



NACVA AND THE IBA'S 2010 ANNUAL CONSULTANTS' CONFERENCE *SESSION SUMMARY*
JUNE 2—5, 2010 THE FONTAINEBLEAU MIAMI BEACH MIAMI BEACH, FL USA

Track: Forensic Accounting

Session Date / Time: Thursday, June 3, 2010 / 12:55pm – 1:50pm

Session Title: *Interviewing and Detecting Deception*

Session Summary: Within an interview, as a communication event, the interviewer has a number of established goals:

- * Gather data or information from the interviewee
- * Determine specifically, if the interviewee is truthful and if not, identify the form of the deception.☐

Toward this end, the interviewer must have the ability to QUESTION. A question is an activating event. If the questioning strategy employed is not productive, then the interviewer must have the ability to use additional approaches until the strategy most appropriate to the interviewee is found.

Once the interviewee begins to talk, the interviewer must be able to DETECT DECEPTION. The form of the deception and the specific elements of deception have to be identified. The interviewer must have more than a “feeling” that the interviewee is not truthful. The interviewee may be truthful with regard to three out of four of the salient topic areas. Consequently, the interviewer must know specifically where and how, within the interviewee, the interviewee is deceptive and direct the questioning accordingly.

In summary, the process is this:

- * Can we cause people to talk to us?
- * Once they begin talking, can we determine if they are telling the truth?

The template of these elements – questioning and detecting deception - can be appropriately placed upon any type of interview or investigation and found to be relevant.

CPE Hours / Fields of Study: One (1) hour / Specialized Knowledge & Application (SK&A)

Presenter Bio:



Don Rabon Retired as Deputy Director Western Campus, North Carolina Justice Academy. Formerly Manager, Investigations Center of the North Carolina Justice Academy, North Carolina Department of Justice. Law enforcement experience in rural and municipal law enforcement agencies. Instructional areas include: Corporate Security Operations, Interviewing, Rapport Building, Interrogation, Persuasion, Detecting Deception, Investigations and Investigative Discourse Analysis.

Former law enforcement officer in both rural and municipal agencies.

Over a period of 30 years, instruction and investigative assistance has been provided to investigators in 44 states, Puerto Rico, The Virgin Islands, Belgium, France, Germany, Australia, New Zealand, Canada, Singapore, Ireland, Trinidad, Barbados and England. In addition, training has been provided to Federal, State, and Local Criminal Justice Personnel, NATO Counterintelligence Personnel (from The United Kingdom, Norway, Canada, Italy, Belgium, Denmark, France, Spain, and Holland), as well as the private sector investigative and corporate security personnel.

Participants have included the Legal Division, North Carolina Department of Justice, the United States Secret Service, the Law Enforcement Communication Center, and the Behavioral Science Unit of the Federal Bureau of Investigation at Quantico, VA, the US Army C.I.D., the US Army Intelligence – Counterintelligence, the Central Intelligence Agency, The SEC, Banking Administrators, Auditors, and Investigators, IBM, The Coca-Cola Company, Probation and Parole, Housing Authority Investigators, Insurance and Banking Fraud Investigators, Defendant Investigators, Assessment and Admissions Personnel, Substance Abuse Counselors, the Dallas Texas Investigative Division, Real Estate related professionals, the California Highway Patrol, the United States Postal Service Office of the Inspector, the Illinois State Police and American Airlines.

A.A.S. in Criminal Justice, from Davidson County Community College and a B.S. in Criminal Justice Administration, from East Tennessee State University. Additional studies at Eastern Kentucky University. Military experience consists of three (3) years with the US Army, which included a tour of duty in the Republic of Viet Nam (1968-1969).

Author/Co-Author of four books - *Interviewing and Interrogation 2nd Edition, 2009, Investigative Discourse Analysis, 1994, Persuasive Interviewing 2007 and Fraud Related Interviewing (scheduled for release in January 2010)*

Publisher of the online newsletter, "Hamlets Mind" an interviewing focused exchange of ideas and information.