

# TOP 10 THINGS TO *STOP DOING* IN YOUR NEXT INVESTIGATIVE INTERVIEW



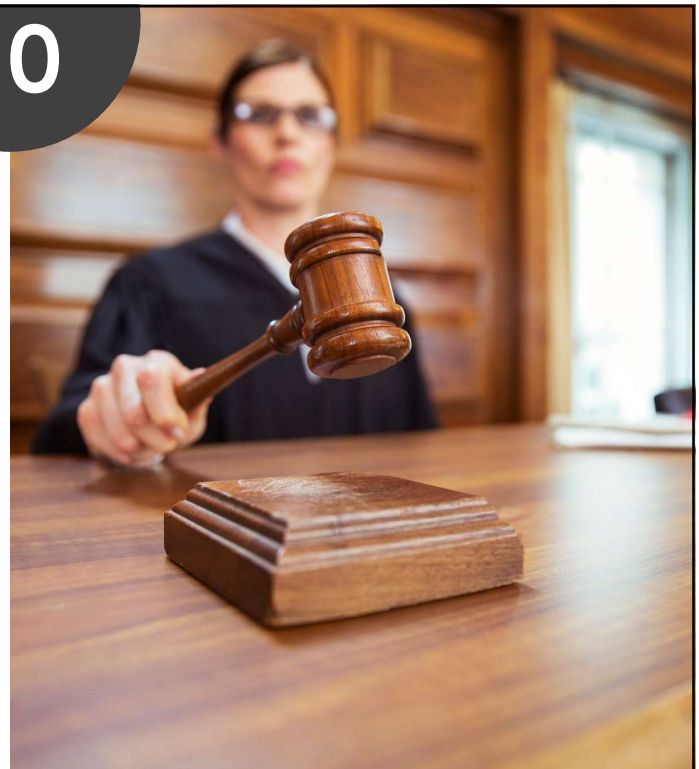
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President | Partner

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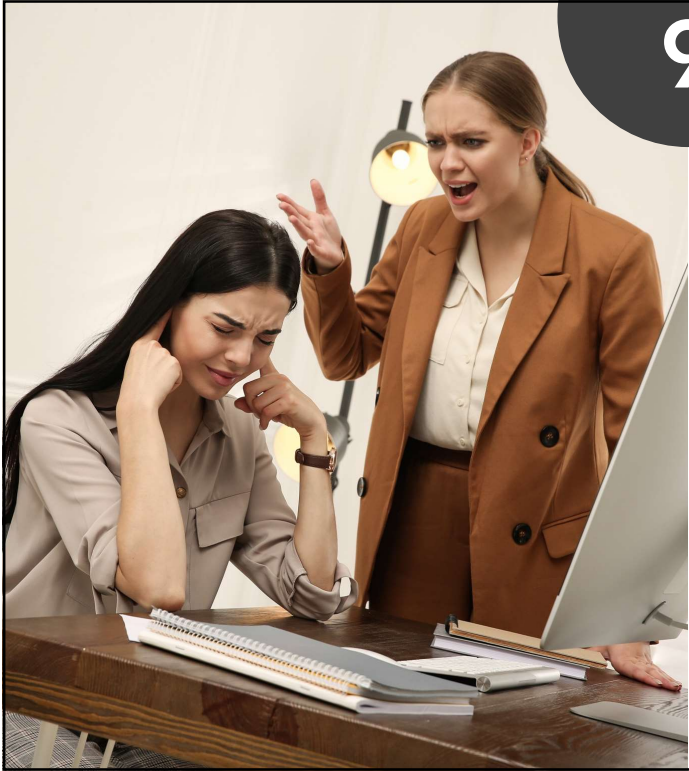
## Sitting behind a Desk

- Perception of authority
- Judgement
- Lack of open posture

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# 9

## Highlighting the Consequences

- Word choice "theft, misconduct"
- Increases resistance
- Disrupts rapport

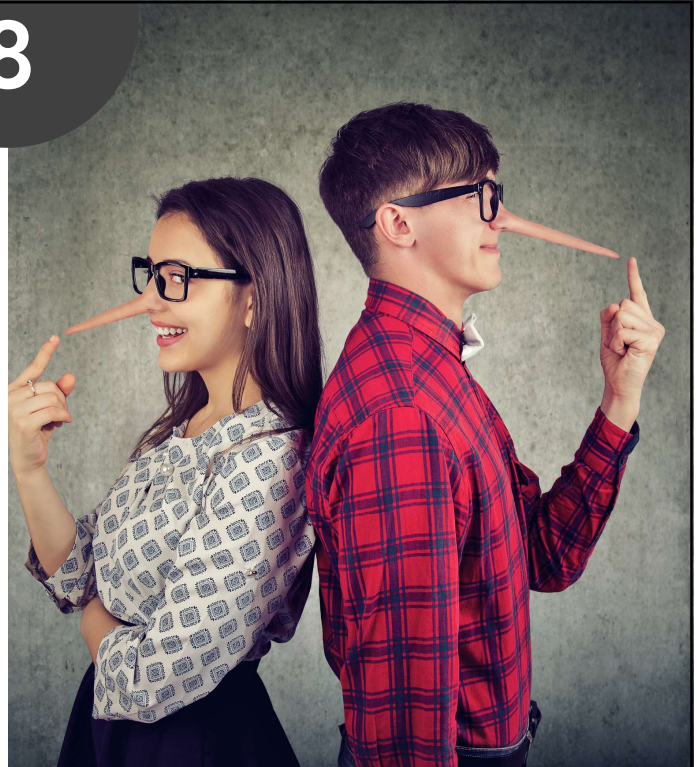


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# 8

## Looking for Pinocchio


- 54% accuracy
- Misclassification leads to coercion
- Multiple variables



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## 7 Showing your Biases


- How should a victim react?
- Frequent fliers
- History with employee
- Personal experience



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## 6 Making any Assumptions

- Subjectivity of words and perspective
- Use "echo" questions
- Your job is to obtain information, not assume it



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# 5

## Asking bad Questions

- Minimal information
- Gives up evidence
- Accusatory tone
- Narrows the scope



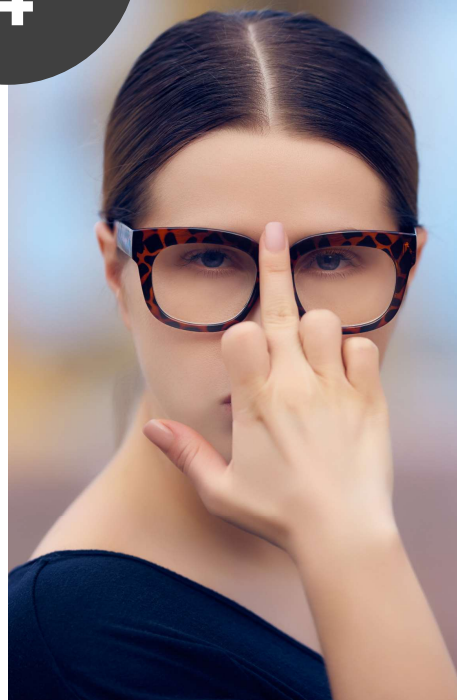
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## Being too "Witty"

- Our first response is not usually our best
- High emotion often equals low quality

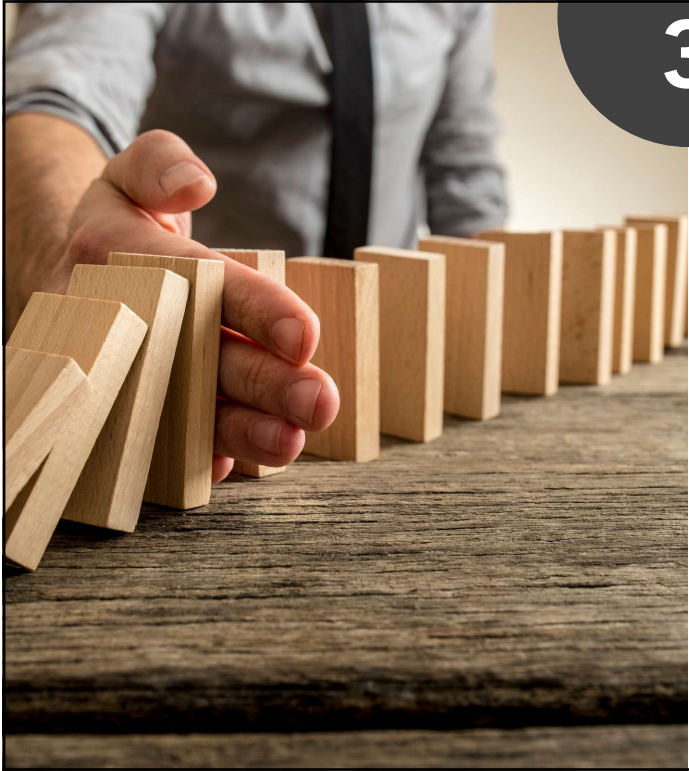


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# 3

## Interrupting the Story

- Disrupts recall
- Conditions interviewee to "proper" response
- Lose information



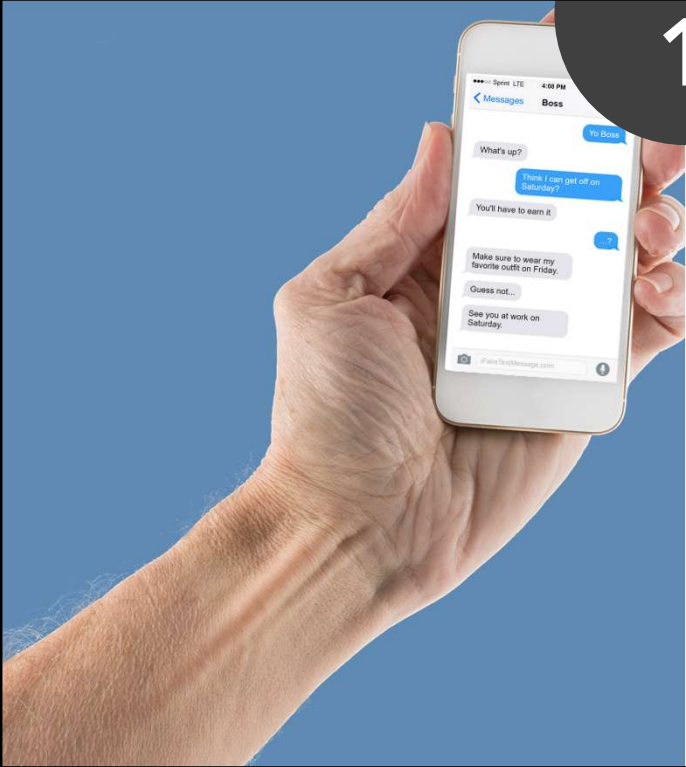
# 2

## Being too Direct

- Creates resistance
- Narrows scope of conversation
- Reveals evidence


A circular logo with the letters 'WZ' inside, representing Wicklander-Zulawski & Associates.

A photograph of a man in a blue suit sitting at a table, looking down at a document. A person in a red shirt is pointing at the document with their right hand. Other people are visible in the background, suggesting a meeting or interview setting.



# 1 Showing your Evidence

- Contaminates memory
- Minimizes disclosures
- Risks confidentiality



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## Top 10 Things to STOP DOING

10	Sitting behind a desk	5	Asking bad questions
9	Highlighting consequences	4	Being too "witty"
8	Looking for Pinocchio	3	Interrupting the story
7	Showing your biases	2	Being too direct
6	Making any assumptions	1	Showing your evidence



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# Thank You

For more information:

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