

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



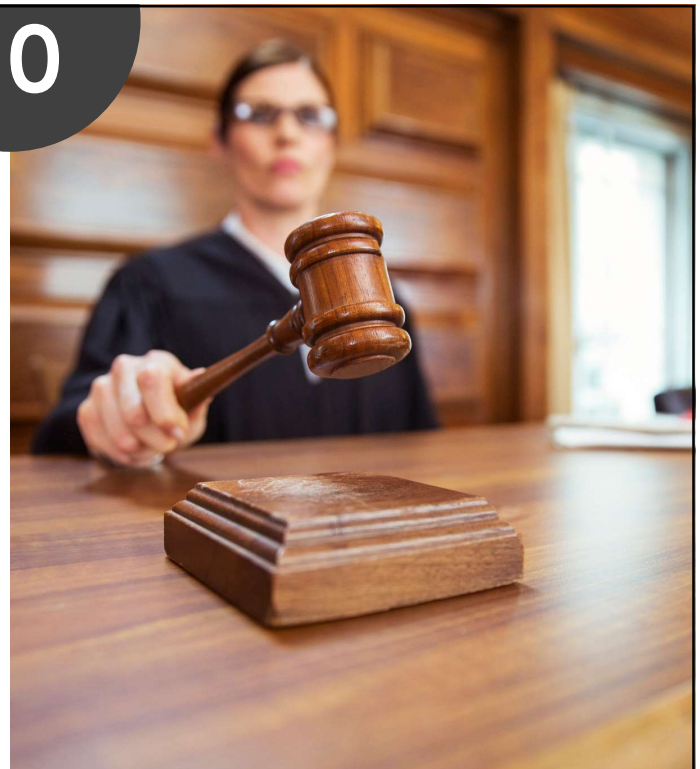
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1

## Sitting behind a Desk

- Perception of authority
- Judgement
- Lack of open posture

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## Highlighting the Consequences

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



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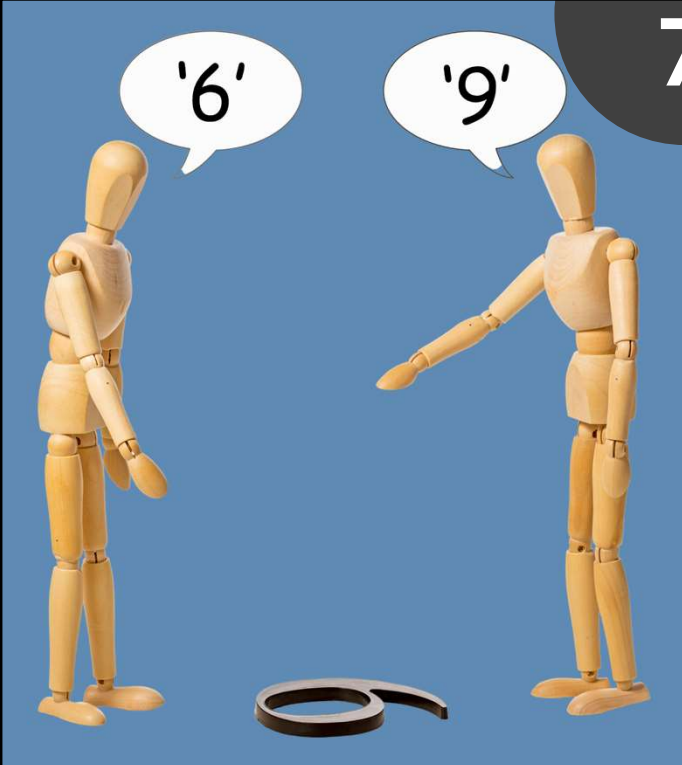
## Looking for Pinocchio



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




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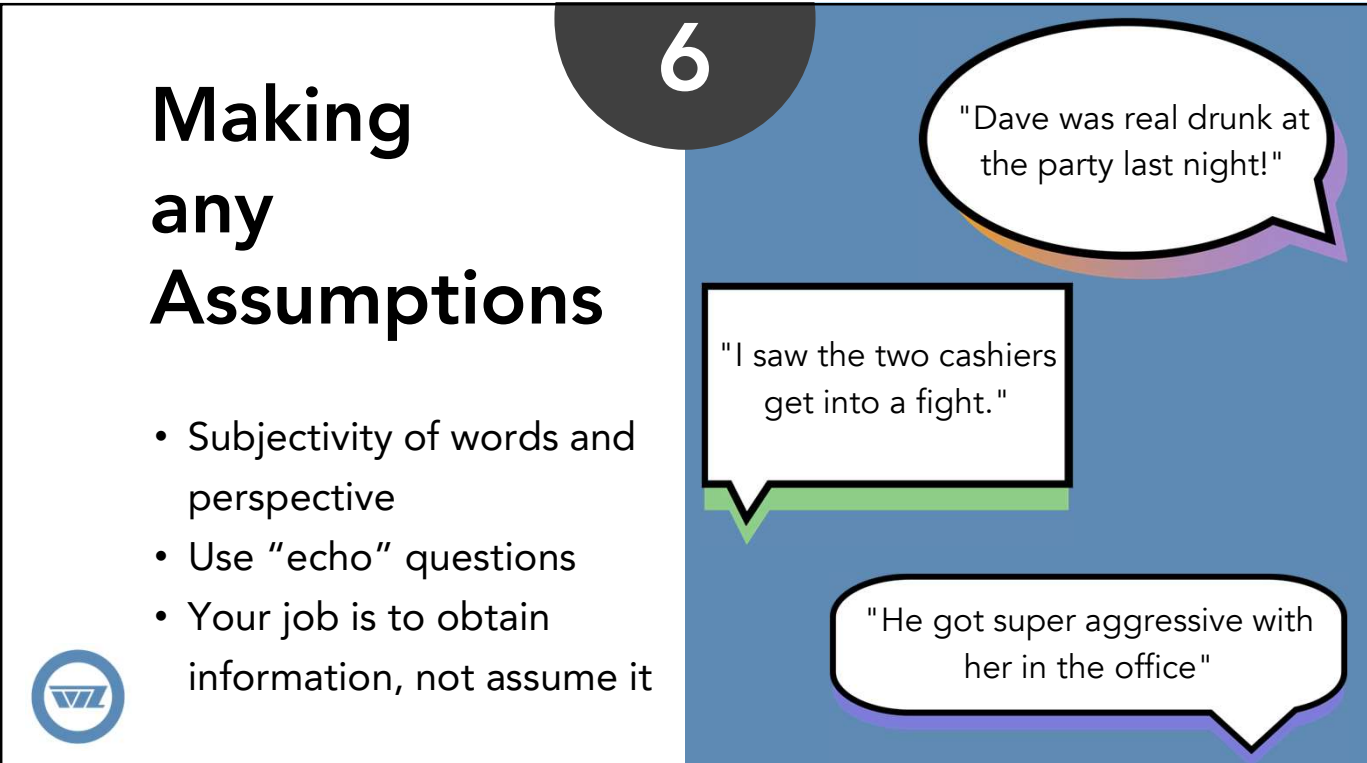


## 7 Showing your Biases

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




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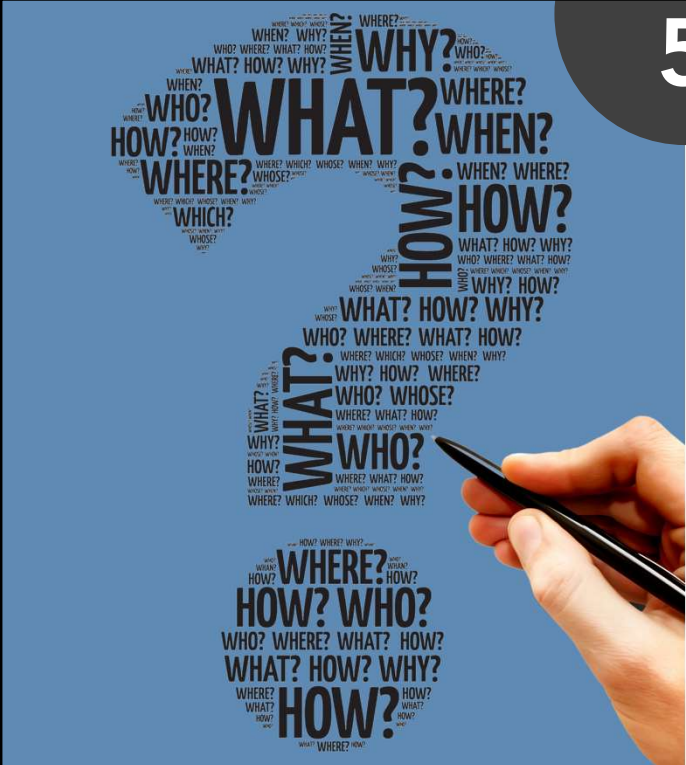


## Making any Assumptions

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




6



# 5 Asking bad Questions



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



7

# 4 Being too "Witty"

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



8




# 3 Interrupting the Story

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




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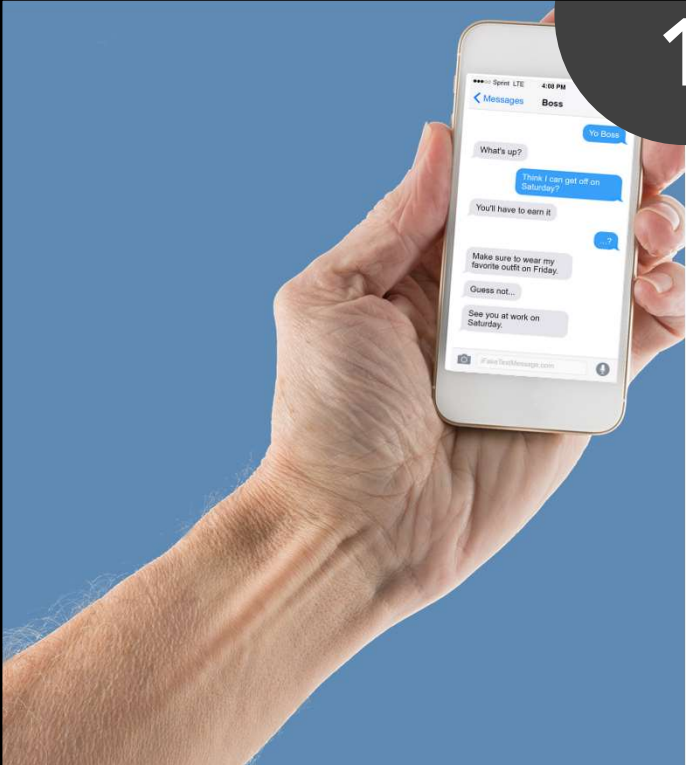
# Being too Direct



- Creates resistance
- Narrows scope of conversation
- Reveals evidence




10



# 1 Showing your Evidence

- Contaminates memory
- Minimizes disclosures
- Risks confidentiality



11

## 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



12

# Thank You

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