



Professional Investigative Prep / Design / Execution

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Wicklander – Zulawski & Associates

IDENTIFY THE TRUTH

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What Are We Considering Important Prior?

- Environment
- Legal Aspects
- Time of Day
- Strategy Timelines
- DNA of Interviewee
- Mental / Intellectual Capacity
- Order of Interviewees
- Rapport
- Potential Objections
- Empathy From Jump
- Motive
- Question Structure
- Safety Logistics
- Bias Barriers
- Explanation of Evidence
- Case File Makeup
- Witness Selection
- Innocent Until Proven Otherwise

Professional Engagement (*Models Shift)

- Proxemics
- Mirroring
- Gaze
- Visual Questions
- Audio Questions
- Emotional Questions
- Biographical Questions
- Illustrators
- Manipulators
- Emblems
- Posture
- Speed
- Tone
- Delivery
- Statement Resp.
- Question Resp.
- Command Resp.
- Mental Capacity
- Actual Words

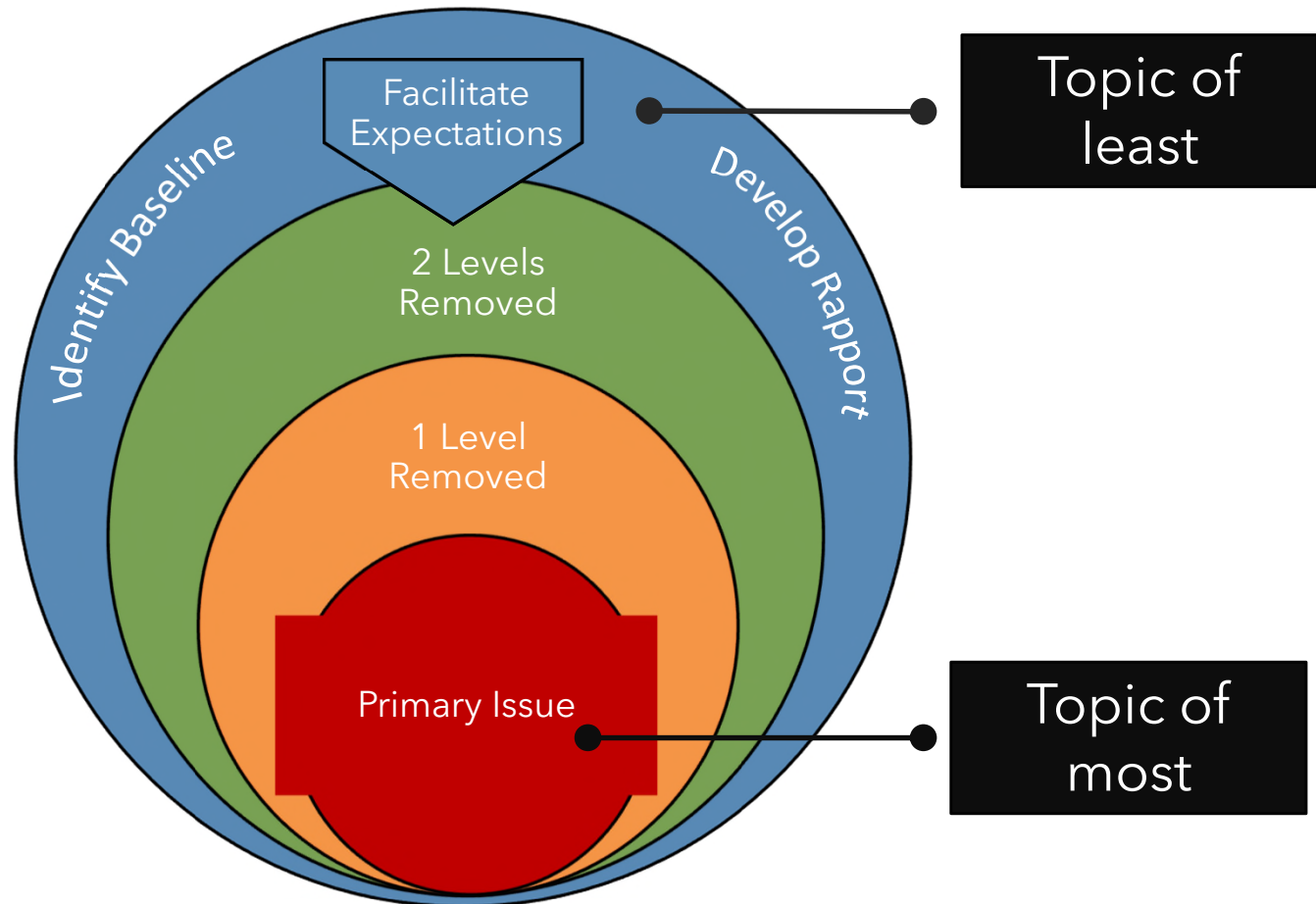
Interview Necessary?

Option – The Fact Find Interview Model

- **Open Ended Question**
 - “Help me understand what was said during that meeting”.
- **Expansion Question**
 - “When you say ‘targeted’, can you provide me with more detail please”?
- **Echo Question**
 - “They meeting was ‘aggressive’”?
- **Closed End Question**
 - “How many people specifically were in this meeting”?

Interview Necessary?

Option – The Participatory Method



Interview Necessary? Option – The Cognitive Interview

The Cognitive Interview

Professional Engagement & Rapport

Interview Prep. Instructions

Narrative Report (Reconstruct The Circumstances)

Probing Memory Scenes

Extend the Reconstruct for Memory Probing

Change The Order of Memory

Visual and/or Audio Walkthrough

Draw a Visual Map

Summary Walkthrough (Transparent Review of Notes)

Operational Closure

The WZ Method Model

Introductory Statement

- Who We Are What We Do
 1. Minimization Statement (Exaggerate)
- Types of Cases Investigated
 1. Be Thorough
 - List:
 - List:
 - List:
 - List:
- How We Conduct Investigations
 1. Realistic Tools Only
 - List (4-5 Max):

Summary of Motives

- Based on Research & Professional Engagement

1. List

-
-
-
-

** Observe – sign of acceptance – move forward

Empathy Story # 1

- 3rd Person
- State Topic
 - List: _____
- Create Story
- Provide Moral
- Link Back
 - “That’s why there are people like me who come behind and have these types of conversations.”

Change of Perspective

OWN THIS STORY!

1. Be General
2. Let Them Decide
3. Be Prepared if They Choose Not To Participate
4. Do Not Promise Leniency!

IDENTIFY THE TRUTH

#WZTrained

Empathy Story #2

- 3rd Person
- State Topic – _____
- Create Story
- Provide Moral
- Link Back

Statement of Transparency Address Timeliness Protect Evidence

- Memorized
- Step 12 - When Necessary
- Utilized When Necessary

Assessment Question

- Test For Acceptance (1st Person)

“ _____ ”

- Assessment Question

- Example Assumptive

“How many times in the last 30 days have you _____?”

- Example Follow Up Question

“We’re not talking as many as _____ are we?”

- Example Support Statement

“That’s good – I was hoping that was in fact the case.”

Back Up Empathy Story Motives

- List (*Remember – 3rd Person)

-
-
-
-

**Avoid: Bias / Religion / Politics / Addiction*

Think Ahead....

- Potential Motive:
- Potential Hurdle:
- Potential Explanatory Denials:
- Potential Bias Barriers:
- Potential Open-Ended Question
 - “ _____?”
- Potential Challenge Questions
 - “ _____?”
- Potential Assumptive Questions
 - “ _____?”
- Potential Language Barriers
 - Who’s on Standby for translation – Name & Mobile # _____

CONTACT



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