

Persuasive Interviewing

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A Forensic Case Analysis

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Preface

This text and its parallel materials are designed for broad-based application and utilization. The experienced interviewer and those new to the persuasion process, as it relates to interviewing and interrogation, will find the opportunity to develop and enhance their persuasive skills. In addition to the text an Instructor Manual and a Student Workbook are also available. These additional resources lend themselves to the presentation of the materials in a practitioner training setting, as well as an academic environment. Lastly, working through all the elements of the materials will enhance the knowledge, skills, and abilities of the experienced interviewer.

The Student Workbook contains content related exercises and an examination for each chapter. The Instructor Manual contains answers to the Application Exercises, examinations and supporting information for the text. A familiarity with the material found in the texts *Interviewing and Interrogation* and *Investigative Discourse Analysis*, (by Don Rabon, Carolina Academic Press, 1992 and 1994) would be of benefit but is not a prerequisite.

The primary concentration of the text is the breakdown, examination, and evaluation of the last eighteen minutes of an eighty-minute homicide interview. We will study specifically what the interviewer incorporated into his verbal (involving words) and vocal (including sounds and silence) communication to persuade the interviewee to acquiesce. The goal is to learn not just what transpired but also why and how.

The chapters include explanatory notes placed within the examined transcript that help the reader understand exactly what transpires during the interview. The careful analysis of the persuasive methods and strategy applied by the interviewer enables the reader to acquire these skills and incorporate them into his or her own persuasive communication skill set.

There are application questions and an “Application Exercise” located in the accompanying Student Workbook, allowing the reader to pause and reflect on the material and how it can relate to their own persuasive responsibilities. The related activities are designed to reinforce the presented material. These exer-

cises allow the reader to apply what has previously been presented in a broader context, enhancing the learning process and laying the foundation for improved persuasive communication skills.

As a result, the experienced persuader may work through the text and supporting materials rather quickly, not needing to pause, contemplate, and apply but rather moving steadily to the end of the journey, picking up interesting and applicable pieces of information along the way. The apprentice, however, may want to slow down, reflect, and even backtrack along the trails and take a look at some of the elements more than once. For the experienced traveler it is the destination that is most important. For those new to the experience it is the journey itself that is most important. Hopefully for both, this text will serve as a useful vehicle and the excursion will be of benefit to one and all.

Lastly, persons responsible for the delivery of information and the development of skills in others will find this material a valuable resource. The level of instruction can range from basic to advanced.

As always when conducting interviews of this nature, follow the legal parameters that are prescribed within your jurisdiction, the organizational policy and procedure related to interviewing, and the preferential criteria of the local prosecuting authority.

Acknowledgment

Bill and Nancy; Don and Rachel