



Fraud and Financial Crimes *Non-Confrontational Interviewing Techniques*

Over the last 25 years Wicklander-Zulawski & Associates, Inc (WZ) has provided training in multiple methods of interview and interrogation to a large majority of local, state and federal law enforcement agencies. The firm has also conducted interview training for fraud and financial crimes for ATF's Financial Investigative Services Division, the U.S. Citizenship & Immigration Services and the Inspector General Criminal Investigator Academy.

The *WZ Seminar on Non-Confrontational Interviewing Techniques for Fraud and Financial Crimes* provides those who investigate fraud and financial crimes, including forensic auditors, financial analysts, special agents or fraud examiners to conduct more effective interviews resulting in quicker admissions and better statements. These techniques enable the interviewer to expand the admissions into other areas of fraudulent activity and identify the methods used by the subject. This allows the investigator to develop or recommend controls to prevent the same fraud activity in the future.

Students learn to assess verbal and non-verbal behavior and become more effective at educating information and obtaining admissions. Instruction consists of non-confrontational interview techniques to overcome resistance, offer rationalizations, handle denials, detect deception and evaluate truthfulness. The non-confrontational approach to interviewing and interrogation has been recognized for the way it produces faster and more accurate results. In many cases, admissions are achieved without the suspect ever making a denial or protesting his innocence. Moreover, the resulting confession often includes information not revealed during the investigation.

SEMINAR TOPICS INCLUDE:

- Room Setting and Preparation
- Interpretation of Verbal and Physical Behavior
- Behavioral Interview Technique
- THE WZ NON-CONFRONTATIONAL METHOD
- Rationalizations
- Handling Denials
- Enticement Questions
- Obtaining the Admission
- Development of the Admission
- The Written or Recorded Confession

This dynamic training will enhance skills to elicit information without confrontation. Participants will learn how to deal with the most common interview responses and obstacles, and to efficiently uncover the evidence that leads to truth and accountability.

WZ Seminar on Non-Confrontational Interviewing Techniques for Fraud and Financial Crimes is available in a two or three day format and is conducted by professionals from Wicklander-Zulawski & Associates, Inc. **ALL** WZ instructors are Certified Forensic Interviewers (CFI®) who teach the same up-to-date skills and methods they themselves have used during their own criminal investigations.

