

12 STEP STRATEGIC PLAN

STEP 1

Planning and Preparation

- Know (“understand”) your suspect and his life
- Evaluate and assess the evidence (matrix)
- Identify hold back information evidence
- Formulate tactical questions based on the evidence to exhaust explanations (“setting up the perimeter”) for the suspect

STEP 2

Personal History Questionnaire

- Introduction – Project your BRAND and PRIMER STATEMENT
- Build rapport
- Learn more about your suspect
- Active listening & listen for themes
 - Establish knowingly and intelligently

STEP 3 Legal Miranda OR Beheler

THE TRUTH TRIDENT

CATEGORY 1



YOU KNOW
HE DID IT

CATEGORY 2



YOU THINK HE
DID IT

CATEGORY 3



HE IS A SUSPECT BUT YOU
DON'T KNOW WHETHER
HE DID IT

STRATEGIC INTERVIEW

- Model Statement
- T.E.D. - Tell, Explain, Describe
- Set up the Perimeter
- Funnel - Tactical Questions

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STRATEGIC INTERVIEW

- Gator Speech Active
- Model Statement
- Elimination Questions 1,2,3

S.U.E. STRATEGIC USE OF EVIDENCE

- Soft Confrontation Of The Evidence
- Trickle

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STRATEGIC INT. CONT.

- Free Narrative
- Paraphrase, T.E.D.
- Elim Questions 4-15
- Question 16, break contact

YOU KNOW
HE DID IT

CONFESSTION OR DOUBLE
DOWN DENIAL

If Confession...

YOU THINK HE
DID IT

BREAK

- Handle Suspect's Needs - (Food, Drink, Restroom) Study Suspect's Behavior
- Re-evaluate Your Questions
- Establish Themes
- Formulate Challenge Statement

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DON'T KNOW WHETHER
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TAKE THE CONFESSION

- Cinnamon Roll
- T.E.D.- Tell, Explain, Describe
- Protect Holdback Info
- Apology Letter

CHALLENGE STATEMENT

- Harsh words - Soft Manner
- Concise

SUBJ. STRATEGIES

- Denial
- Objection
- Attempts to invoke
- Escape
- Mercy Question

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POST CONFESSION
QUESTIONS

- Solidify Confession Reliability

MONOLOGUE/THEMES

- Give Suspect Acceptable Out
- Look for Acceptance of Theme

S.U.E. STRATEGIC USE OF
THE EVIDENCE

- Soft Confrontation Of The Evidence
- Trickle

NEGATIVE ALTERNATIVE
QUESTION

- Give Positive Reinforcement
- Proxemics - Power of Touch

MONOLOGUE

- Highlight Inconsistencies
- Look for Acceptance of Theme

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POST-CONFESSTION
QUESTIONS

- Solidify Confession Reliability

Note: If a suspect begins to admit or confess at steps 4 or 5, start taking the confession by using T.E.D., the Cinnamon Roll and be sure to protect Holdback Information. If the suspect doubles down on his denials through Step 9 in CAT 2 and Step 10 in CAT 3, lock him in on any statement you know to be factually false.

STEP 1: PREP & PLANNING

CRIME: _____ **SUSPECT:** _____

EMOTIONAL

NON-EMOTIONAL

EMOTIONAL

NON-EMOTIONAL

If a suspect is an emotional (introvert) offender use the DIRECT SYMPATHETIC approach.

If he is a NON-Emotional (extrovert) use the FACTUAL ANALYSIS approach. Some suspects are a blend.

PRIMER STATEMENT (Use in Step 2)

Suggested words to include: Cooperate, open, honest, share, trust, care, communicate, confide, accept, freely, reveal, admit, benefits, speak, agreeing, help.

A PRIMER Statement should include at least 5 primer words.

CHALLENGE STATEMENT (Use in Step 7)

_____, I've completed my investigation and the evidence shows
(suspect's first name)

you're the one who _____ (Soft Tone/Manner)
(harsh word: killed, robbed, raped, stole etc.)

THEMES (Use in Step 9 for monologue)

- 1.
- 2.
- 3.

TRANSITIONAL STORIES

_____ (water balloon, runaway train, pencil/eraser)

NEGATIVE / ALTERNATIVE QUESTION (Use in Step 10)

_____, it's not like you _____
(Suspect's first name) (bad reasons for committing the crime)
It's more like you did it to _____ isn't it? It is, isn't it _____
(good or better reason) (Suspect's first name)

EVIDENCE EVALUATION: Identify and list in order of strength and significance.

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)

ADDITIONAL NOTES:

EXHAUST ALTERNATIVE EXPLANATIONS: SETTING UP THE PERIMETER

Formulate questions around the evidence you have that locks in the suspect, thereby eliminating alternative explanations to the evidence

Evidence Item:

Setting the Perimeter:

T.E.D. FUNNEL APPROACH TO INFORMATIONAL QUESTIONING

ELICIT FREE FORMAT NARRATIVE

Tell, Explain, Describe

GRADUALLY NARROW FOCUS

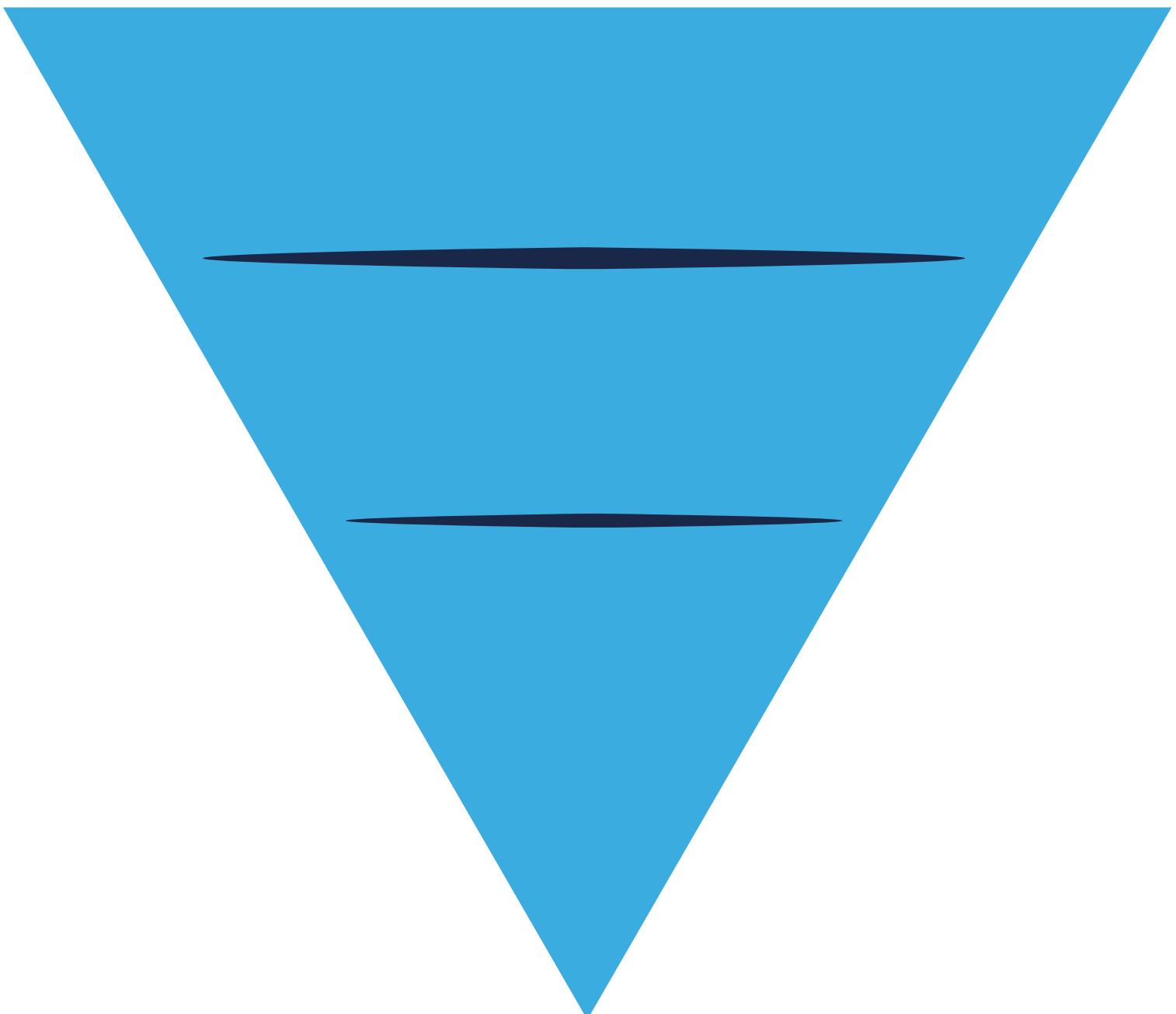
Tell me more about “this/that”

SPECIFIC QUESTIONS

Closed-ended is okay. The
5 Ws: Who, What,
Where, When, Why & How

MODEL STATEMENT: When the investigator gives the interviewee an example of the type and level of detail the investigator is seeking during the interview. This will prompt the interviewee to understand and be as detailed as possible.

FUNNEL for T.E.D. Questions



STEP 1: PREP & PLANNING

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START IN QUADRANT 1:

Present suspect with evidence framed as a weak source and lowest degree of specificity and gradually move to stronger source and higher degree of specificity.

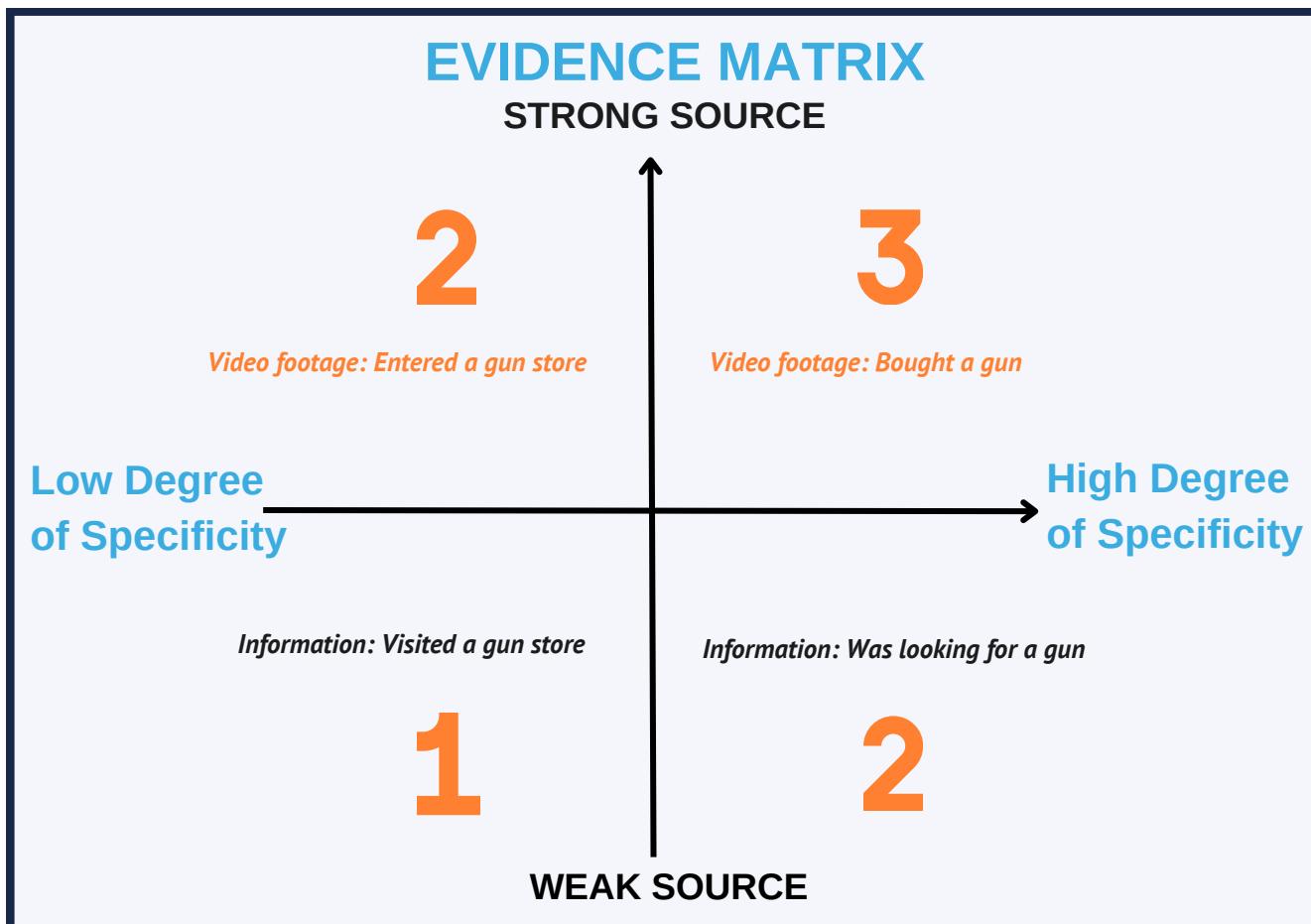
The suspect may question, challenge the weaker source and less specific evidence. This will cause him to lie.

MOVE TO QUADRANTS 2 :

Present suspect with a stronger source but maintain the lower specificity, or with a weaker source but more specificity. The suspect may continue to challenge and commit to his lie.

FINALLY, MOVE TO QUADRANT 3:

Present suspect with evidence framed as strong source with high specificity. The suspect is now placed in a dilemma. *Should he cling on to his lie or change his story?*



STEP 1: PREP & PLANNING

STEP 1. PREP & PLANNING

HOLD BACK IDENTIFICATION “FALSE CONFESSION” PREVENTION CHART

The key to reliable confessions is to NOT disclose to your suspect all the details of the evidence you may have in your investigation such as DNA, finger prints, video as well as things like color, make, size etc. of an item. The suspect must corroborate your evidence to ensure a true confession.

	THINGS I KNOW	THINGS I DON'T KNOW	THINGS I DON'T KNOW, I DON'T KNOW
WHEN: DAY/TIME			
LOCATION:			
WEATHER:			
CLOTHING: SUSPECT			
CLOTHING: WITNESS/OTHERS			
TRANSPORTATION: FOOT/PUBLIC/VEH?			
VEHICLE: TYPE/COLOR			
ROUTE:			
TOOLS:			
ENTRY: HOW?			
RESTRAINTS:			
WEAPONS: WHAT? OBTAINED: HOW/WHERE? DISPOSED: WHERE?			
FRUITS OF THE CRIME? WHAT? WHERE?			
WHEN DID S(HE) DECIDE TO COMMIT CRIME?			
WHAT PLANNING WAS DONE?			
ANYONE ELSE INVOLVED?			
WHO KNOWS ABOUT IT?			
WHAT'S MISSING FROM THE CRIME SCENE?			

STEP 2: PERSONAL HISTORY QUESTIONNAIRE

DATE: TIME: DR #:

NAME: _____ DATE OF BIRTH: _____

DESCRIPTORS:

Gender:	Race:	Height:	Weight:	Hair:	Eyes:	Scars:
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TATTOOS: PIERCINGS:

ADDRESSES

HOME: _____

WORK: _____

PHONE NUMBERS: _____

CELL

HOME

WORK

EMAIL: _____

EMPLOYMENT: _____

Company Name/Type of Business

Title/Duties

MILITARY: _____

Branch

Rank

Specialty

Dates in and out

WHAT ARE YOUR SHORT TERM GOALS?

HEALTH: "Tell me about your health"

Last Sleep?

Last Meal?

DOCTORS CARE? Yes/No MEDS: Yes/No ALCOHOL: Yes/No NARCO: Yes/No

IF S(HE) HAS A RAP SHEET: TELL ME ABOUT YOUR PRIOR ARRESTS? CONVICTIONS? MIRANDA ADMONITION BEFORE? WAIVED? INVOKED?

EDUCATION	SOCIAL MEDIA	MARITAL STATUS	KIDS NAMES
HIGH SCHOOL/GED	FACEBOOK	SINGLE	
AA OR TRADE SCHOOL	INSTAGRAM	MARRIED	
BACHELORS DEGREE	PINTEREST	SEPARATED	
MASTERS DEGREE	LINKED IN	DIVORCED	
DOCTORATE PHD	OTHER	DATING	
SPECIAL EDUCATION		COHABITATING	

STEP 3: LEGAL REQUIREMENT

BEHELER ADMONISHMENT (For NOT in custody suspects)

_____, I really appreciate you taking the time to come meet with me today. I know you're a busy person and you didn't have to meet me if you didn't want to. Thank you, so much. I want you to know that....

1. You are not under arrest. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

2. You are free to leave at any time. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

3. You can choose what questions you want to answer. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

WAIVER:

In your own words, tell me why I'm talking to you today? (Elimination Question number 1)

MIRANDA ADMONISHMENT (For IN CUSTODY suspects)

1. You have the right to remain silent. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

2. Anything you say may be used against you in court. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

3. You have the right to speak to an attorney prior to any questioning, or have an attorney present during questioning. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

4. If you cannot afford an attorney, one will be appointed to you. Do you understand?

(Attempt to get a verbalized response. Proceed if answer is "Yes")

EXPRESS WAIVER: Do you want to talk about what happened?

Do you want to tell your side of the story?

(Attempt to get a verbalized "yes" response. If the answer is "No," stop questioning and document their exact response in your report).

IMPLIED WAIVER: In your own words, tell me why I'm talking to you today? (Elimination Question number 1). (If they immediately begin to talk, it is implied they waived their rights. Implied waivers will create additional legal issues so use only when needed).

STEP 3: LEGAL REQUIREMENT

GATOR SPEECH: I am about to ask you some questions. I want you to know **I KNOW** the answers to some of the questions.

		1. In your words, tell me why I'm talking with you today?	
		2. How do you feel about talking with me?	
		3. If you did have something to do with this, you should tell me about it now.	*
		4. Tell me who did this.	#
		5. Who do you suspect might have done it?	#
		6. If you were investigating this case, who would you eliminate as a suspect?	#
		7. Tell me why you're not the one who did this.	
		8. Are you the type of person that could even do something like this?	%
		9. Have you ever even thought about doing something like this?	%
		10. Do you think this even happened?	
		11. Who did you talk with regarding what to say when questioned by the police?	#
		12. What do you think should happen to this person when they are caught?	
		13. Did you tell anyone that you did it?	*
		14. With regard to your involvement in this incident, if it became necessary, would you be willing to take a lie detector test?	*
		15. What do you think the results of that test would be?	*
		16. Is there any reason (witness-prints-semen-blood)?	*

FINAL QUESTIONS

- In your own words, tell me how you feel I have treated you?
- Prior to today, have you told the truth to anyone else?
- What would you say is the main reason you did not tell anyone else the truth?
- How did you prepare or rehearse for what you thought you would be asked?
- What was your plan when you decided you would talk to me or came in to talk today?
- Of all your friends and family, who knows you are talking with the police today?
- Who gave you advice about what to say?
- Explain how you tried to throw me off track?
- Tell me what I said or did that caused you to hold back the truth for a while?
- How did you plan to explain away the evidence that pointed to you?
- Did I offend you in any way?
- How long have you known you would be interviewed today?
- What went through your mind and how did you feel?
- Did you take any medications, drugs, or alcohol before the interview?
- How did you feel when I told you I knew you did it?
- What did you think about most during the interview?
- What did I say or do that made you realize you wanted to tell the truth?
- What was the most difficult thing for you to overcome in telling the truth?
- Could I have said or done anything different that would have made it easier?

STEP 3: LEGAL REQUIREMENT

STEP 1. PREP & PLANNING

- What do you think of me personally?
- What was the most significant thing that I said or did that lead you to tell the truth?
- How did you feel when you first admitted your involvement in this?
- You knew you had done this and yet you waived your rights and ultimately admitted to me you were guilty. Why?
- What do you think is the most significant evidence against you?
- Why did you tell the truth to me and not to anyone else?
- What do you think of the room where the interview took place?
- Just prior to this incident, what were you considering or thinking about?
- While this was happening, what were you thinking about?
- When it was all over, what did you feel or think about most?
- Are there any other comments or observations you would like to make about your interview?
- Tell me about any other crimes we need to talk about before we end this session?
- Would writing a note of apology to the victim help you?

STEP 3: LEGAL REQUIREMENT

NOTES:

[The Golden Rule Of Interrogations](#)

NOTES:

AGENCY:

NAME:



INTERVIEW AND
INTERROGATION
INSTITUTE