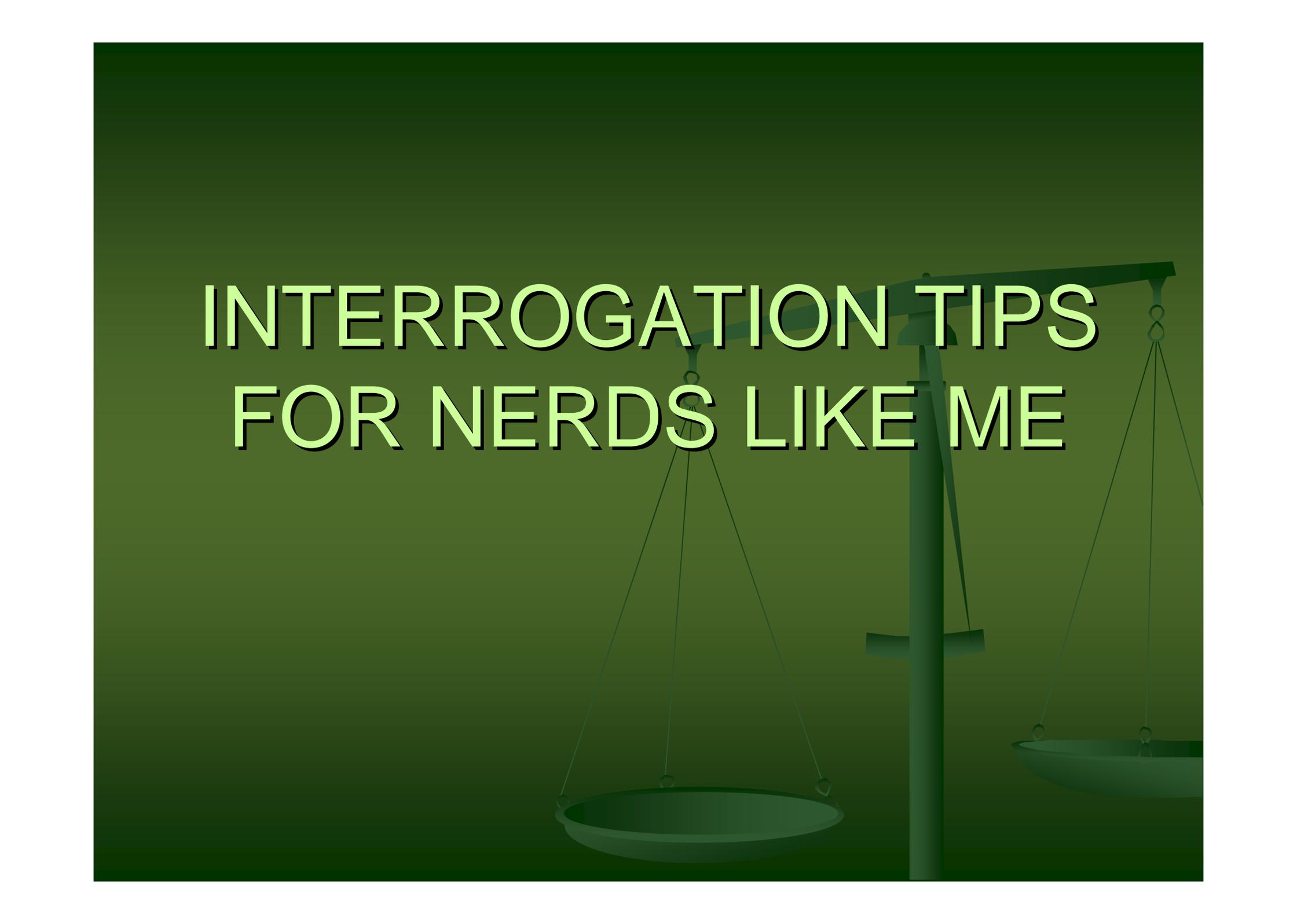


# INTERROGATION TIPS FOR NERDS LIKE ME

A faint, semi-transparent image of a balance scale is visible in the background. The scale is positioned on the right side of the frame, with its central pillar and horizontal beam extending across the middle. Two pans are suspended from the beam by thin wires. The entire scene is set against a dark green gradient background.

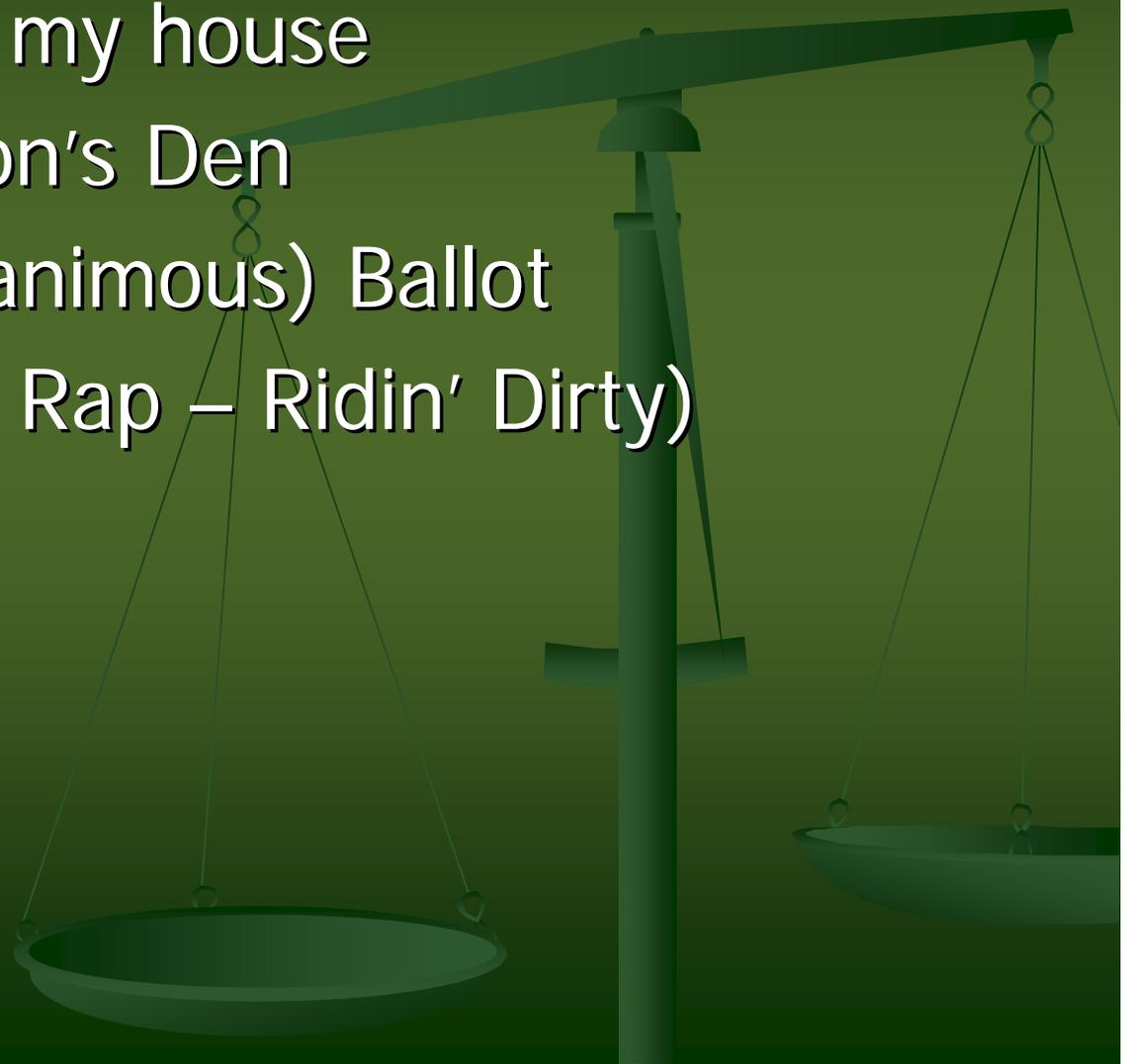
# CAPE POLYGRAPH SEMINAR 2007



JOHN (HERKLE) SCHWARTZ  
HOUSTON, TEXAS  
(NOT THE FAMOUS JOHN SWARTZ)

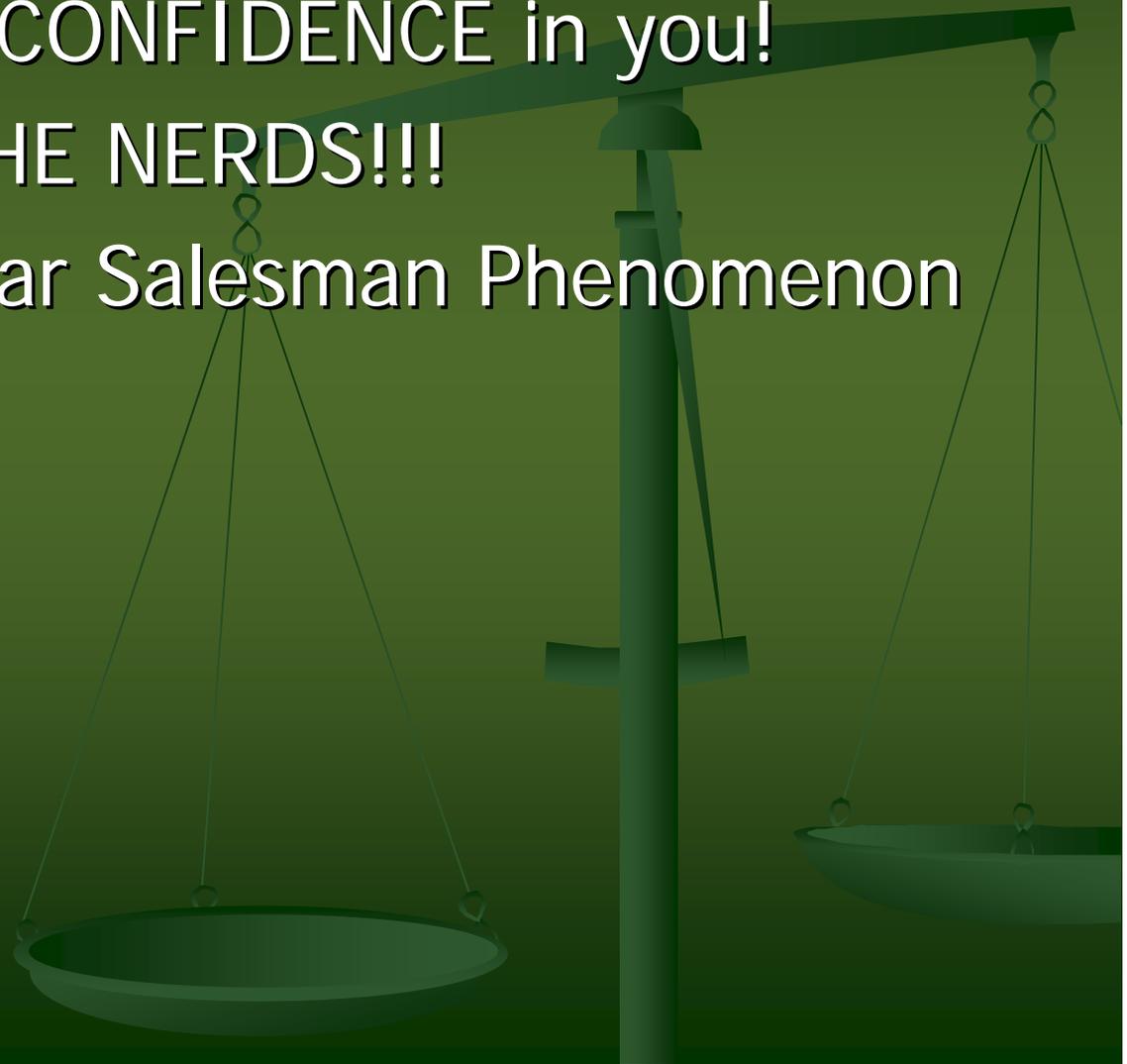
# My Confession

- Watching TV at my house
- Daniel in the Lion's Den
- The (almost unanimous) Ballot
- SONG (Gangsta Rap – Ridin' Dirty)

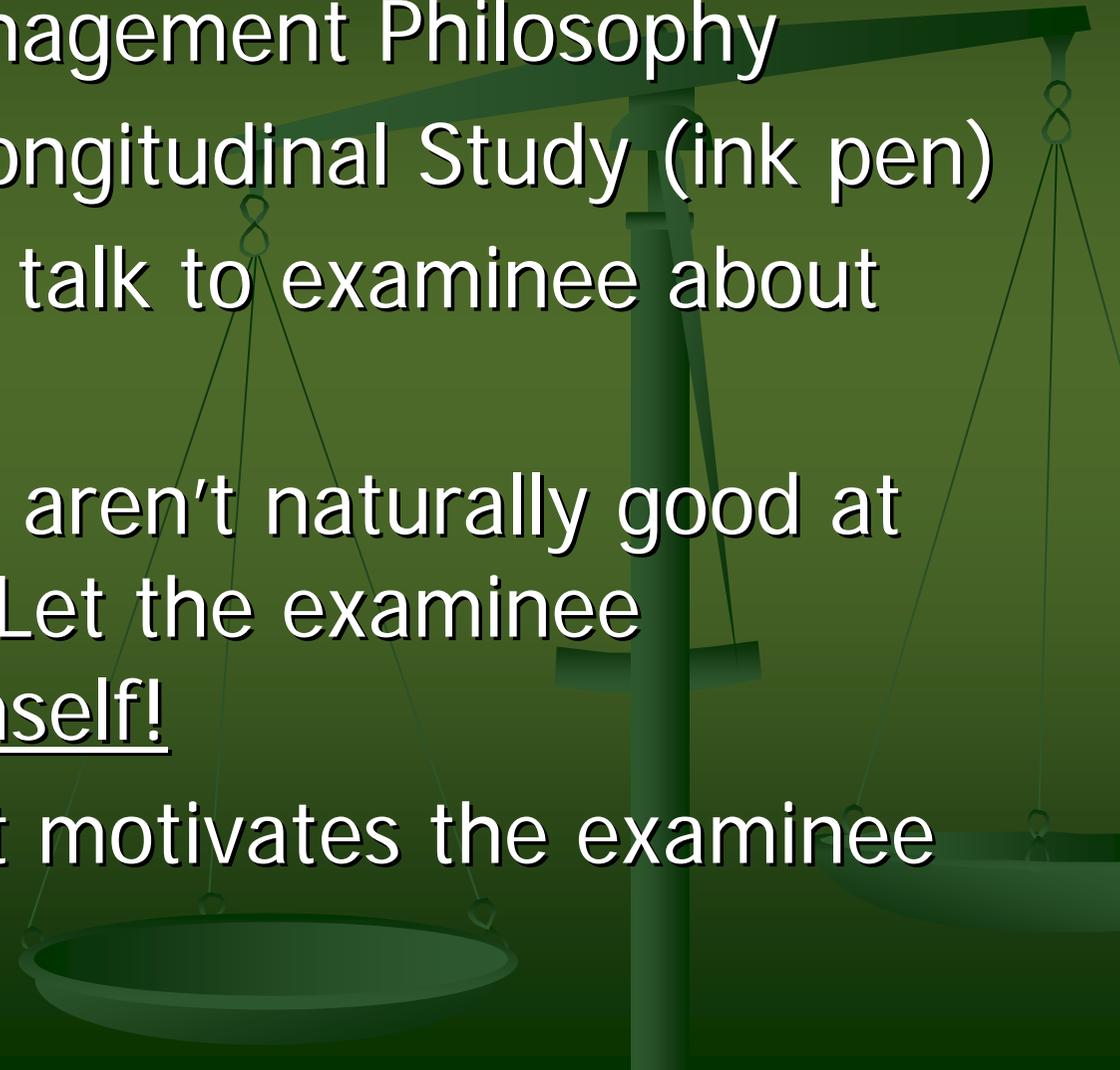


# You Can Do It!!

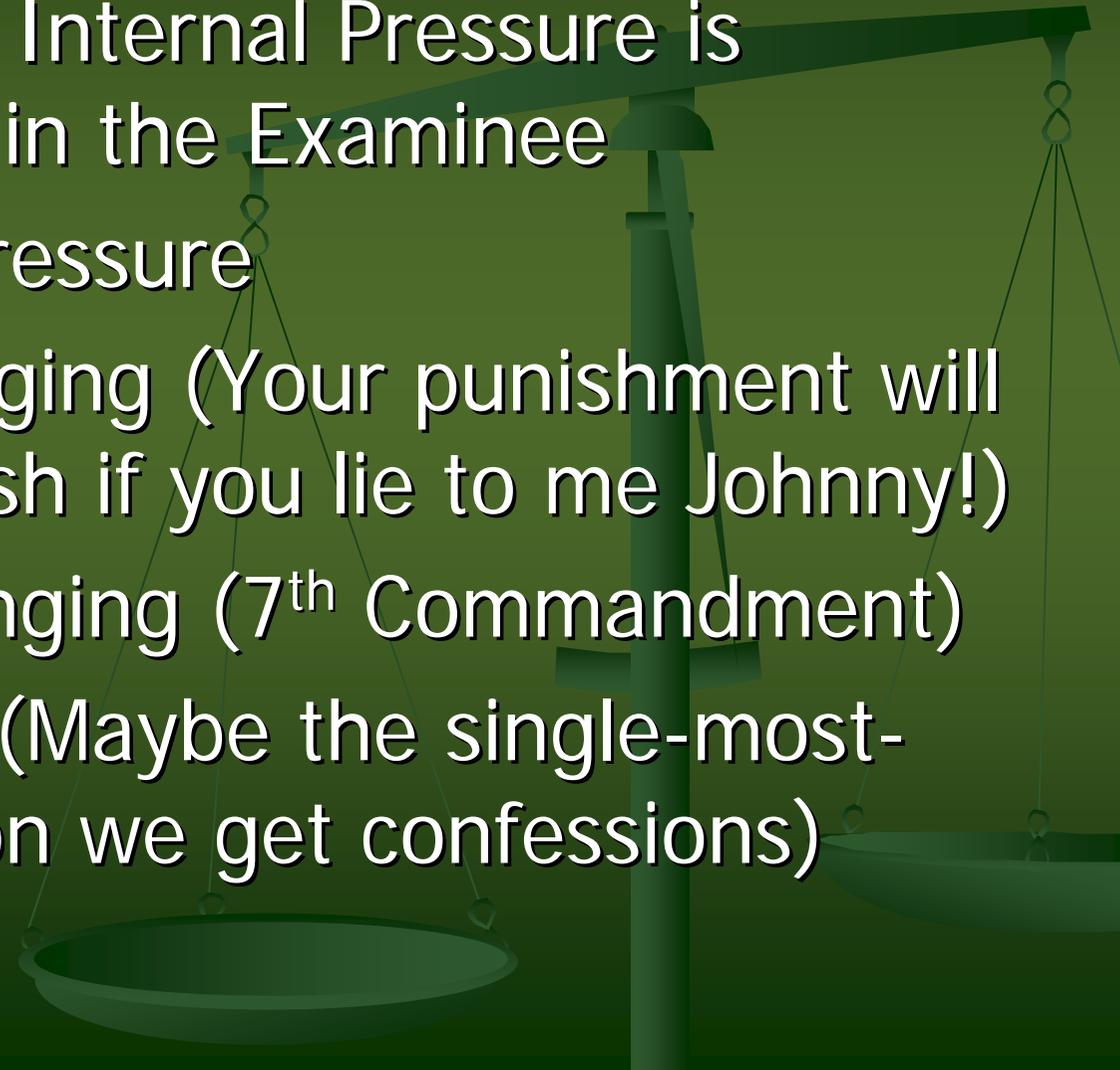
- I want to instill CONFIDENCE in you!
- REVENGE OF THE NERDS!!!
- Einstein/Used Car Salesman Phenomenon



# This Is How You Can Do It

- Brisentine's Management Philosophy
  - Read Trivia – Longitudinal Study (ink pen)
  - You can always talk to examinee about something
  - Since you and I aren't naturally good at interrogation – Let the examinee Interrogate Himself!
  - Determine what motivates the examinee
- 

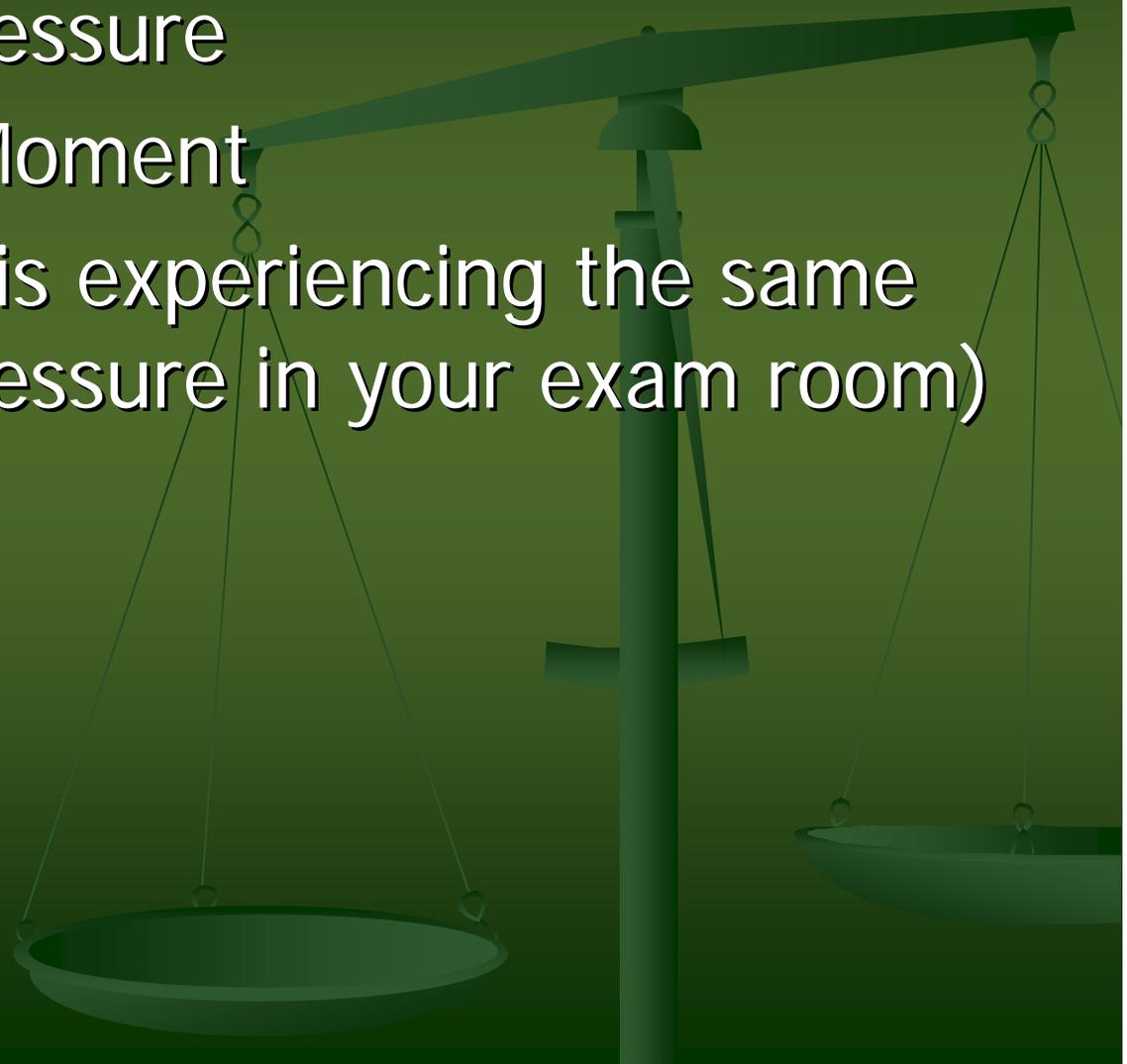
# INTERNAL PRESSURE



- Be mindful that Internal Pressure is Always Present in the Examinee
- Psychological Pressure
- Parental Upbringing (Your punishment will be twice as harsh if you lie to me Johnny!)
- Religious Upbringing (7<sup>th</sup> Commandment)
- The Cookie Jar (Maybe the single-most-important reason we get confessions)

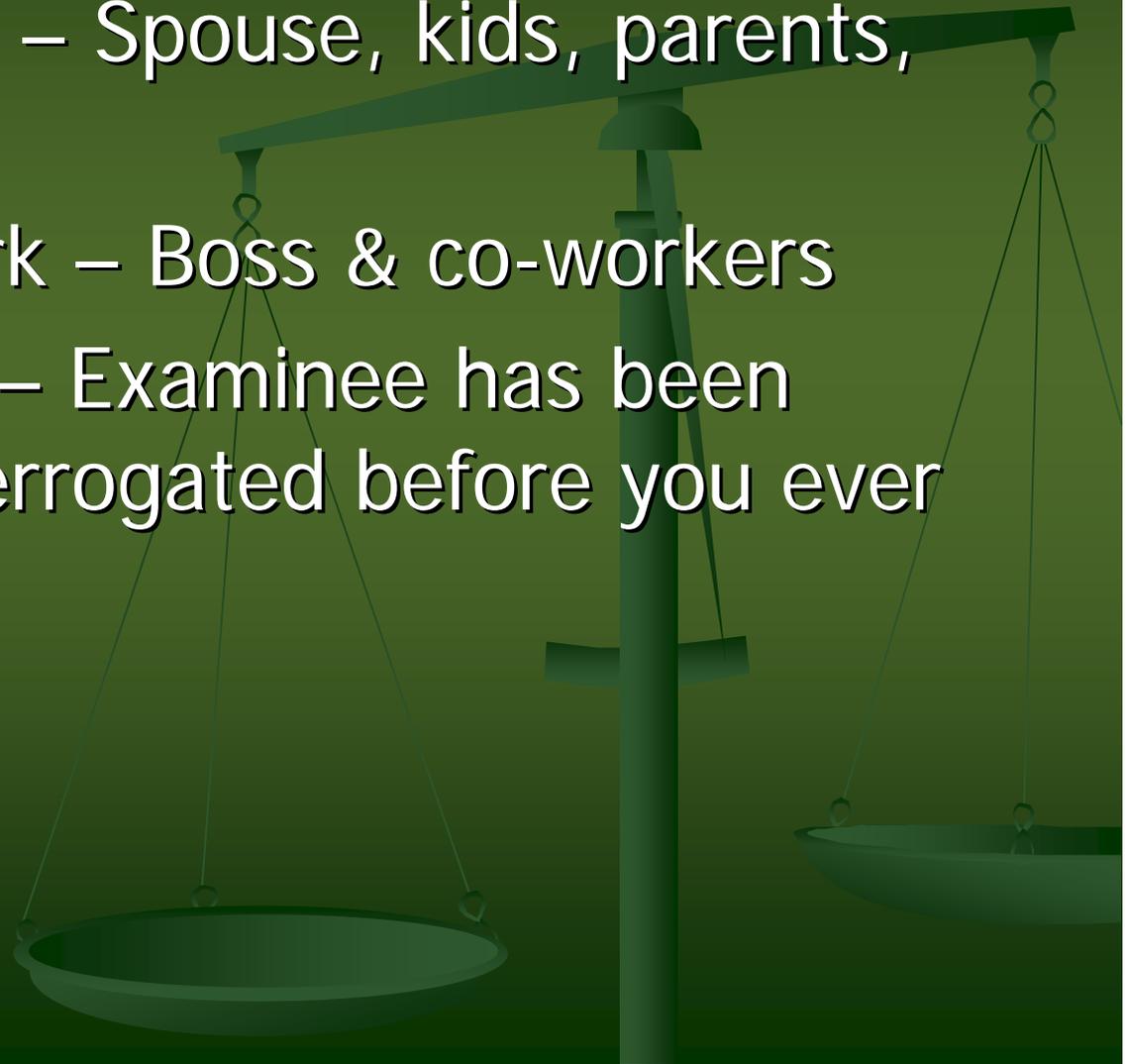
# INTERNAL PRESSURE

- Physiological Pressure
- Life-Changing Moment
- (The examinee is experiencing the same physiological pressure in your exam room)

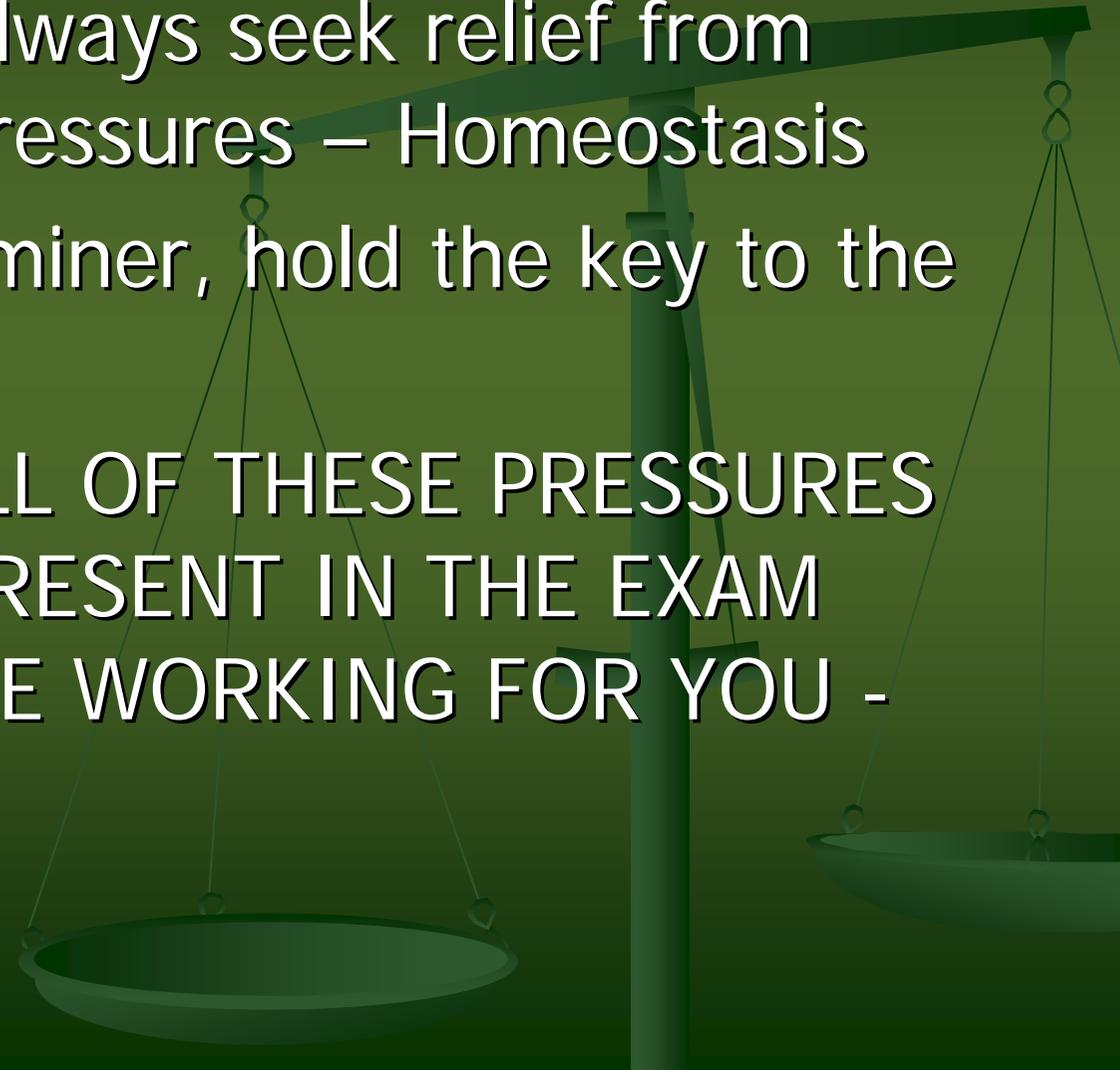


# EXTERNAL PRESSURE

- Family Pressure – Spouse, kids, parents, neighbors
- Pressure at Work – Boss & co-workers
- Police Pressure – Examinee has been interviewed/interrogated before you ever meet them



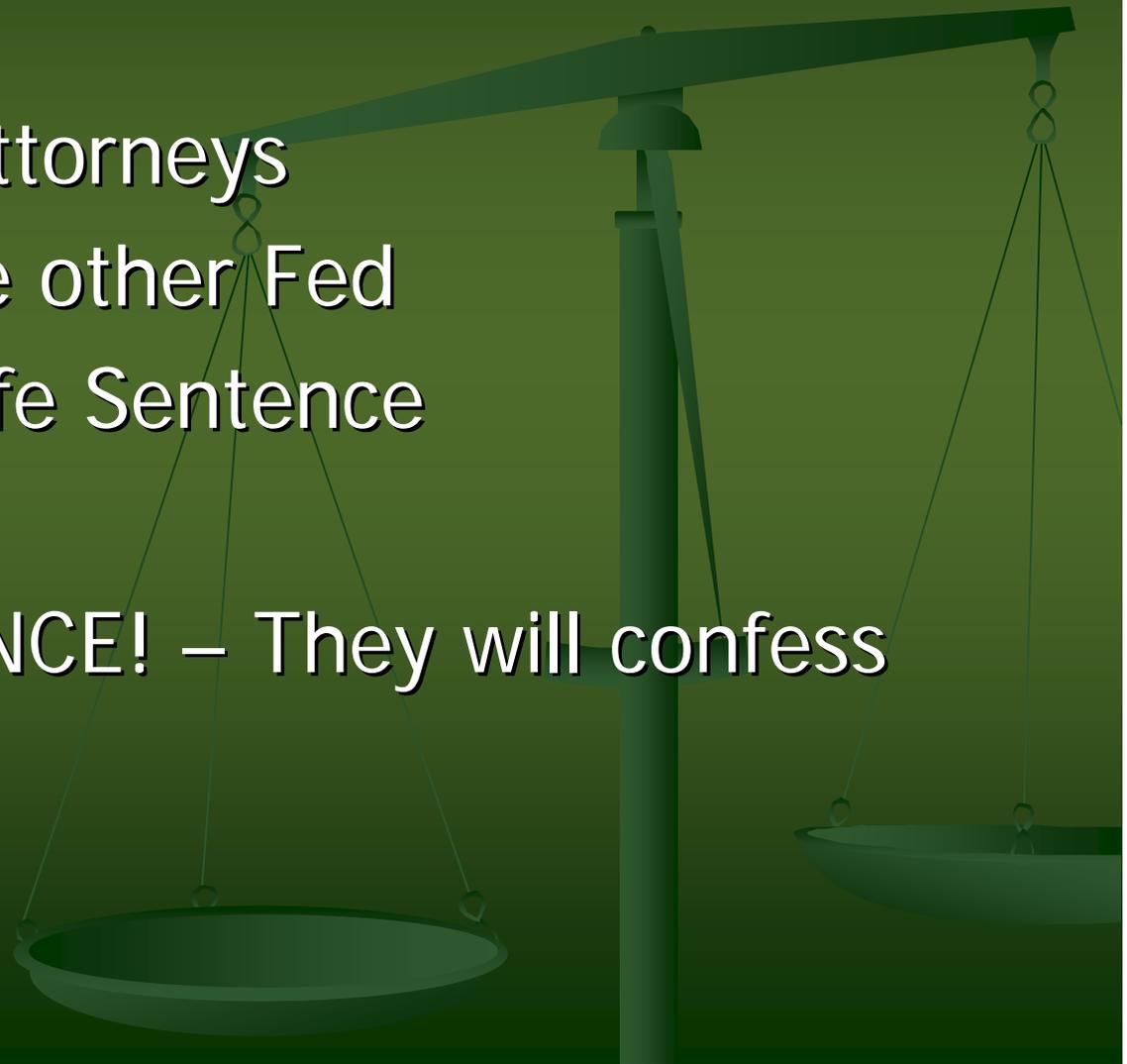
# PRESSURE BUILDUP/RELEASE



- Examinee will always seek relief from these various pressures – Homeostasis
- YOU – The examiner, hold the key to the pressure valve
- Remember – ALL OF THESE PRESSURES ARE ALWAYS PRESENT IN THE EXAM ROOM, AND ARE WORKING FOR YOU - CONFIDENCE

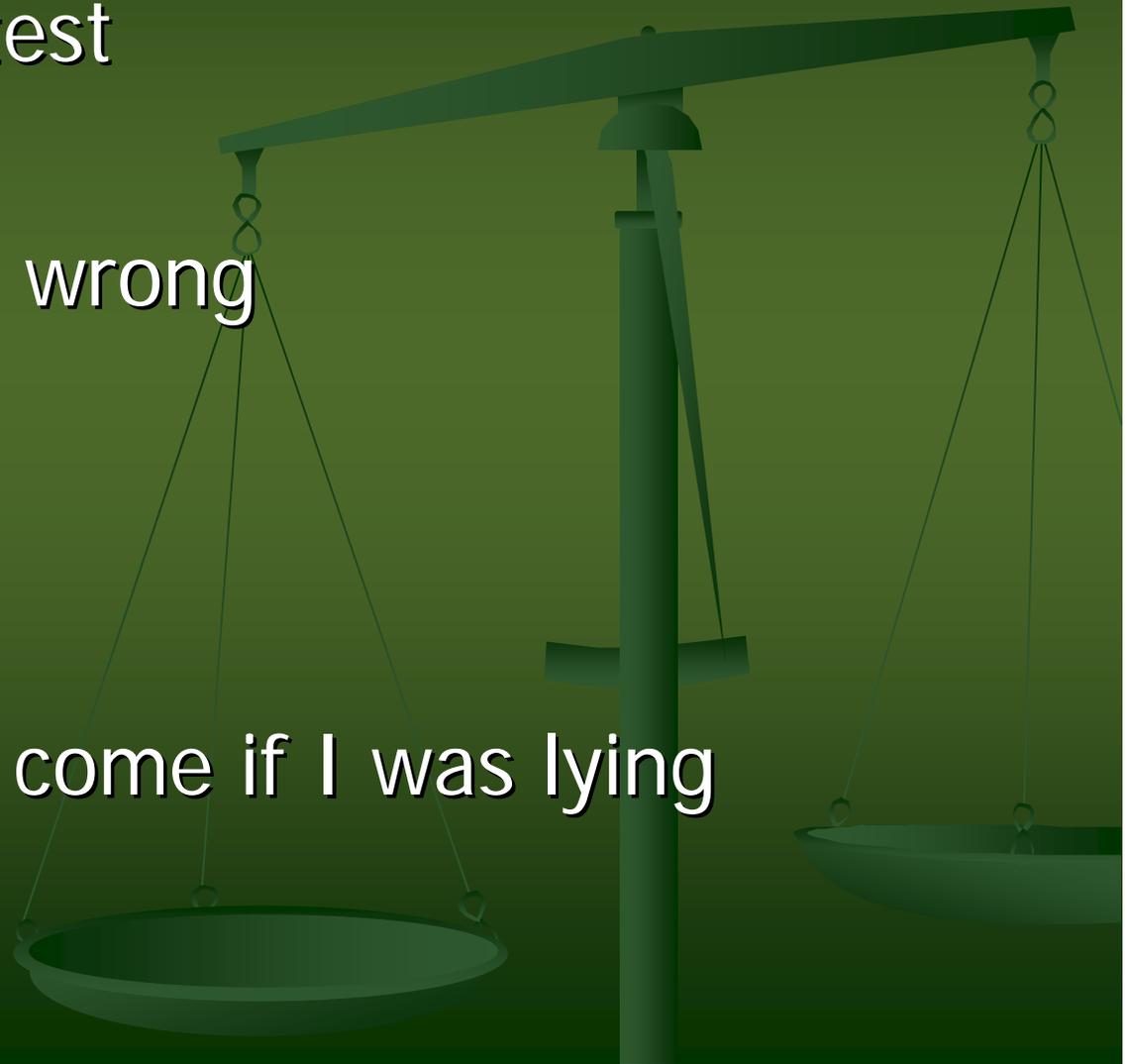
# Who Are You Testing?

- FBI Agents
- United States Attorneys
- DEA, ATF, some other Fed
- Inmates with Life Sentence
- Terrorists
- Have CONFIDENCE! – They will confess



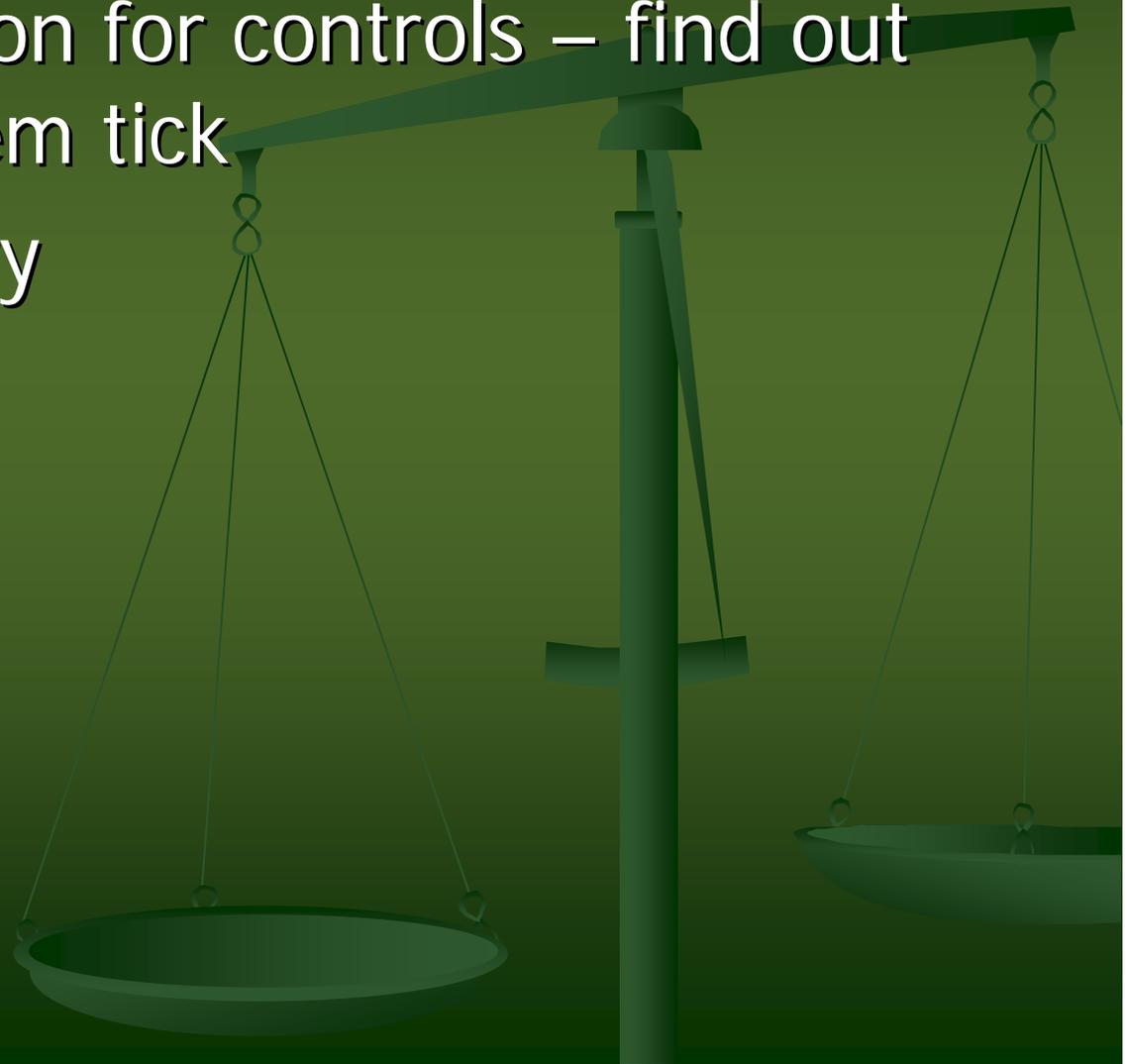
# Overcoming Objections

- Do it in the pretest
- Nervous
- Your Machine is wrong
- False Positive
- Cuff Pressure
- Sick
- I wouldn't have come if I was lying



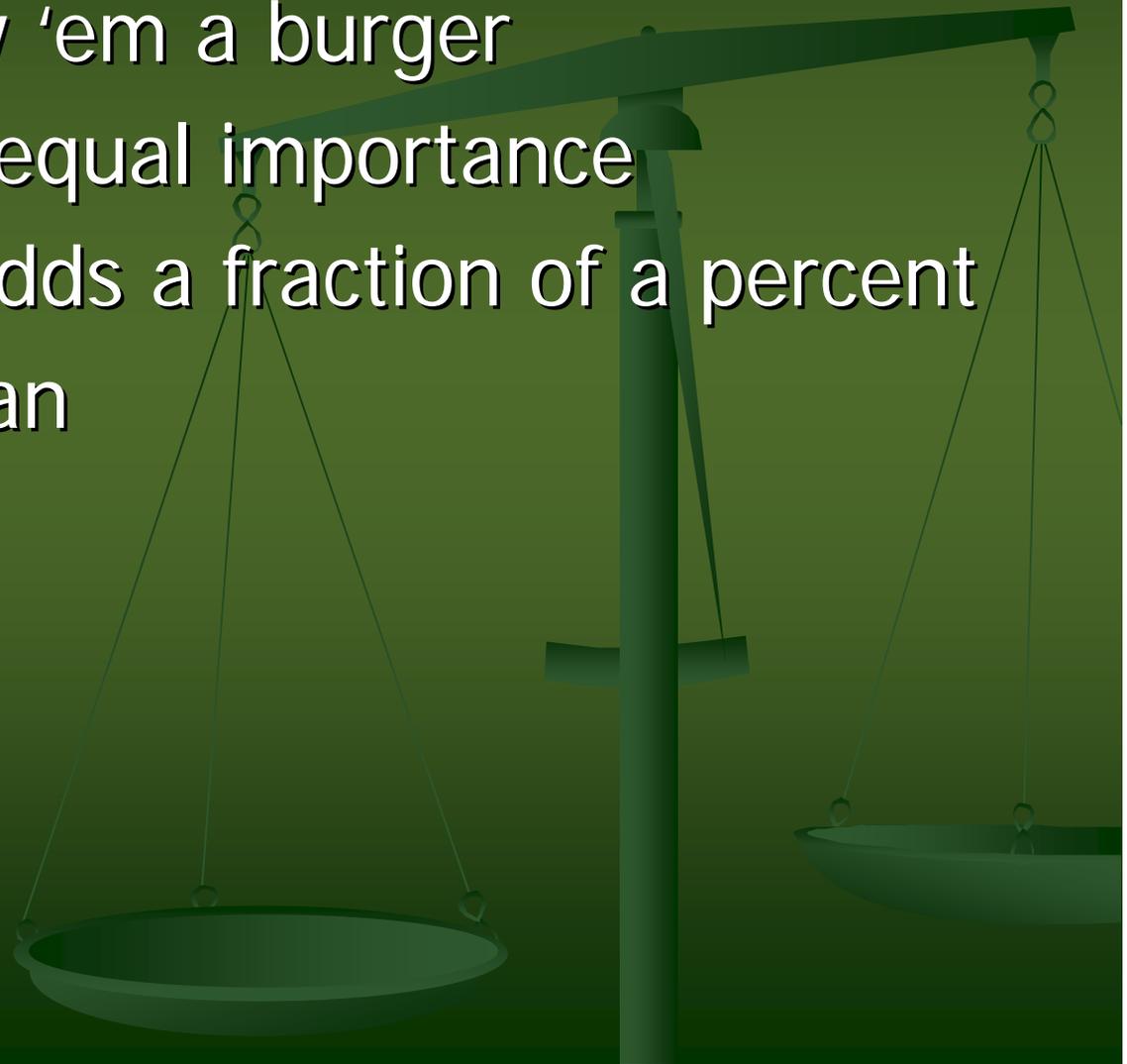
# Comparisons Are Important

- Laying foundation for controls – find out what makes them tick
- Tell them a story



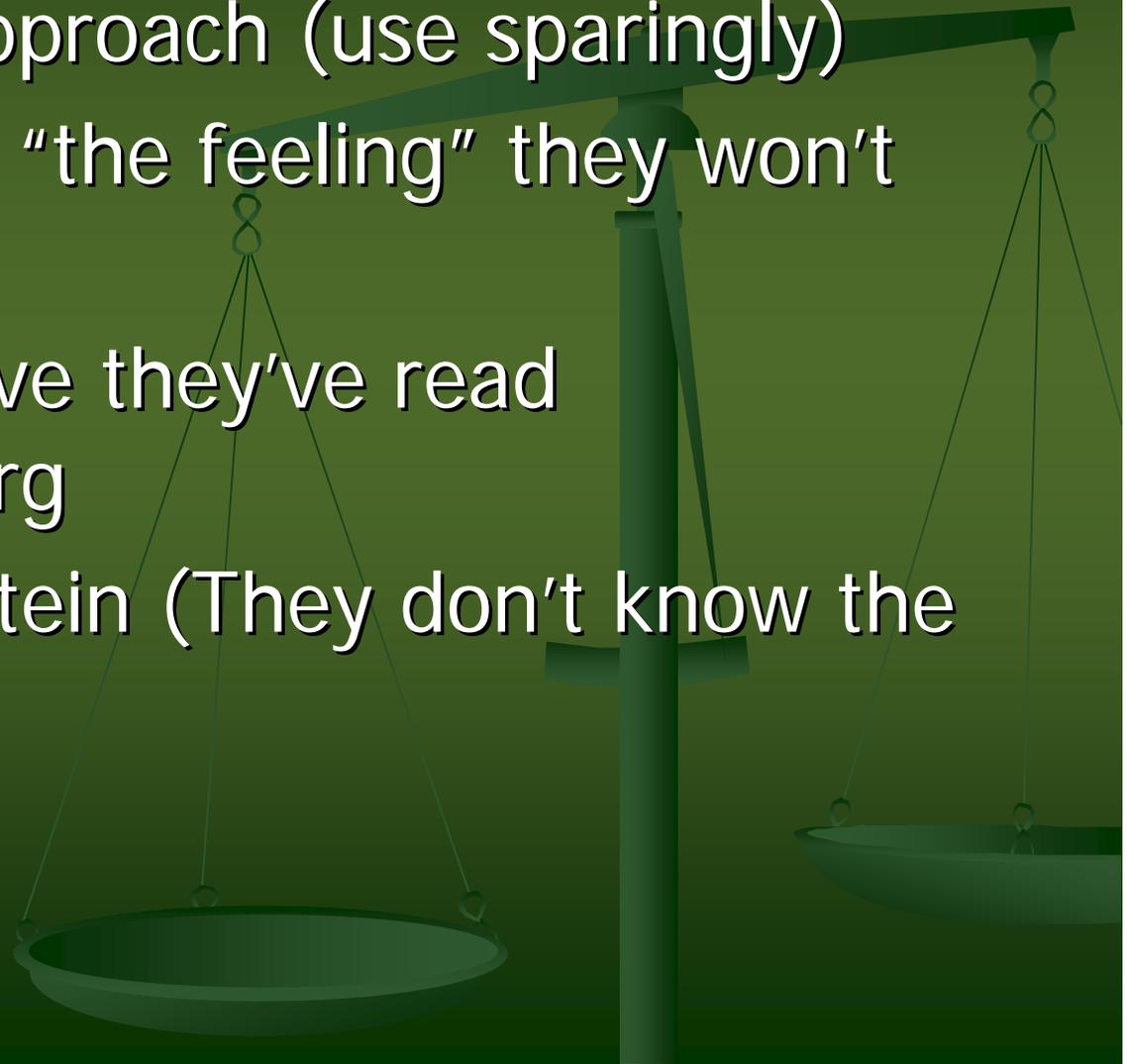
# Keep On Keepin' On

- Don't quit – buy 'em a burger
- Every test is of equal importance
- Every little tip adds a fraction of a percent
- Manure Salesman

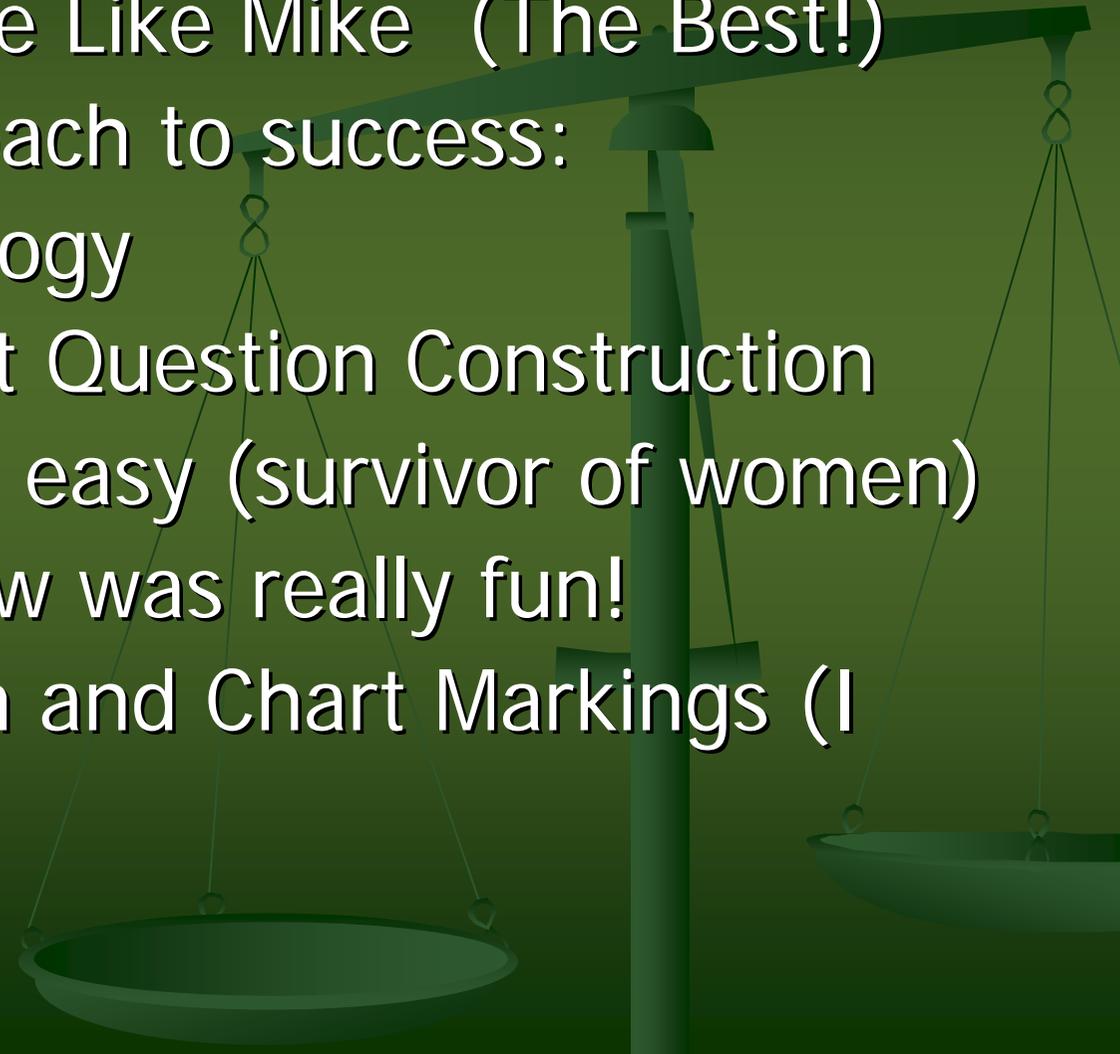


# Do The Unexpected

- Not a routine approach (use sparingly)
- When you have “the feeling” they won’t confess
- When you believe they’ve read [antipolygraph.org](http://antipolygraph.org)
- Remember Einstein (They don’t know the test is over)

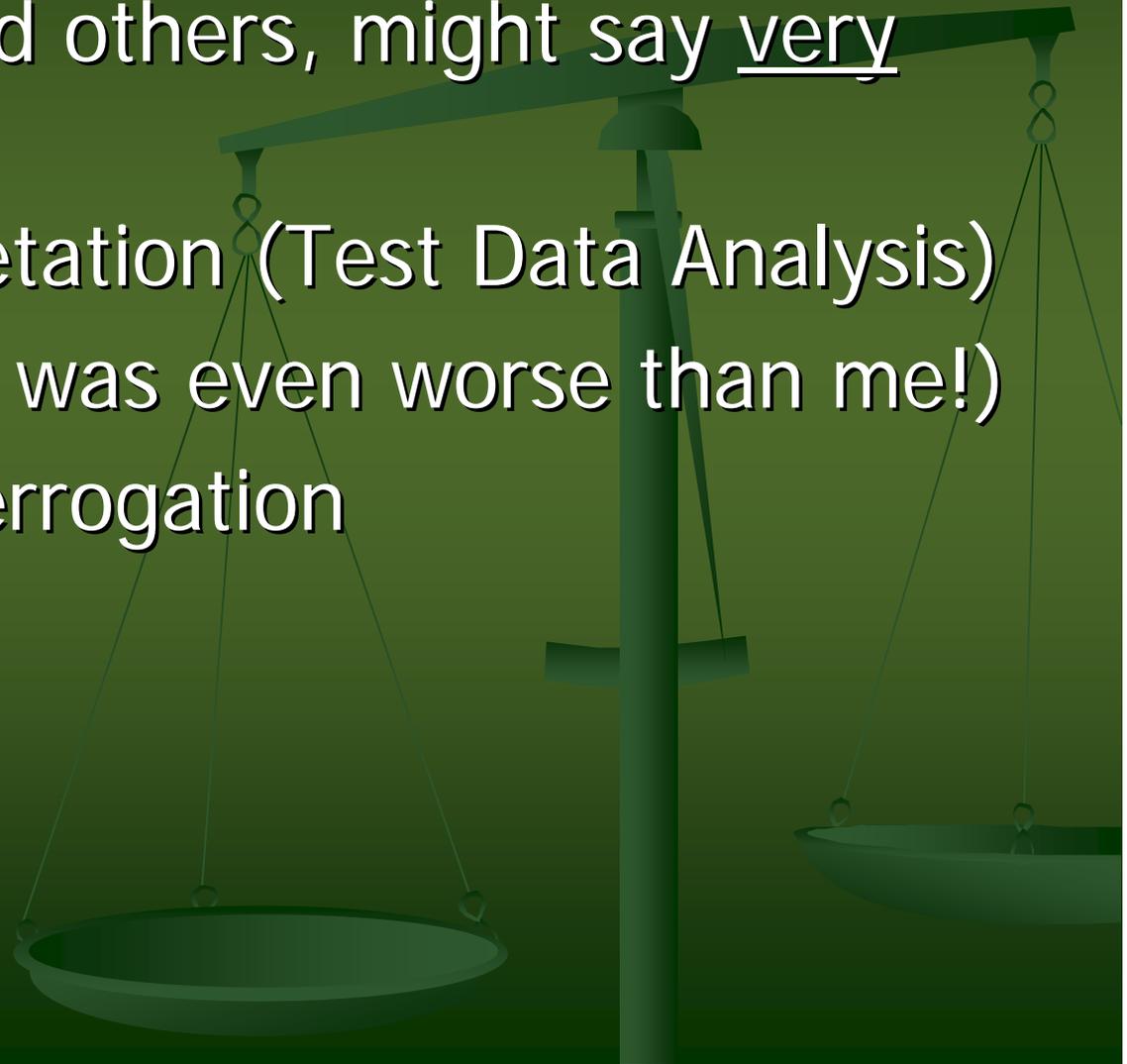


# THE MOTIVATION

- We all wanna Be Like Mike (The Best!)
  - The Nerd approach to success:
  - Great in physiology
  - The best in Test Question Construction
  - Psychology was easy (survivor of women)
  - Pretest Interview was really fun!
  - Instrumentation and Chart Markings (I had no equal)
- 

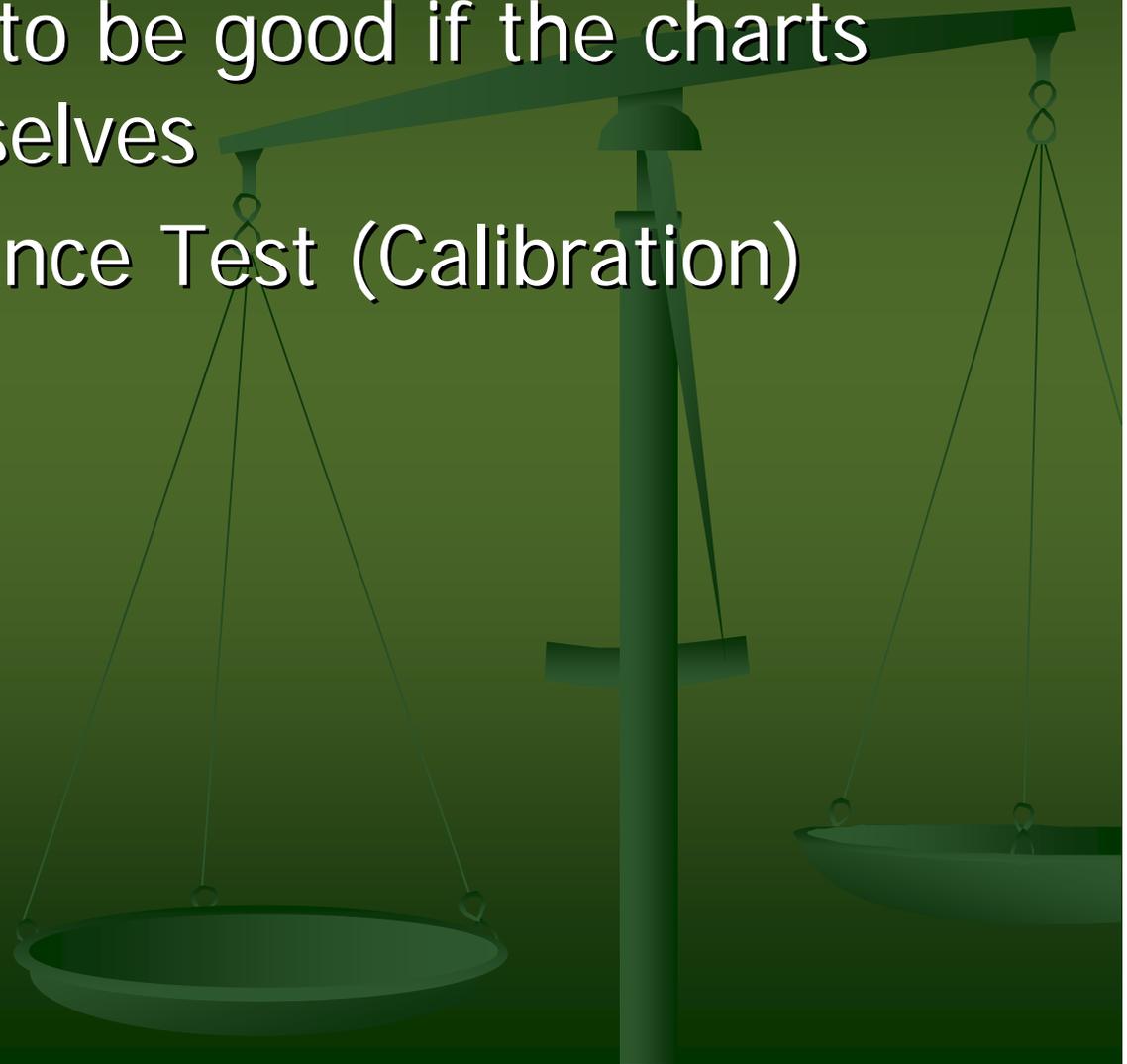
# ONLY 2 WEAK SUBJECTS!

- (Mr. Decker, and others, might say very weak)
- 1. Chart Interpretation (Test Data Analysis)
- (But guess who was even worse than me!)
- 2. Post-Test Interrogation



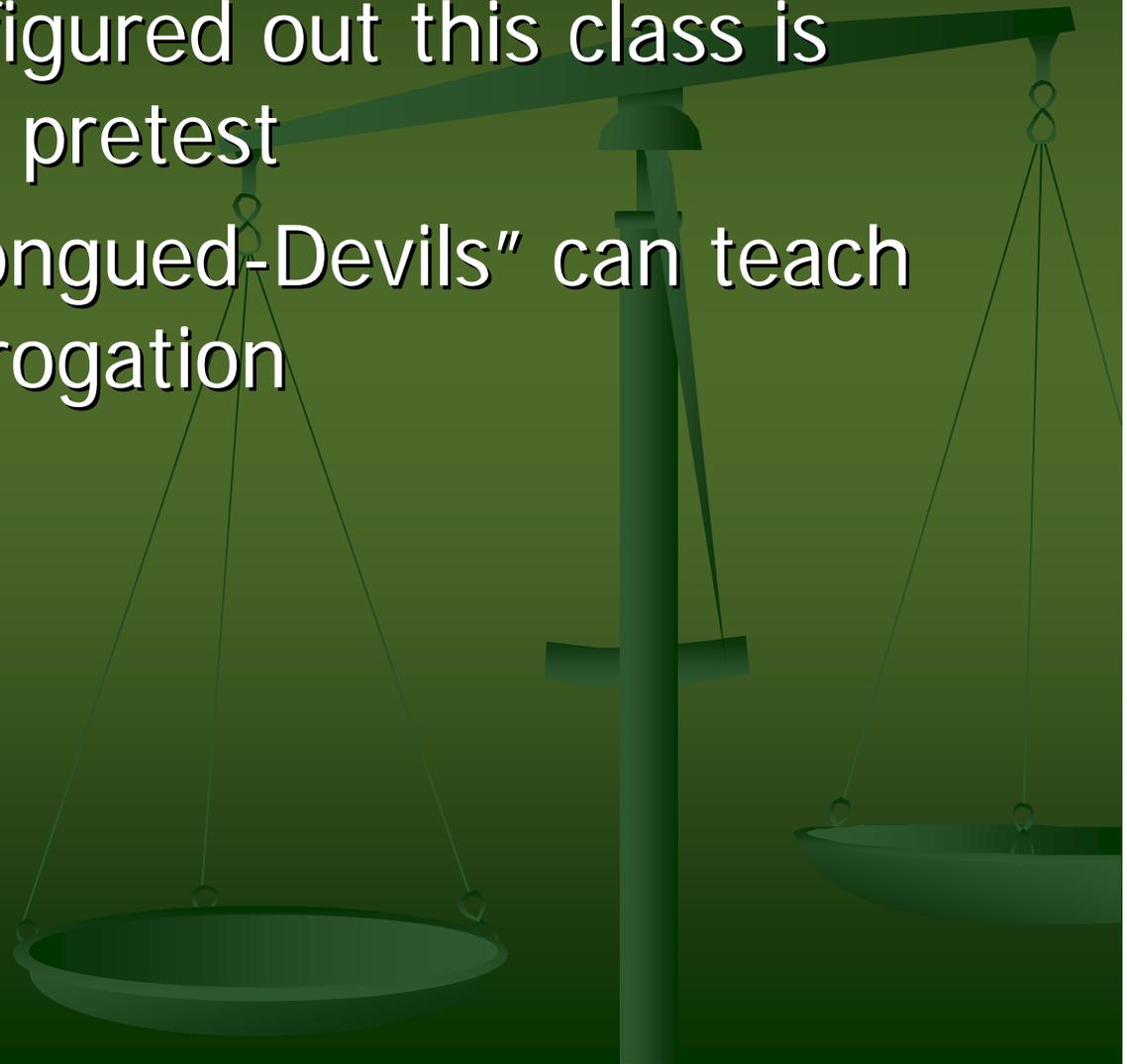
# Chart Interpretation (TDA)

- You don't have to be good if the charts speak for themselves
- STIM/Acquaintance Test (Calibration)
- A dozen charts



# Post-Test Interrogation

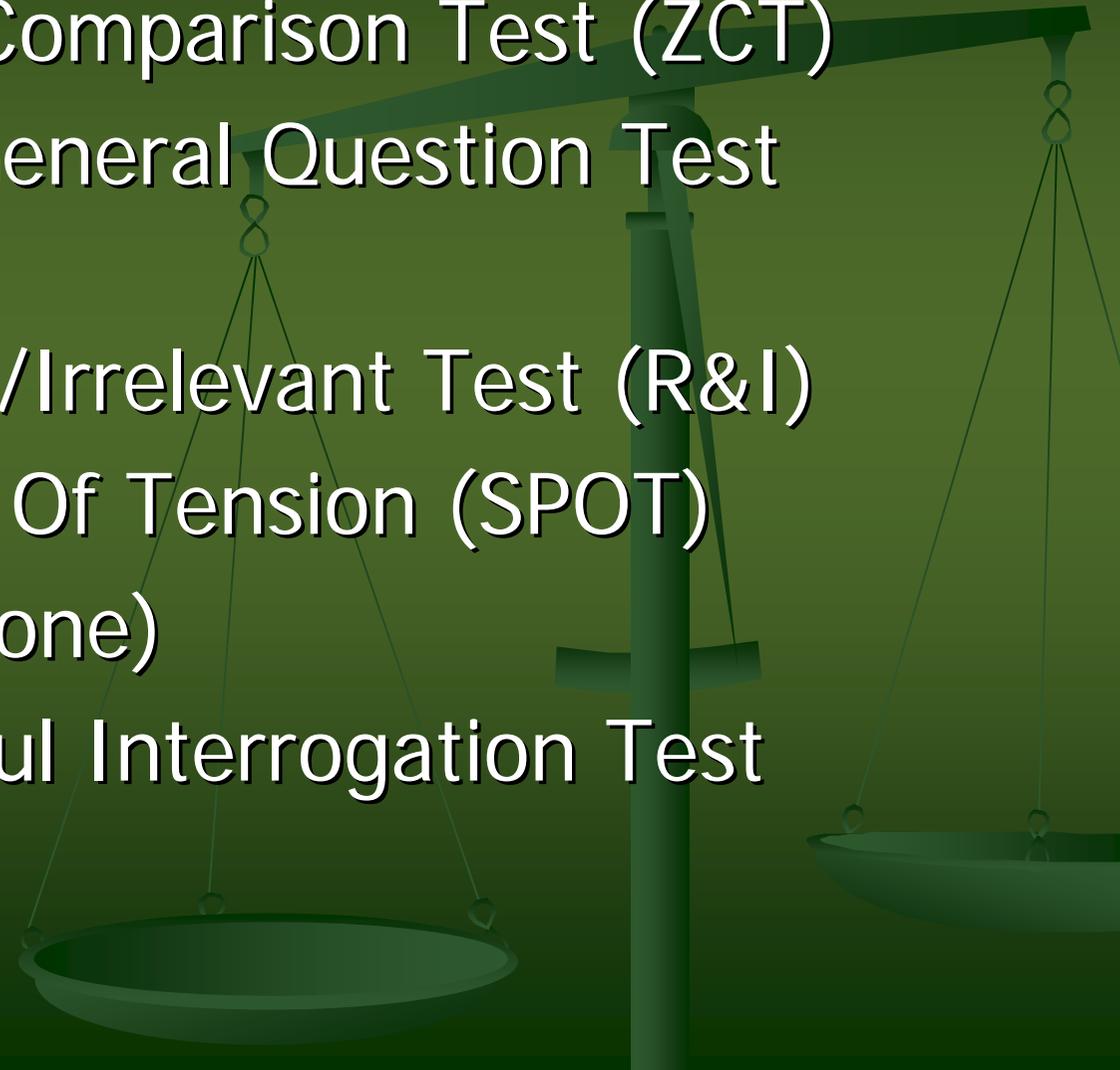
- I guess you've figured out this class is really about the pretest
- Other "Silver-Tongued-Devils" can teach you about interrogation



# The Real Motivation

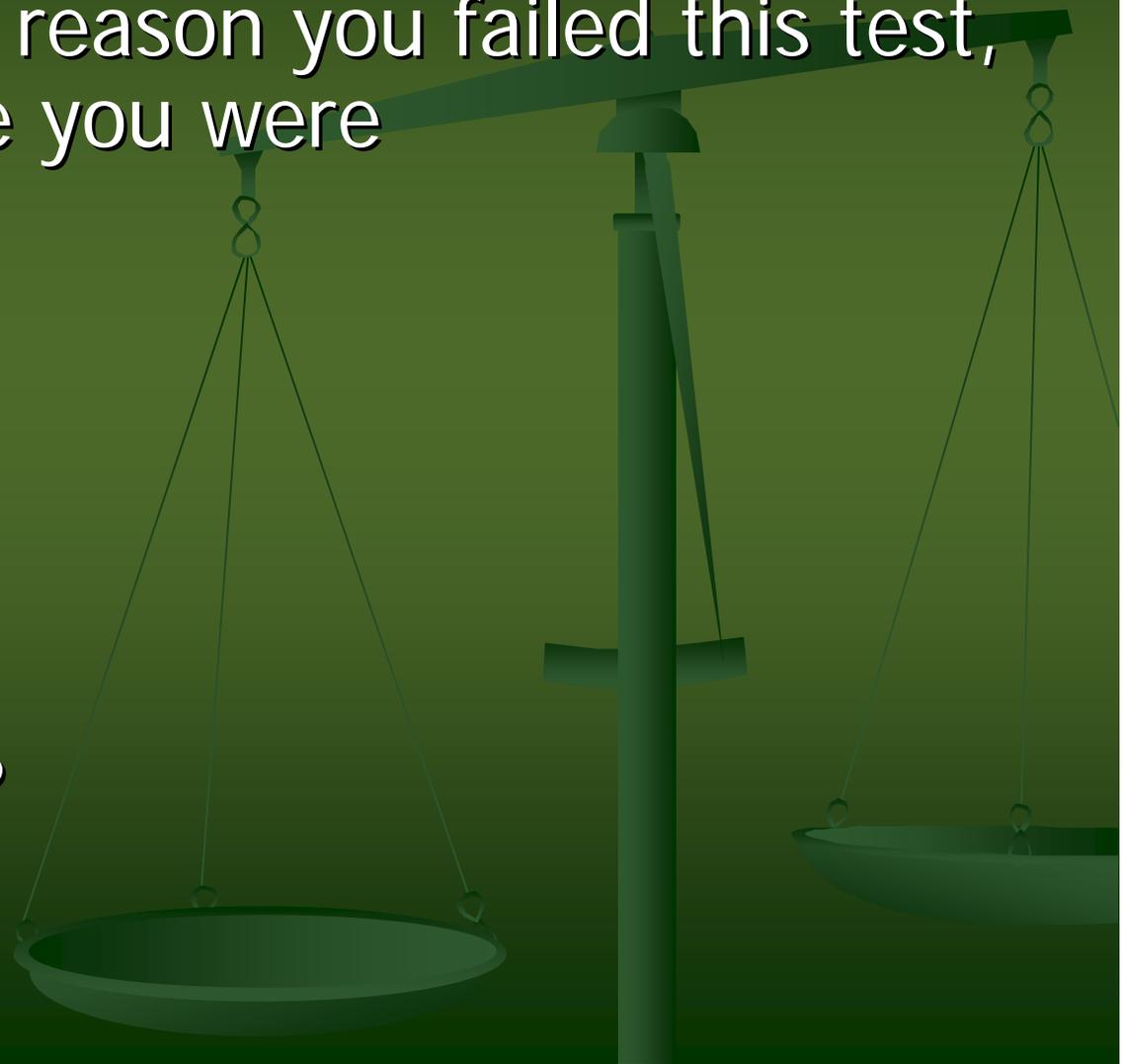


# If Nothing Else Works

- Backster Zone Comparison Test (ZCT)
  - Reid Modified General Question Test (MGQT)
  - Keeler Relevant/Irrelevant Test (R&I)
  - Searching Peak Of Tension (SPOT)
  - Utah Zone (U-Zone)
  - Schwartz' Helpful Interrogation Test
- 

# If Nothing Else Works

- Regarding the reason you failed this test, was it because you were
  1. Nervous?
  2. Tired?
  3. Sick?
  4. Lying?
  5. Frightened?
  6. False Positive?



# That Silver-Tongued-Devil

