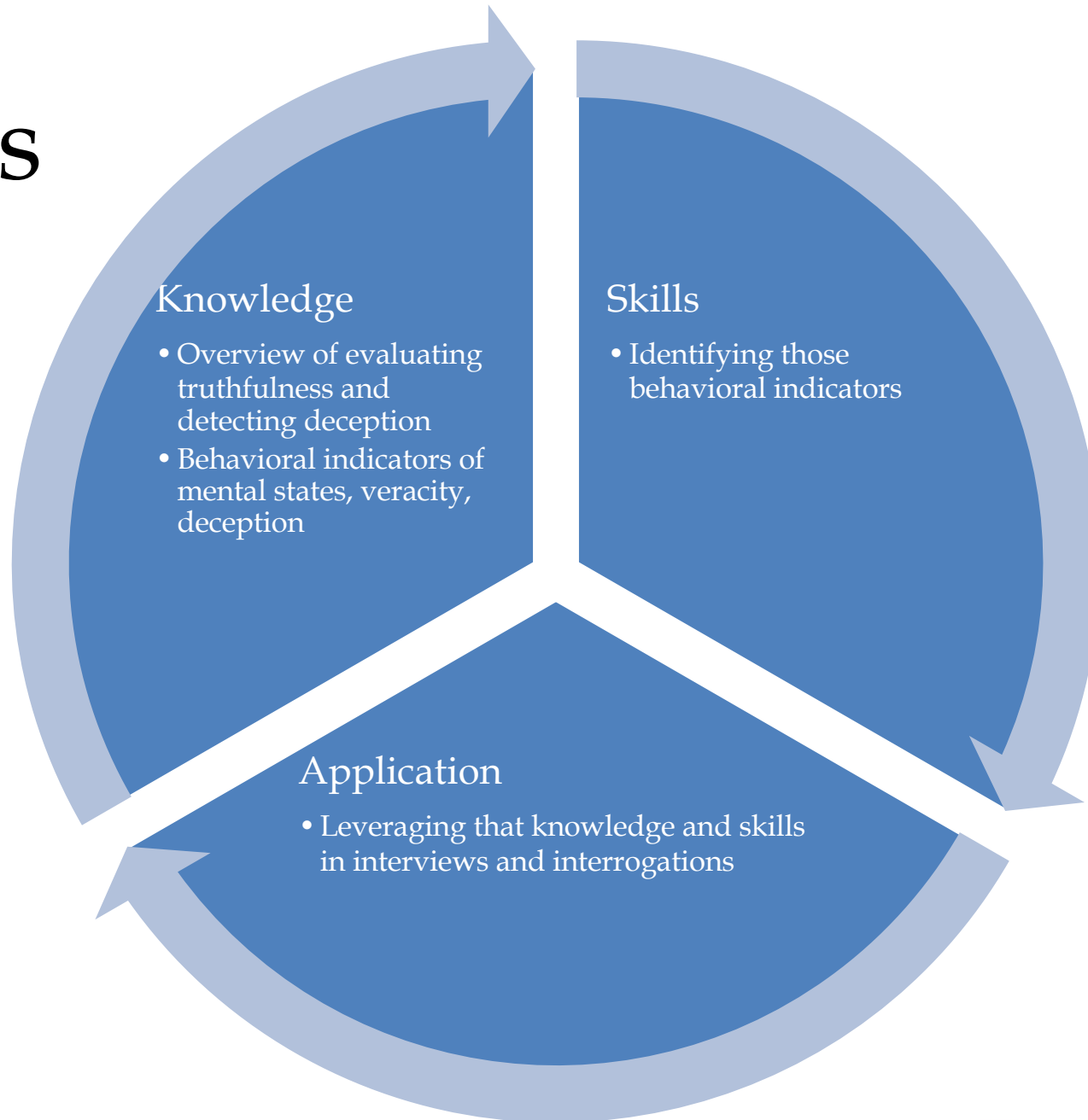


# Outline

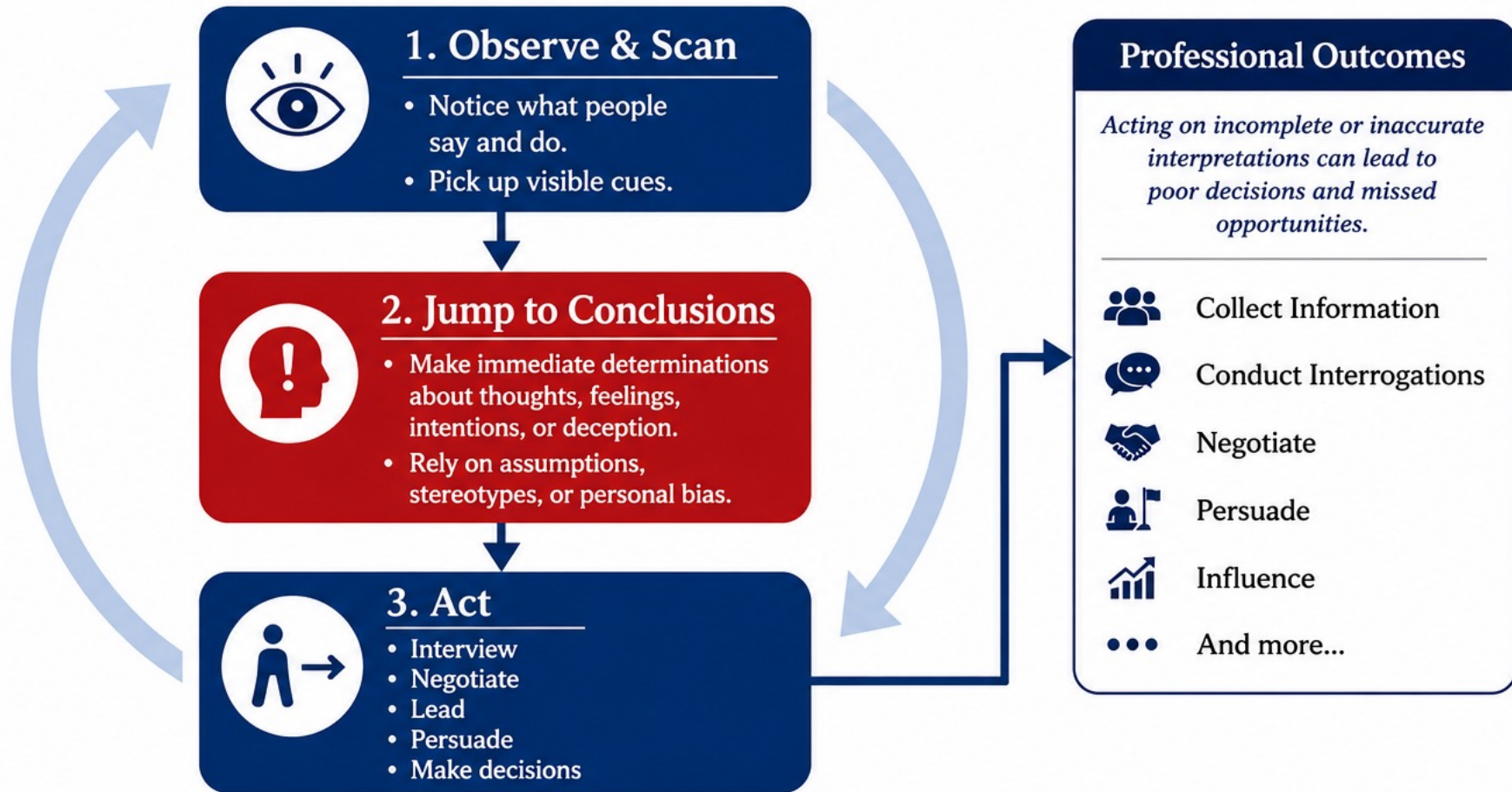
- Introduction and Overview of Tactical Interviewing (Tab 1)
- Reading Facial Expressions of Emotion (Tab 2)
- Memory, Recall, and Veracity and Deception Indicators; Tactical Interviewing Procedures (Tab 3)
- Other Behavioral Indicators (Tab 4)

# Goals



# The Traditional Approach

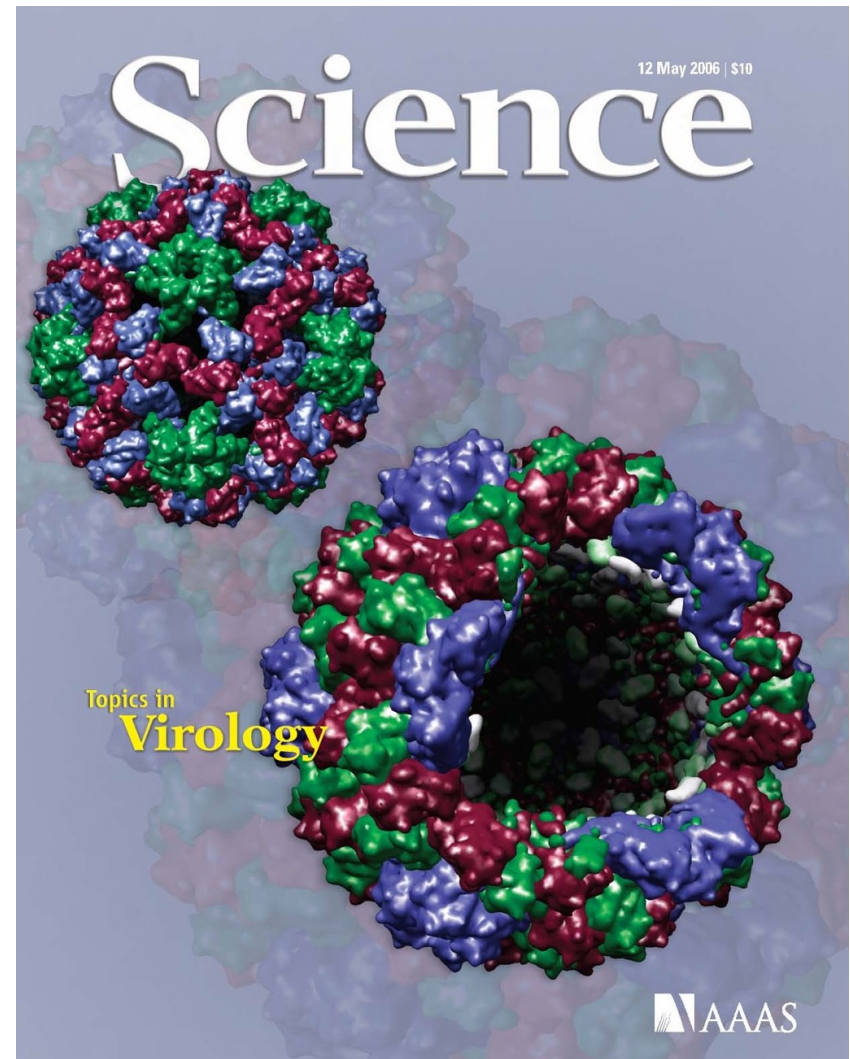
*A common but limited way people read and respond to others.*



**Fast judgments feel efficient, but they can be incorrect:**  
**They reinforce assumptions and can lead to costly errors.**

# Our Approach

- Evidence-based training
  - Behavioral cues validated in science and
  - Vetted by practitioners in the field



# Validated vs. Non- (or Un-) Validated Indicators

- Validated in science
  - Demonstrated to differentiate truths from lies across studies, investigators, laboratories, and
- Vetted in the field
- Non-Validated
  - Tested in laboratory settings but not found to differentiate truths from lies
  - E.g., lack of eye contact
- Un-Validated
  - Not yet tested

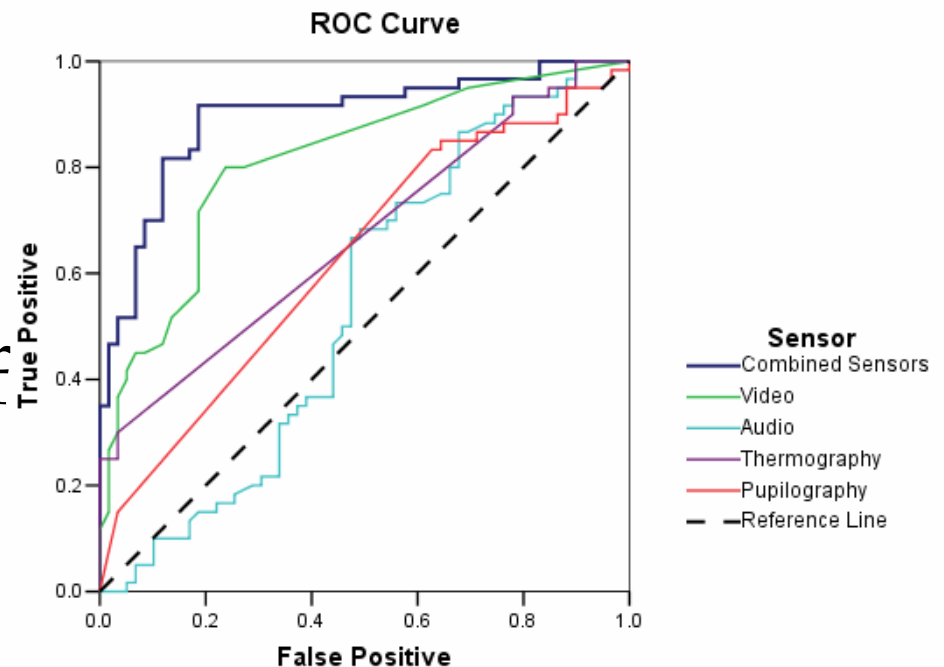
# Cues to Deception do Exist

- But they occur in *leakage* that can occur in *clusters* across multiple channels
  - Nonverbal
    - Face, voice, gesture, body posture
  - Verbal
    - Verbal style, verbal content



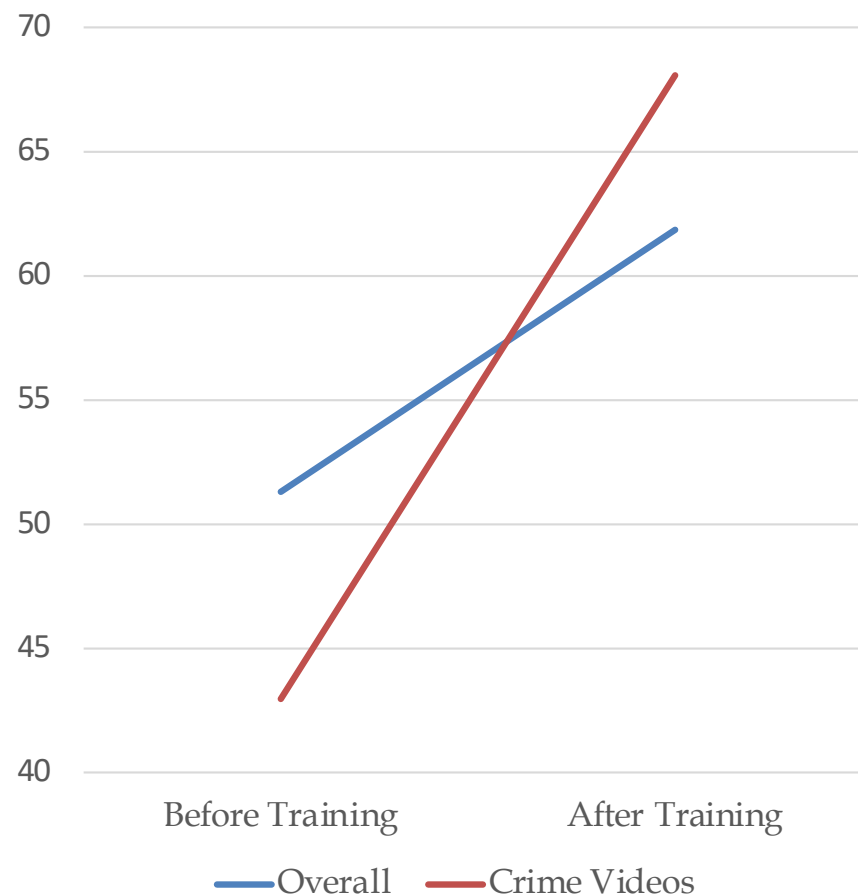
# Most Important Deception Indicators

- Nonverbal - Facial expressions of emotion
- Verbal - Specific linguistic and grammatical features of speech
- Other NVB
  - Gestures
  - Voice, posture, whole body movement



# Training Goals – Knowledge

- Nonverbal behaviors
  - Face, voice, gesture, body posture
- Verbal behaviors
  - Linguistic and grammatical features
- Memory, recall, and indicators of veracity and deception



# Training Goals – Skills

01

Reading facial  
expressions of  
emotion

02

Identifying  
specific linguistic  
and grammatical  
features of  
speech

03

Identifying other  
behavioral  
indicators of  
mental states

# Training Goals – Application



INTERVIEW  
STRATEGIES TO  
OPTIMIZE OBTAINING  
INDICATORS



PROCEDURE TO  
EXPLOIT DECEPTION  
INDICATORS

# The Humintell Method

*A systematic process for understanding people, making better decisions, and influencing outcomes.*

