



Analytic Interviewing: **Detecting Deception in the Blink of an Eye**

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ANALYTIC INTERVIEWING

Power of Analytic Interviewing

Respect, rapport and trust. These are proven attributes necessary for obtaining important and sensitive information: even in wartime. Supported both scientifically and by experienced investigators in the field, Analytic Interviewing teaches skills to demonstrate respect; quickly establish rapport; and, build trust.

The common misconception is that respect, rapport and trust are only for the weak and kindhearted. In fact, when understood and applied appropriately, they are powerful sources of control in human interaction.

Respect, rapport and trust are powerful sources of control and influence in human interaction.

As a society, our ability to manage our emotions and the emotions of others has been declining for nearly a century, causing us to be uncomfortable with the idea of managing emotionally challenging situations. Emotions involve nearly every aspect of an investigator's job. Rather than avoid them, this course trains the investigator how to manage emotions and control the interview process to get the job done skillfully and professionally.

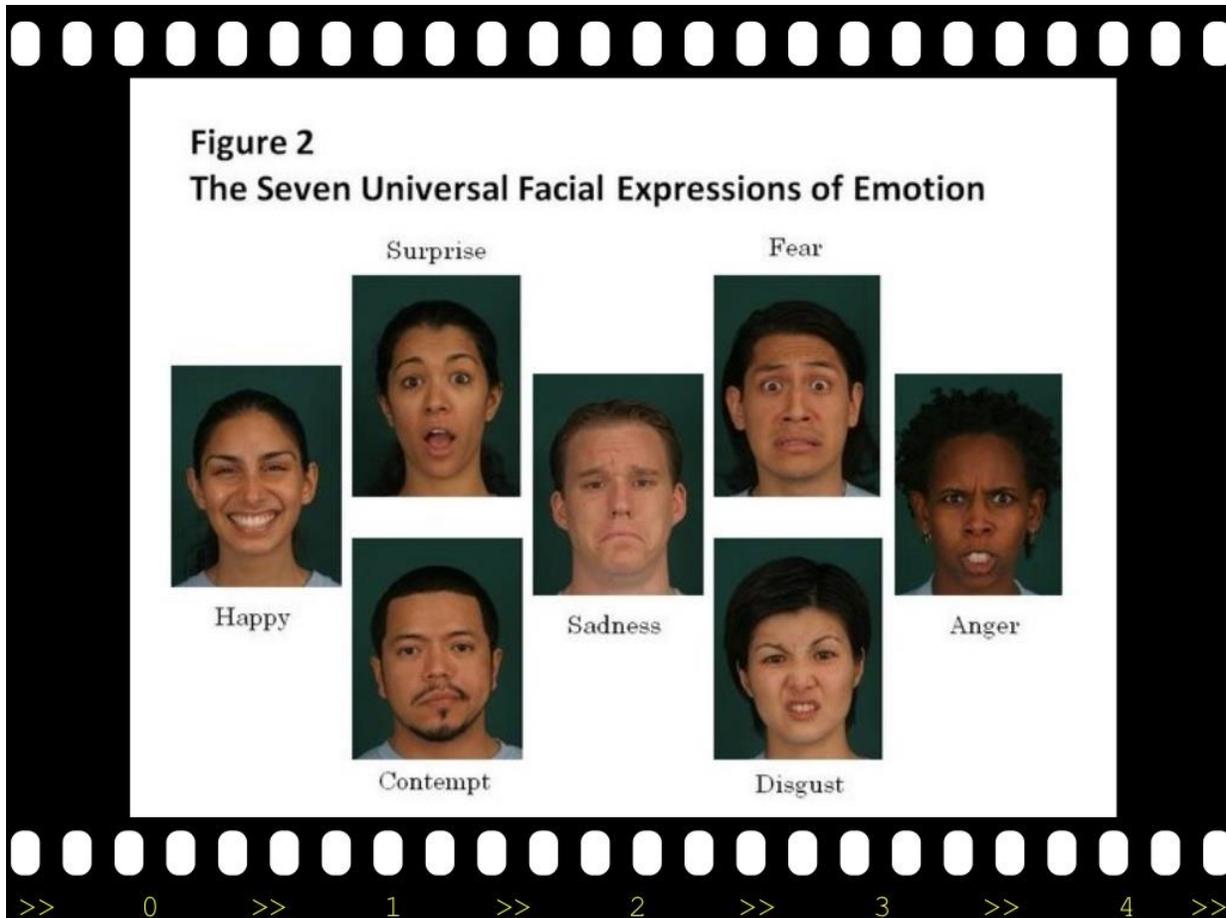
MICRO-EXPRESSION: HIDDEN SIGNS OF EMOTION

A micro-expression is an expression of an emotion that appears on the face for a period of time lasting at least 1/25 of a second but no longer than 1/2 second. Facial expressions reveal what a person really thinks or feels. The following is taken from "Unmasking the Face" by Paul Ekman.

Micro-expressions reveal either hidden emotions or deception.

To help us correctly interpret these micro-expressions we turn to Paul Ekman, PH.D., University of California Medical School, Behavioral Science, and his colleague Mark Frank, Ph.D., Rutgers University, Department of Communication. Paul Ekman has been studying nonverbal communication for over thirty years. He is considered to be one of the foremost authorities on deception in the world. He became interested in Darwin's theory that all humans have certain innate qualities including facial expressions. This would be evidence of a common ancestry.

There are seven universal facial expressions of emotions; happiness, sadness, surprise, anger, fear, contempt and disgust.



UNMASKING THE FACE AND EMOTIONS BEHIND IT

Micro-expression Calibration Test

Seven Universal Emotions		METT Exercise - Calibration
_____	1.	7.
_____	2.	8.
_____	3.	9.
_____	4.	10.
_____	5.	11.
_____	6.	12.

READING MICRO-EXPRESSIONS

The blink of an eye is about the speed of a micro-expression. However, with practice and knowing what to look for, as shown above, you can learn to spot these very brief expressions within a short period; another indicator is that people who are lying often "buy time" to create their answer. It takes a moment to come up with the answer so they "buy time." They may clear their throat, repeat the question, light a cigarette, cross their legs, change body positions, and adjust their tie or necklace. Remember, there are no absolutes; these are however, indication of areas that need to be explored or questioned further. Deceptive people show "clusters" of indicators.

**When a micro-expression is observed:
ask more questions about the topic of conversation.**

TRUTHFULNESS VERSUS DECEPTION: TRUTH WIZARD'S PERSPECTIVE

The relationship between truthfulness and deception can be compared to the relationship between light versus darkness or heat versus cold. From a physical science perspective, darkness and cold cannot be measured. Only light and heat can be measured. Darkness and cold are the absence of light and heat. Truthfulness and deception have the same relationship. We can evaluate truthfulness through asking detailed questions, verifying provable facts, etc. Deception is the absence of truth.

A priority during the interview process is constantly evaluating truthfulness, not constantly trying to detect deception. Because of the many forms in which we can deceive one another, evaluating truthfulness is the most effective and appropriate course of action.

**Deception comes in many forms:
white lies, serious lies, concealment, falsification, embellishment,
exaggeration, half-truths, minimization, by omission or bluff.**

Clusters of micro-expressions, as well as, verbal and nonverbal cues are not always readily available depending on the form of deception, the risk to deceiver for deceiving, circumstances, questioning strategies, personality disorders, etc.

Dr. Maureen O'Sullivan, a psychotherapist researching human deception and detection, identified a characteristic common among the 29 Truth Wizards. Truth Wizards are attuned to detecting deviations from a person's normal behavior, not by focusing on deception, to evaluate truthfulness. When in doubt, Truth Wizards test the veracity of information by asking more detailed questions about the topic. The key to revealing forms of deception can be dependent on asking the right questions.

Micro-expressions reveal either hidden emotions or deception.

A microexpression in and of itself alone, absent of any other verbal or nonverbal clue, is **NOT** indicative of deception. When hidden emotions are revealed, the interviewee also learns what a person values (anchor).

ANCHORING

Anchoring is the process by which any sensory perception gets connected to and triggers an emotional response. Anchoring is used to establish a mood or state of mind, thought or memory, or alter a behavior pattern. When accompanied by the mirroring technique (addressed in later section of manual), anchoring is a very powerful tool and can be used to motivate the person to tell you the truth.

Physical touch can be a very powerful stimulant. Applied at the right moment, it can release stored up emotions. It can give relief or reassurance, as well as feeling of security, love, and acceptance. It can also generate fear and anxiety. It can initiate any of the emotions previously discussed by Paul Ekman in *Unmasking The Face*.

You can anchor someone both physically and with words. You can physically anchor someone positively when you first meet them. When shaking hands, place your other hand over the top of theirs and say something positive such as "I am so glad to finally meet you. I've heard such good things about you. I know you will tell be truthful."

CLASS EXERCISE: Write down what you might say using the Positive-Negative-Positive Anchoring Technique.

INSTRUCTOR BIOGRAPHY



Mary Daugherty, Senior Special Agent with the Bureau of Alcohol, Tobacco and Firearms, is called the best of the best as an criminal interviewer and instructor in Analytic Interviewing, Cognitive Interviewing and identifying micro-expressions. The Analytic Interviewing technique was the basis for the FOX television series “Lie to Me”. Until recently, Analytic Interviewing was only available to select criminal investigators, intelligence officers and the military.

Researchers in psychotherapy bestowed the title of “*Truth Wizard*” upon Mary as she can accurately detect deception over 80% of the time in all three areas of deception. In a study across the United States testing 13,000 law enforcement officers, judges and psychologist’s ability to detect deception, only 29 could detect deception over 80% of the time in all three areas of deception and are recognized as *Truth Wizards*.

Agent Daugherty began her 24-year career at ATF with the Arson and Explosive group. Later she worked as an undercover agent for ten years infiltrating the most violent and dangerous criminal organizations in Texas: including the Jamaican Posse street gang; Chinese organized crime; Mexican Mafia; Bandito motorcycle gang; street gangs involved in violent home invasions, etc. An 18-month undercover investigation, where Agent Daugherty personally purchased weapons and narcotics, resulted in 140 felony convictions for members of the Texas Syndicate. She was honored by the 100 Club of Houston as "Officer of the Year" for the Gulf Coast region of Texas.

Agent Daugherty became involved in an investigation of a group converting semi-automatic rifles to fully automatic assault rifles. In addition to conducting surveillance and debriefing the undercover agent, she acted in the capacity as the undercover agent’s girlfriend. On February 28, 1993, Federal Agents with the Bureau of Alcohol, Tobacco and Firearms were ambushed while executing a lawful search warrant on the compound where the group lived. Assault rifles opened fire as agents dismounted from their vehicles. Agent Daugherty was the last agent to exit the cattle trailer as it was being destroyed by automatic .223 and .50 caliber weapons fire. During the intense 90-minute gun battle, 4 agents were killed and 19 were wounded. Agent Daugherty only sustained a rifle round through the pocket of her uniform pants which struck an agent behind her. After being involved in the largest gun battle in U.S. law enforcement history, Mary was one of the last ATF agents to leave the grounds of the compound. On the third day of the ensuing standoff, Agent Daugherty and another agent met with members of the Branch Davidians to remove the first two children from the compound. She was able to obtain invaluable intelligence concerning casualties and conditions inside the compound. As result of this experience, she became a negotiator attached to a Federal Special Response Team.

Mary became an internationally renowned instructor with the Institute of Analytic Interviewing, Inc. (IAI), training the trainers for government agencies in the U.S. and abroad. As one of the leading instructors with IAI, Mary worked with Dr. Paul Ekman, Dr. Mark Frank, Dr. Maureen O’Sullivan and Dr. Ed Geiselman learning and applying the latest and most advanced scientific research available in interviewing techniques.

In addition to her case load, she instructed Analytic Interviewing classes and Undercover Schools for ATF for 14 years at the Federal Law Enforcement Training Center (FLETC) in Glynco, GA. As a certified instructor for the Department of the Treasury and Department of Justice, Mary has instructed thousands of Law Enforcement officers/agents at numerous conferences and training programs.

The remainder of her biography is still classified top secret by the U.S. Government.