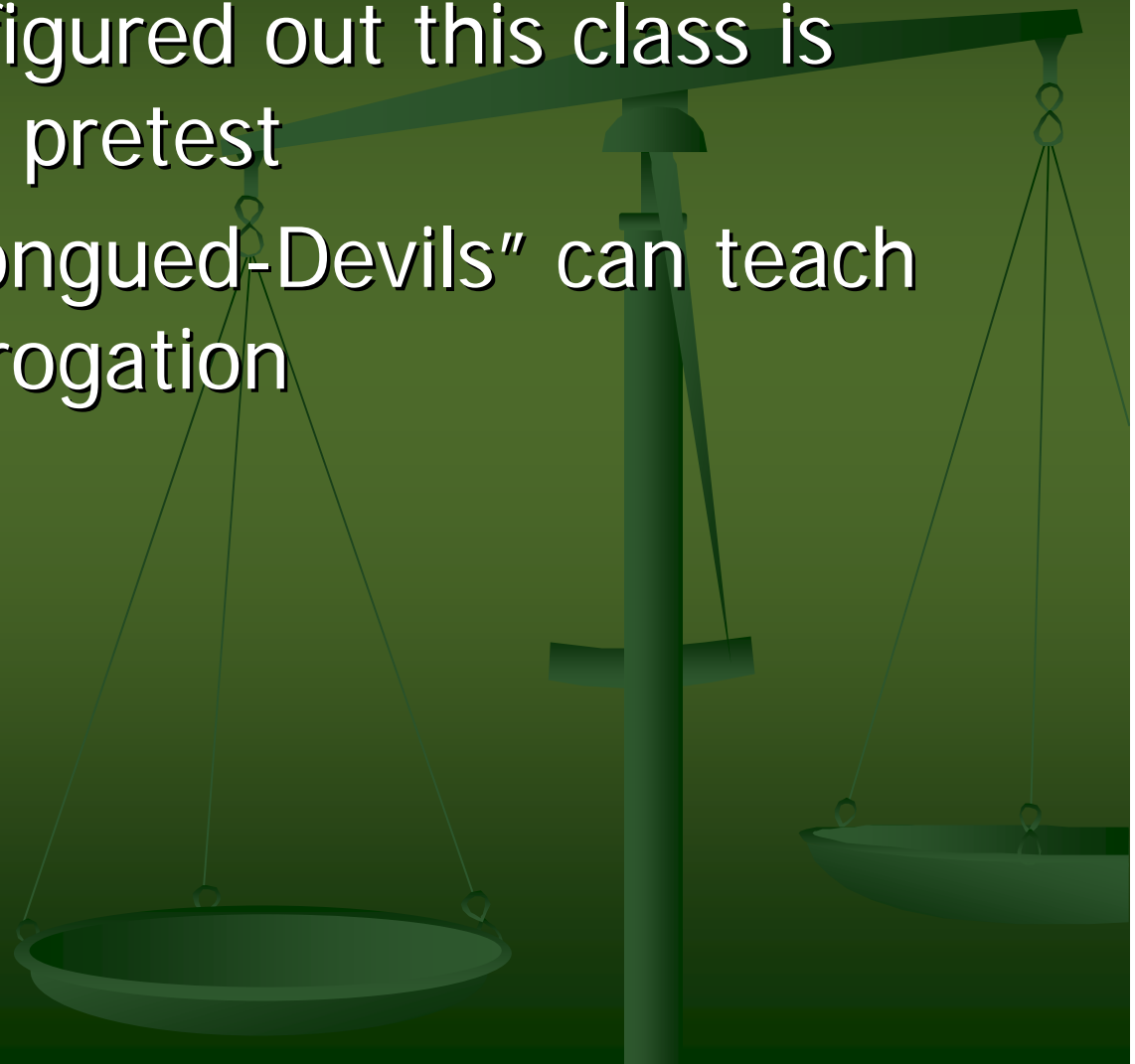
Chart Interpretation (TDA)

- You don't have to be good if the charts speak for themselves
- STIM/Acquaintance Test (Calibration)
- A dozen charts



Post-Test Interrogation

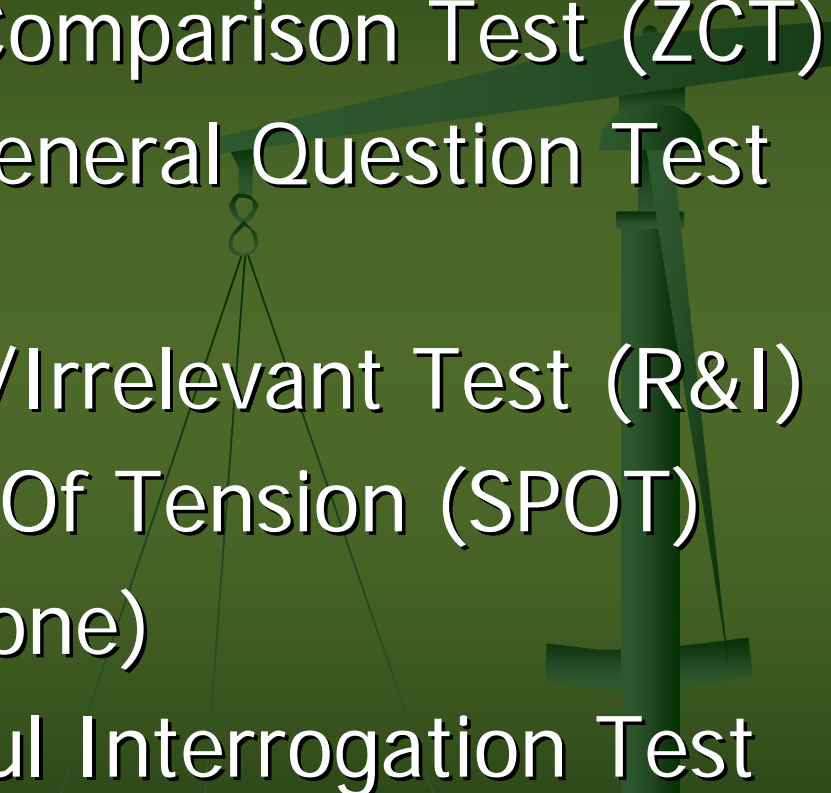
- I guess you've figured out this class is really about the pretest
- Other "Silver-Tongued-Devils" can teach you about interrogation



The Real Motivation

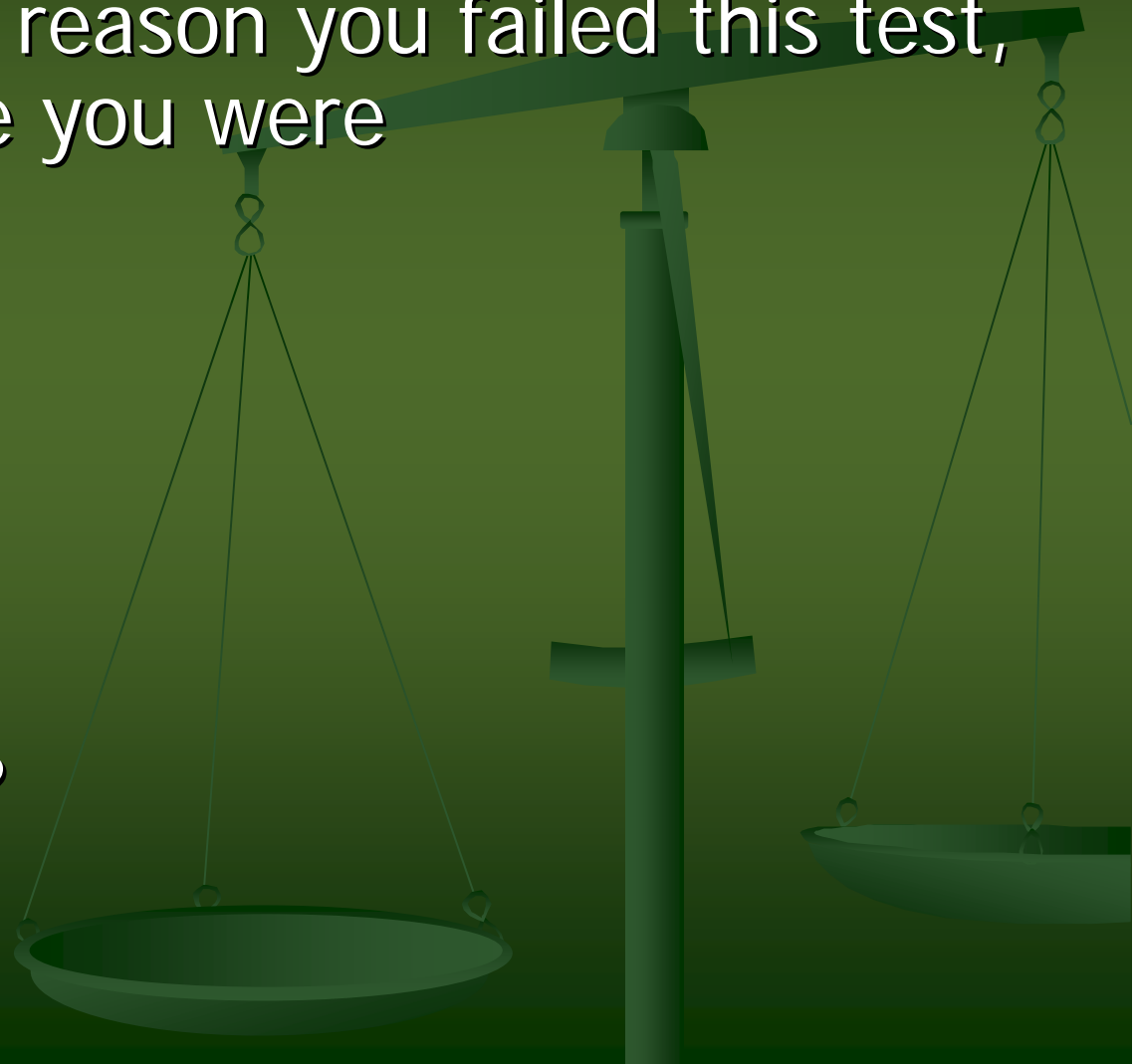


If Nothing Else Works

- Backster Zone Comparison Test (ZCT)
 - Reid Modified General Question Test (MGQT)
 - Keeler Relevant/Irrelevant Test (R&I)
 - Searching Peak Of Tension (SPOT)
 - Utah Zone (U-Zone)
 - Schwartz' Helpful Interrogation Test
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If Nothing Else Works

- Regarding the reason you failed this test, was it because you were
 1. Nervous?
 2. Tired?
 3. Sick?
 4. Lying?
 5. Frightened?
 6. False Positive?



That Silver-Tongued-Devil

