

## Interviewer

- Lack of knowledge
- Appearance
- Didn't manage resistance
- Attitude - Maladaptive
- Wrong empathy statement
- Personalize too early
- Highlight consequences
- Talk to fast/slow
- Prior history with subject
- Wrong Strategy
- Asked improper questions
- Failed to establish credibility
- Patience
- Religious Wear
- Eye Contact
- Grooming
- Note taking
- Lack of empathy principles

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## Environment

- Privacy
- Room comfort
- Distractions
- Chairs too close or Adjusted Significantly
- Type of chair
- Desk or physical barrier
- Supportive environment
- Recording devices
- Custodial setting
- Interruptions
- Reminders of punishment
- Room size
- CCTV Monitors
- Witness presence
- Clothing
- Lighting
- How they were approached
- Technology issues (Remote)

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## Subject

- Innocence
- Criminal background
- Cultural difference
- Embarrassment
- Racial bias
- Education level
- Union environment
- Collusion – fear of retaliation
- Gender bias
- Involvement of others
- Prosecution
- Termination
- Restitution
- Loss of income
- No morals
- Media / Publicity

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## Types of Denials



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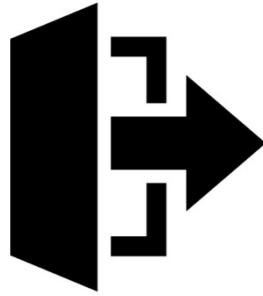
- **Emphatic Denials**  
*Refuses to acknowledge truth of allegation(s)*  
*"I didn't do anything"*
- **Explanatory Denials**  
*Excuse/reason why they could not be involved*  
*"I wouldn't do something like that"*

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## Exit Strategy

- Transition to alternate method
- Re-orient the subject
- Re-establish rapport
- De-escalate any anxiety
- Thank them for their time
- Inform them that investigation continues
- No threats, promises, leniency
- Leave the door open



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