Deception, detection and statements analysis as key fraud investigation tools

7th of November, 2017

Course outline

The focus of this one-day training will be on deception detection, verbal and non-verbal indicators, statement analysis method and how to use it effectively in fraud investigations as well as on psychological factors of the fraud. The training also includes several practical - role-playing - exercises. More detailed content of the training:

1. Intro to statement analysis ("SA")
2. How to use SA effectively in fraud investigations
3. Intro to deception detection
4. Lies vs. deception
5. Role-playing exercise
6. Deception indicators verbal
7. Deception indicators non-verbal
8. Role-playing exercise
9. Statement analysis methods for written text
10. Statement analysis during interviews
11. Exercise
12. Psychology of guilt and innocence
13. Use of cognitive methods to expose lies or validate truth
14. Exercise
15. Indicators of fraud
16. Motivation of fraudsters
17. Conversation management principles for investigations or fact-finding (intelligence gathering)
18. Role-playing exercise

Lecturer

Stephen Grossman is an investigator, intelligence practitioner and thought-leader in the areas of investigative interviewing, deception detection, profiling, forensic linguistic analysis, crisis and conflicts negotiations. His company serves corporations, ultra-high net worth individuals and Non-Governmental Organizations (NGOs) around the world, addressing a variety of security, risk and crisis situations, including fraud, extortion, blackmail, corporate espionage, shareholders disputes, aggressive litigation, major crime and internal risk investigations. In addition to his private practice he consults in law enforcement on active cases and cold cases, as well as provides training to investigators, criminal intelligence officers, hostage and (or) crisis negotiators, and criminal profilers.

We had an opportunity to meet Stephen Grossman at the IIA Lithuania Conference 2017 where he was welcomed very well by all participants.

Date & location

9th of November, 2017; 9.00 – 17.00; Hotel "Ratonda", A. Rotundo 1 LT-01110, Vilnius

http://www.ratonda.centrumhotels.com/en/contacts

CPE

7 CPE

Language

English

Pricing

Members of IIA Lithuania and partners – 125 EUR

Non members – 150 EUR

Registration

https://goo.gl/forms/cyu3X0ZtTOYLF05E3

Registration deadline – **20th of October, 2017**

AGENDA

08:45 - 09:00	Morning coffee
09:00 - 10:30	**Introduction to statement analysis and detection, deception indicators**
10:30 - 11:00	Coffee break
11:00 - 12:30	**Statement analysis methods**
12:30 - 13:30	Lunch
13:30 - 15:00	**Cognitive methods**
15:00 - 15:30	Coffee break
15:30 - 17:00	**Indicators and investigation of fraud**