



February 2017

Last year the Netflix blockbuster show "Making a Murderer" shocked audiences when a teenage boy was sentenced to prison for murder on what appeared to be a false confession. As a result, WZ speakers and staff were often asked "Did you watch it? Do you think he's guilty or innocent?"

The documentary brought false confessions into the spotlight, and to no one's surprise, increased the number of questions posed to WZ speakers and staff about utilizing a controversial style of interrogation. Investigators and leaders in the field of interrogation should continue to educate themselves on risks and potential pitfalls of interrogation techniques. Challenging oneself or team members on how they obtained a confession, rather than focusing primarily on the outcome, is an important first step in identifying a need for change. This month we take a look at the common causes of false confessions as well as the importance of securing truthful admissions.

I DID IT?!

Why Innocent People Confess

by Dave Thompson, CFI

It is hard to imagine why someone would confess to something they didn't do. To voluntarily provide information that results in incarceration, embarrassment, loss of employment, restitution or loss of freedom seems unfathomable. However, not only are there several cases of this actually occurring but it continues to happen throughout the widespread field of interrogations.

Most confessions provided by a guilty subject include their rationalization for their actions as an attempt to gain an understanding of why they may have done something they normally wouldn't do. Investigators have heard thousands of stories of a subject stealing money impulsively without thinking it through, burglarizing a property due to financial pressures or giving away trade secrets because someone else pressured them into it. If we can acknowledge that someone may commit a crime due to pressures in their life, then we should be able to understand why an innocent subject may admit to their involvement in a crime because of other pressures being applied.

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DOCUMENTARY "CONFESSION" CONVICTION APPEAL

Wicklander-Zulawski & Associates, the Juvenile Law Center and University of Virginia Professor of Law, Brandon L. Garrett filed an amicus brief in the United States Court of Appeals for the Seventh Circuit on behalf of Dassey in December, 2016. **The WZ team is proud to have stood behind the integrity of ethical, moral and legally acceptable interview and interrogation methods.**

The brief highlights critical risks that interrogators have made when dealing with a subject such as Dassey; making false promises or suggestions of leniency, threats of consequences, and lack of considerations of his age, intellectual capacity and social behaviors when dealing with authority.

Stay tuned, there's more to come.

From Loss Prevention to Human Resources, all of WZ's programs provide the tools necessary to identify the TRUTH. The foundation of each and every course we offer is based on the principles of the WZ Non-Confrontational Method.



[View the 2017 Training Schedule >](#)

Written by: Steve Drizin, The Huffington Post

LIVE Webinars

WZ offers the perfect opportunity to continue learning when and where it's convenient for you with our series of webinars. Plan ahead to guarantee your spot and relax knowing you'll soon be trained by a 'live' WZ instructor on topics specific to your needs. Save the link below as more webinars will continue to be added each month.

[Go to the Webinar Schedule >](#)

Withholding Evidence

Check out the latest **International Association of Interviewers training tip** provided by WZ Speaker Dave Thompson, CFI as he discusses the advantages of holding back key pieces of evidence during the interrogation process.

[Learn more about IAI >](#)



Take Your Game to the Next Level

Many have asked "What can I do now to improve my skill set? I've attend your 2-day Interview & Interrogation course, as well as the 1-day Advanced, but I want to take my game to the next level." We have the answer!

Take advantage of this rare opportunity to join us in **Los Angeles** on **March 22-23, 2017** at our **Premier Investigators Workshop**. This course was designed for skilled investigators who are ready to take the gloves off and learn how to overcome some of the biggest hurdles faced by professionals in the field from a Certified Forensic Interviewer (CFI).

[Learn More & Register >](#)

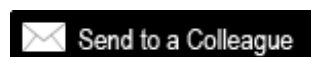


Sell Like an Interrogator

Everybody sells - Certified Forensic Interviewers (CFI's) sell the truth. Both sales professionals and professional interrogators must establish credibility, build trust, influence the decision making process and inspire commitment. The Executive Education Team at WZ created the Disciplined Listening Sales Method to provide executives and sales professionals with techniques and best practices to connect with their counterparts, identify new opportunities and strengthen their relationships.



[View Training Dates & Locations >](#)



The **TRUTH** is ...

**THE 5 SECOND RULE FOR
FOOD DROPPED ON THE
GROUND DOES NOT WORK IF
YOU HAVE A 2 SECOND DOG.**

#WZthetruthis

Did You Hear?

We are excited to announce that we are in the process of launching a new website. Our new online home will be faster, easier to navigate and include a wide range of new features to enhance your experience.

[Find Out More >](#)



Why WZ?

Wicklander-Zulawski & Associates (WZ) is an internationally recognized firm established in 1982. Our passion for the truth has led us to become a world leader in non-confrontational interview and interrogation training.

WZ's team of Certified Forensic Interviewers (CFI) teaches a series of techniques, anchored by the WZ Non-Confrontational Method to integrate strategic preparation, behavior interpretation, and structured questions which allow an interviewer to successfully adapt to any type of investigation.

Over 450 programs are facilitated annually for clients in human resources, loss prevention, executive management, compliance, law enforcement and government agencies. Each program is specifically designed with the individual client to ensure maximum application value. We encourage you to take the time to look through our website and you will find out exactly why Wicklander-Zulawski & Associates, Inc. is a leader in the industry.

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