

Contemporary Interviewing Dynamics

The Interview Template

Fraud Related Interviewing

The Concept of Persuasion

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CONTEMPORARY INTERVIEWING DYNAMICS

Segment One: Template, Skills and Process

NOTES

The Goal of an Interview

PREDICT CONTROL MODIFY

BEHAVIOR

The Requisite Interview Skills

- 1. DATA The ability to question
- 2. ? The ability to detect deception.
- 3. D>T The ability to persuade.

The Process Whereby This Goal is
Accomplished

- 1. Initiate
- 2. Attend
- 3. Focus on change
- 4. Direct subsequent questions

CONTEMPORARY INTERVIEWING DYNAMICS

NOTES

Segment Two: Fraud Related Interviewing

The Fraud Triangle

Understanding Why People Commit Fraud and Factoring Causality into the Interview, Compliance – Gaining Process

3 Elements must be present:

01. Pressure/Motive

How does the “Pressure/Motive” element relate to the subsequent interview?

2. Opportunity

The Method:

How does “Opportunity” relate to the subsequent interview?

3. Rationalization

How does the “rationalization” element relate to the subsequent interview process?

CONTEMPORARY INTERVIEWING DYNAMICS

Segment Three: The Concept of Persuasion

NOTES

PERSUASION: A successful intentional effort at influencing another's mental state through communication in a circumstance in which the persuadee has some measure of freedom.

The aim of a persuader: To influence what people DO by changing what people THINK.

COMMON FEATURES OF PERSUASION:

1. The notion of success is embedded in the concept of persuasion.
2. The presence of some criterion or goal.
3. The existence of some correlative intent to reach that goal.

The mental state most implicated in persuasion is that of ATTITUDE.

Attitudes are "orientations of mind, internal states that exert influence on overt behavior."

An attitude is a person's general evaluation of an object:
Persons, events, products, policies, institutions

POINTS CONCERNING ATTITUDES

1. Attitudes are learned
2. Attitudes are taken to be relatively enduring.
3. Attitudes are taken to influence conduct - attitudes exert an influence on behavior