



Fraud and Financial Crimes *Non-Confrontational Interviewing Techniques*

Since 1982 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 with the tools needed 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 eliciting 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.

The **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.

"I never imagined I could learn so much great information in such a short period of time."

"The course content was spot on! Great instructor. Excellent class."

"I think the non-confrontational approach will help me get incremental admissions that will be useful, even without getting a full confession."

"Instructor was excellent! Excellent job relating course material to real life events and experiences which made it easier to not only remember, but retain long after class is over and we've returned home. Good Job!"

"This should be mandatory training for all IG investigators."