The book was found

The Human Skills: Elicitation And Interviewing

Copyrighted Material

The Human Skills

Elicitation Interviewing

by Frank Stopa

Copyrighted Material

PDF Adobe

DOWNLOAD EBOOK
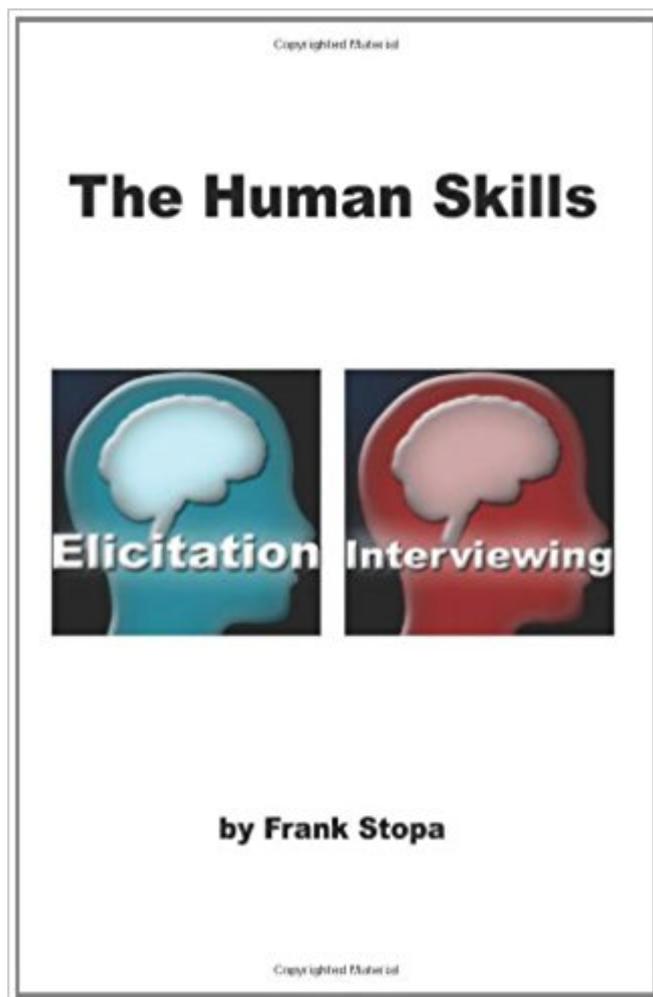
Synopsis

"We...didn't foresee getting any...statement...due to his background (hardened, ex-prison inmate). Using all your rapport building techniques...the suspect confessed to being at the murder." "My co-workers were aghast at the unconventional nature of the interviews. None of them...imagined this suspect would make any statement at all."Â "(I spent)Â the next 3 hours...using ONLY elicitation techniques. Not only did he admit to his wrongdoing, but he continued to assistÂ me forÂ days afterwards." The Human Skills: Elicitation and Interviewing is a collection of two new books in The Human Skills series providing proven techniques for collecting the accurate information you need to make critical decisions. Mr. Stopa's techniques have been used in the domestic and foreign counter terrorism worlds to validate human intelligence sources. They've been used in police interrogations to extract valid admissions from hardened criminals. And, they've been used in the business world to fend off competitors and win business. For over a decade, Mr. Stopa has successfully trained students to maximize their interpersonal information collection skills in the military, law enforcement, intelligence and business. Now you can use his techniques to gather the information you need to succeed!

Book Information

Paperback: 172 pages

Publisher: CreateSpace Independent Publishing Platform (February 25, 2010)

Language: English

ISBN-10: 1450599850

ISBN-13: 978-1450599856

Product Dimensions: 5.5 x 0.4 x 8.5 inches

Shipping Weight: 8.8 ounces

Average Customer Review: 5.0 out of 5 starsÂ Â See all reviewsÂ (1 customer review)

Best Sellers Rank: #2,728,398 in Books (See Top 100 in Books)   #71 inÂ Books > Law > Rules & Procedures > Depositions   #1789 inÂ Books > Business & Money > Management & Leadership > Negotiating   #3787 inÂ Books > Politics & Social Sciences > Politics & Government > Specific Topics > Law Enforcement

Customer Reviews

Stopa's no frills and sophisticatedly concise book about the human skills of elicitation and interviewing belongs in the libraries of leaders of all ilk's to include law enforcement, intelligence-information collectors, physicians, psychologists, security consultants, military,

reporters, journalists, forensic professionals, teachers, professors, marketers, and communications specialists. Stopa artfully describes how obtaining good accurate information is central to so many human activities. However, there is a great deal of emphasizes on detecting deception using technology. Unfortunately, the value of gathering and collecting facts and good information is lost on many. The problem manifests itself in getting wrapped around ferreting out deception and over reliance on technology.Today human skills have all but faded with the over reliance on and addiction to technology in everything we do. We want technology to do almost everything for us and think for us. For example, the polygraph is heralded for detecting deception. Yet, spies and serial killers successfully navigated the polygraph. Serendipitously, Stopa reminds us of the human skills for collecting information and the value of developing rapport and listening in the gathering good information in discerning facts and noise.Granhag (2006) in his research notes that distinguishing among facts, fiction, truth, noise, and deception is one of the central tasks associated with forensics, interviewing, and interrogation. Bond and DePaulo (2006) looked at a large number of studies that focused on people's ability to ferret out deception noting that people's performance/ability for detecting lies/deception do so just above the level of chance.

The Human Skills: Elicitation and Interviewing The Human Skills: Elicitation & Interviewing (Second Edition) Motivational Interviewing in Nutrition and Fitness (Applications of Motivational Interviewing (Hardcover)) Essentials of Intentional Interviewing: Counseling in a Multicultural World (HSE 123 Interviewing Techniques) Essential Interviewing: A Programmed Approach to Effective Communication (HSE 123 Interviewing Techniques) Interviewing for Solutions (HSE 123 Interviewing Techniques) Motivational Interviewing: Helping People Change, 3rd Edition (Applications of Motivational Interviewing) Motivational Interviewing, Third Edition: Helping People Change (Applications of Motivational Interviewing) Motivational Interviewing in Health Care: Helping Patients Change Behavior (Applications of Motivational Interviewing (Paperback)) Motivational Interviewing in Diabetes Care (Applications of Motivational Interviewing (Paperback)) Motivational Interviewing in Health Care: Helping Patients Change Behavior (Applications of Motivational Interviewing) by Rollnick, Stephen, Miller, William R., Butler, Christopher C 1st (first) Edition (2008) Motivational Interviewing in Health Care: Helping Patients Change Behavior (Applications of Motivational Interviewing) Requirements Elicitation Techniques - Simply Put!: Helping Stakeholders Discover and Define Requirements for IT Projects CBT for Chronic Pain and Psychological Well-Being: A Skills Training Manual Integrating DBT, ACT, Behavioral Activation and Motivational Interviewing Developing Helping Skills: A Step by Step Approach to Competency (HSE 123

Interviewing Techniques) Interviewing & Investigating: Essential Skills for the Legal Professional, Fifth Edition (Aspen College) CHATTER: Small Talk, Charisma, and How to Talk to Anyone (The People Skills, Communication Skills, and Social Skills You Need to Win Friends and Get Jobs) Conversationally Speaking: WHAT to Say, WHEN to Say It, and HOW to Never Run Out of Things to Say (Communication Skills, Social Skills, Small talk, People Skills) Everyday Charisma: Techniques for Mass Appeal, Charm, and Becoming a Social Powerhouse (Social Skills, Communication Skills, People Skills Mastery) Fundamentals of Case Management Practice: Skills for the Human Services (HSE 210 Human Services Issues)