

# JOHN E. REID & ASSOCIATES, INC.

# TRAINING PROGRAMS & PRODUCT CATALOG



World Leader in Interviewing and Interrogation Training

*79 Years of Excellence*



[www.reid.com](http://www.reid.com)

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800-255-5747 or 312-583-0700



# ABOUT THE COMPANY

## THE ORIGINAL

**JOHN E. REID AND ASSOCIATES** is extremely proud to be celebrating over 8 decades of excellence – since 1947 we have trained hundreds of thousands of investigators from law enforcement, government and corporations on how to conduct effective investigative interviews, and when appropriate, interrogations. Over the years we have published numerous articles, books and investigator tips; developed several new training programs; and a YouTube channel – The Reid Technique Tips. (visit [www.reid.com](http://www.reid.com) for additional details)

All of us at John E. Reid and Associates want to thank you for your support as we continue to present the finest training in the world.

**U.S. Supreme Court Recognition** – In June 2004 in the case of *Missouri v. Seibert*, the United States Supreme Court referenced our company and our book, Criminal Interrogation and Confessions, as examples of law enforcement resources that offered proper training. In 1994 the United States Supreme Court referenced our textbook, Criminal Interrogation and Confessions, in making their decision in the case *Stansbury v. California*. Courts throughout the country have recognized The Reid Technique® as the leading interview and interrogation approach used today in both the law enforcement and business communities.

**Government Recognition** – Our expertise on the topic of behavior symptom analysis, interviewing and interrogation techniques was recognized by the National Security Agency which awarded John E. Reid and Associates (in conjunction with Michigan State University) a sole source bid for a scientific study on the use of behavior symptoms in the detection of deception. The results of the study were published in the Journal of Forensic Sciences.

**Exonerating the Innocent** – Over the years John E. Reid and Associates has assisted the Innocence Project (New York) on several cases as expert witnesses on proper interview and interrogation techniques, as well as the exoneration of one of their clients by obtaining a confession from the actual offender. This case was detailed in the story, "I Did It" in *New York Magazine* (<http://www.reid.com/pdfs/ididit.pdf>). We have also assisted other attorneys (for example, Kathleen Zellner) in wrongful conviction cases.

**Reid as the Gold Standard – In the Netflix series, Making a Murderer Part 2, (2018)** the interrogation of Brendan Dassey is discussed by Attorney Steve Drizin and Attorney Lauara Nirider during the first 15 minutes of Episode 2. (Attorneys Drizin and Nirider represent Dassey in his appeals).

The two attorneys are shown on screen giving a presentation to lawyers at Northwestern University Law School, discussing the Brendan Dassey interrogation. During their presentation they reference John E. Reid and Associates as the benchmark for proper interrogation practices and procedures.

## The Value and Utility of the Reid Technique –

Over the years, the feedback from our training course graduates has demonstrated the value of the Reid Technique process in helping investigators successfully resolve investigations. A survey of 31,000 individuals who graduated from our training program found that 98.99% said that they would recommend the training program to their colleagues, and 98% of the respondents indicated that after attending the Reid training program, their skill level in conducting interviews and interrogations increased to an Above-Average/Excellent level.

**International Recognition** – Our firm has been awarded contracts for training from NATO; the Bavarian and Berlin Law Enforcement communities in Germany; and have conducted training programs in Bosnia-Herzegovina; the Czech Republic; United Arab Emirates; Singapore; Japan; Mexico; Canada; Belgium; South Korea; Oman; Saudi Arabia; Djibouti; Sudan; Tanzania; Barbados; Hong Kong; Malaysia; Brazil; Italy; England; Norway; India; The Philippines; and Chile. Our training manual has been translated into Spanish, Portuguese, Chinese, Arabic and German.

**The Authoritative Text** – Our book, Criminal Interrogation and Confessions (5th edition, 2013) is considered by the courts and practitioners to be the "Bible" for interviewing and interrogation techniques. The book has been translated into numerous foreign languages.

**Courts Support the Core Values of The Reid Technique® – The core values of the Reid Technique** include the following:

- Always treat the subject with dignity and respect
- Always conduct interviews and interrogations in accordance with the guidelines established by the courts
- Do not make any promises of leniency or threats of harm or inevitable consequences
- Do not conduct interrogations for an excessively lengthy period of time
- Do not deny the subject any of their rights
- Do not deny the subject the opportunity to satisfy their physical needs
- Exercise special cautions when questioning juveniles or individuals with mental or psychological impairments

# THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND ADVANCED INTERROGATION TECHNIQUES™ 4-DAY PROGRAM

This is the MOST COMPREHENSIVE ADVANCED, and EFFECTIVE program available regarding THE REID TECHNIQUE®.

## COURSE CONTENT:

### INTRODUCTION

- The Purpose and Characteristics of the Non-Confrontational Interview
- The Purpose and Characteristics of the Reid Nine Steps of Interrogation
- Proper Room Environment
- Factors Affecting the Subject's Behavior

### BEHAVIOR SYMPTOM ANALYSIS

- Evaluating the Subject's Attitude
- Evaluating Nonverbal Behavior
- Evaluating Verbal Behavior
- Evaluating Paralinguistic Behavior

### BEHAVIOR ANALYSIS INTERVIEW

- The benefits of conducting the Non-Confrontational Interview prior to any Interrogation
- Analyzing Factual Information prior to the Interview
- Reid Behavior Provoking Questions
- The Baiting Technique
- Asking Investigative Questions
- Asking Hypothetical Questions



### THE REID NINE STEPS OF INTERROGATION® AND PREPARATION PRIOR TO THE INTERROGATION

**Step 1: The Positive Confrontation** – Advising the suspect of the investigation results

**Step 2: Theme Development** – a monologue designed to motivate the suspect to want to tell the truth using sound reasoning, empathy, and persuasive statements. The use of First Person Themes, Third Person Themes and Personal Stories will be discussed in detail with several 'real life' examples.

**Step 3: Handling Denials**

- Addressing Suspect Challenges
- Addressing the suspect's request to see evidence
- Introducing Evidence
- Tactics to gain the suspect's trust and change their perception

**Step 4: Overcoming Objections**

- Handling logical challenges

**Step 5: Procurement and Retention of the Suspect's Attention**

- **Use of Role Reversal**
- Challenging the suspect's values and traits
- Addressing the suspect's fear of consequences
- Addressing the futility of continued denials

**Step 6: Handling Suspect's Passive Mood**

- Recognizing the behaviors indicating the suspect is ready to tell the truth.

**Step 7: Presenting the Alternative Question**

- Understanding the Alternative
- Using positive and negative supporting statements

**Step 8: Having the Suspect Orally Relate the Details of the Crime**

- Committing the suspect to the crime
- Guard against false confessions

**Step 9: Elements of the Oral and Written Statements**

Visit [reid.com](http://reid.com) for our most current and up-to-date list of courses.

## REID™ TRAINING PROGRAMS YOU CAN HOST

In addition to hosting **THE REID TECHNIQUE OF INVESTIGATIVE  
INTERVIEWING AND ADVANCED INTERROGATION  
TECHNIQUES™ 4-DAY PROGRAM**,

you can host any of the following training programs at your location.

- **THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND  
POSITIVE PERSUASION FOR CHILD ABUSE INVESTIGATIONS™**

This is a specialized three-day program designed for anyone who investigates child abuse cases and who interviews alleged offenders including Social Service and Child Protection Workers, Police Officers, Child Advocates, Prosecuting Attorneys, Medical Personnel and Counselors.

The curriculum will be beneficial for new and experienced investigators. The techniques will serve to improve your success in resolving child abuse investigations.

Program topics include: Understanding the mind of an offender; BEHAVIOR SYMPTOM ANALYSIS™; The Reid Investigative Interview and the REID SEVEN STEPS OF POSITIVE PERSUASION™.

*A fourth day can be added to this program:*

- **PHYSICAL AND NEGLECT CHILD ABUSE INJURY RECONSTRUCTION  
TECHNIQUES**
- **THE REID P.E.A.C.E. METHOD OF INVESTIGATIVE  
INTERVIEWING: 3 DAYS**

The Reid P.E.A.C.E. Method of Investigative Interviewing merges core Reid tenets of rapport-centric evidence-based questioning with protocols established by the United Kingdom's "College of Policing" on Authorized Professional Practices for law enforcement. For over seven decades, John E. Reid & Associates, Inc., has advanced the art of investigative interviewing through reliance upon a non-coercive approach combined with persuasive argumentation to establish facts, assess interviewee credibility, and obtain admissions against interest that are both voluntary as well as reliable. *The Reid P.E.A.C.E. Method narrows the interviewing scope to evidence-based inquires as the sole means of eliciting truthful disclosures from suspects, witnesses, and victims of unlawful behavior.*

This three-day program's singular focus upon evidence-based questioning is a natural outgrowth of the origins of The Reid Technique. Its developers, John E. Reid and Fred E. Inbau, were both attorneys who were well trained in direct and cross examination. Those tools have always been embedded within The Reid Technique along with a firm commitment toward respecting the legal rights and human dignity of the accused. This program builds upon that unique Reid/Inbau legacy of integrating into the investigative interviewing process those same constitutional safeguards and courtroom skills through its current instructor who, in addition to having spent decades in the interrogation room, is an experienced attorney.

It should be understood, however, that course participants in the Reid P.E.A.C.E. Method of Investigative Interviewing will not receive instruction in the "Reid Nine Steps of Interrogation™" or the "Reid Behavior Analysis Interview™". Those elements remain fully available within traditional Reid Interview and Interrogation training programs.

## REID™ TRAINING PROGRAMS YOU CAN HOST

### • ELICITATION FOR FIELD INTELLIGENCE COLLECTION: 2 DAYS

This two-day training program is intended to assist American military personnel, Special Forces operators, civilian and DOD intelligence officers and counterintelligence agents in the tradecraft of **Elicitation** which is an interaction with a human intelligence source wherein the source is largely unaware that information is being intentionally drawn from them.

The Reid Elicitation Techniques presented within this program are organized into **Five Steps** which are user friendly and simplify field application. The Five Steps are:

**1) Strategy** (wherein the elicitor selects a targeted human source and identifies source vulnerabilities that can be exploited during elicitation);

**2) Initiation** (wherein the elicitor chooses among available logistical options for an elicitation encounter such as time, place, pace, and manner of engaging a targeted human source);

**3) Approach** (wherein the elicitor uses veiled persuasive reasoning to draw sought-after information from a targeted human source);

**4) Execution** (wherein the elicitor assimilates an appropriate strategy, the effective approaches, and a safe smart initiative into an elicitation encounter); and

**5) Closure** (wherein the elicitor probes the depth of information to be derived from a targeted human source.)

This training also includes modules on: a) behavior symptoms for assessment of the evolving success or failure of an elicitation encounter; and b) recognition of, and resistance to, hostile nation elicitation initiatives against unsuspecting American targets.

### • REID MILITARY INSTRUCTIONAL PROGRAM: 4 OR 5 DAYS

The Reid military program for special operations, intelligence, counterintelligence, and HUMINT collection integrates the Reid “Behavior Analysis Interview” and “Nine Steps” with Army Field Manual 2-22.3 (“the Manual”) in the arts of detecting deception, tactical questioning, screening, debriefing, source contact operations, elicitation, liaison, and interrogation to fit the MOS of each specific audience.

**The Reid Military Instructional Program differs from its counterpart law enforcement programs by:**

- Focusing themes and behavior assessment for combatants/defectors/informants/spies/EPWs within target AORs that include jihadist, Russian, and Korean theaters of operation;
- Adapting instructional models to the risks/variables inherent within uncontrolled environments;
- Incorporating recognition and resistance against hostile interrogation/elicitation tactics;
- Including proactive intelligence collection in addition to after-action investigation; and
- Offering practical exercises that replicate actual circumstances faced down range.

## REID™ TRAINING PROGRAMS YOU CAN HOST

### • REID HUMAN TRAFFICKING INTERVIEW AND INTERROGATION STRATEGIES USING THE REID TECHNIQUE™

A one-day in-person briefing on *human trafficking interview and interrogation strategies* which are superimposed over the Reid Technique™, fundamentals, and standards of practice. For decades, the Reid Technique™ has been described as the most widely used protocol for investigative interviews and interrogations. This intensive one-day program overlays Reid methodologies upon the singular issue of human trafficking and its unique challenges.

Topics include *interviewing strategies* for victims, witnesses, informants, suspects and parents/guardian/family members; *interrogation themes* for transporters, recruiters, traffickers, and parental or guardian traffickers; evidence-based interrogation approaches; and behavior symptom assessment modifications for trafficking victims.

***By Hosting a REID training program the cost savings are substantial and the host may also receive several free seats.***

### WE PROVIDE:

#### ✓ **Marketing and Registration Assistance:**

We provide you with all the promotional brochures you need at no charge. Reid will also assist in the registration of all participants for the program.

#### ✓ **Course Materials:**

Each student will receive an extensive outline manual, as well as a certificate of course completion.

#### ✓ **Instructors:**

Reid™ Courses are taught by twelve of our senior staff members; all are experts in THE REID TECHNIQUE® method with 25 to 35 years of interviewing and interrogation experience. This represents the largest and most experienced staff in the world.

#### ✓ **Specialized Content:**

John E. Reid and Associates can custom-design any of the training programs to meet the specific needs of your audience. It has been our experience that many organizations host a REID™ training program for their staff and then market the course to their colleagues in the surrounding area. This can increase the number of free seats that a host will receive.

#### ✓ **International Programs:**

John E. Reid and Associates has conducted numerous international training programs for a variety of sponsoring agencies throughout the world. We have translated our training course material on THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® into Spanish.

***If your agency is interested in hosting a John E. Reid and Associates Training Program, please contact Julie Rock at 855-479-3959 or email at [jrock@reid.com](mailto:jrock@reid.com) for details and info.***

*John E. Reid and Associates offers  
three Virtual Training Programs (Zoom) throughout the year:*

## • THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND POSITIVE PERSUASION

*This training program will consist of three primary topics:*

**Behavior Symptom Analysis** During this segment of the program we discuss the verbal and nonverbal behavior symptoms that are displayed by a person who is telling the truth during a non-confrontational interview, as well as those displayed by a person who is fabricating or withholding relevant information. The specific behaviors discussed include attitude; posture; significant posture changes; grooming, personal and protective gestures; eye contact; and, verbal responses.

**The Behavior Analysis Interview** During this segment of the program we will discuss how to structure the investigative interview; how to phrase the behavior provoking questions, and describe the type of answers to anticipate from the truthful and deceptive individuals.

**The Steps of Positive Persuasion** Through the use of understanding, logic, empathy and rationalization the investigator presents persuasive statements to motivate the subject to want to tell the truth. The process involves Stating your Position; Developing Persuasive Statements; Overcoming Resistance; Addressing the Subject's Fears and Concerns; the Closing; Establishing the Details; and Document the Subject's Statement

## • HIRING THE BEST: PRE-EMPLOYMENT INTERVIEWING TECHNIQUES

*In this training program you will learn how to:*

- Properly phrase interview questions
- Recognize when an applicant is withholding relevant information
- Identify when a candidate has falsified information on the application
- Assess the overall integrity and trustworthiness of the candidate

## • DEVELOPING INVESTIGATIVE INTERVIEWING SKILLS FOR SCHOOL ADMINISTRATORS

*This training program will focus on:* The application of THE REID TECHNIQUE® by applying the above described Behavior Symptom Analysis, Behavior Analysis Interview and the Steps of Positive Persuasion to such student and staff investigations as assaults, fighting, possession of weapons, possession/sale of illegal drugs, theft of property, threats, sexual misconduct and more. Learn how to introduce the issue, structure the interview, and when appropriate, persuade the subject to tell the truth about what they did.

*All of the topical information in each of these programs is supplemented by the use of videos of real life subject interviews. Each participant will receive a training manual and a certificate of completion, reflecting Continue Professional Education credits earned.*

*Additional Virtual programs may be added during the year...visit [www.reid.com](http://www.reid.com) for details.*

## REID™ ONLINE VIDEO TRAINING PROGRAMS

### THE REID TECHNIQUE® FOR TELEPHONE INVESTIGATIVE INTERVIEWS

In our new one-hour online video training program (which includes a printable study guide) we detail how the core elements of The Reid Technique® can be applied to telephone investigative interviews, covering the following topics: Identifying the goals of the interview; Preparation; Investigator demeanor; The structure of the interview; The opening – the introduction statement; Investigative questions; The initial open-ended question; The use of follow-up questions; Clarification questions; Direct questions; Vetting questions; Documenting the interview; Closing the interview; The evaluation of verbal and paralinguistic behavior to assess the credibility of the subject; Evaluating the subject's attitude; The psychology of verbal behavior; Response content; Response latency; Response delivery; and, Continuity of response.

**\$99.00**

### THE REID TECHNIQUE® FOR PATROL OFFICERS

This on-line training program (which includes a printable study guide) is designed to present tactics from The Reid Technique of Interviewing and Interrogation® for Patrol Officers to use on the street. Whether or not you have attended our 24-hour training course on The Reid Technique of Interviewing and Interrogation® this on-line program will isolate those tactics from The Reid Technique® that you can use on the street. These tactics will help you identify when a suspect is lying and how to get more information from suspects on the street. This course contains a study guide you can print and an optional test you can take at the conclusion of the program. This program has been approved by several state POST agencies for One Hour of credit.

**\$99.00**

### THE REID TECHNIQUE® FOR PRE-EMPLOYMENT INTERVIEWING STRATEGIES

In this new 82-minute online video training program, which includes a 20-page Study Guide, we discuss a variety of strategies to enhance your skills conducting a pre-employment interview, including, how to:

- Properly phrase interview questions
- Recognize when an applicant is withholding or fabricating relevant information
- Develop truthful information when the candidate initially tried to conceal it
- Assess the overall integrity and trustworthiness of the candidate

The skills that you will learn will substantially increase your ability to identify high risk job applicants before they become employees.

#### In this program we detail how to:

- Use an Introductory Statement to create an environment conducive to truth telling
- Develop a list of questions that will be asked of every applicant applying for the position
- Evaluate the applicant's verbal and nonverbal behavior for indications of editing, withholding or fabricating relevant information
- Respond to the applicant's behavior by asking the appropriate follow-up and clarification

**\$129.00**

### THE REID TECHNIQUE® FOR HUMAN TRAFFICKING INVESTIGATIONS

In this 75-minute online video training program, which includes a printable study guide, key elements of The Reid Technique® are narrowly applied to human trafficking investigations. Interviewing and interrogation strategies are supplemented with detailed case examples that are relevant for even the most seasoned investigators. Topics include victim interviews, witness interviews, informant debriefings, and both direct as well as thematic approaches for the interrogation of "transporters," "recruiters" and "traffickers."

**\$99.00**

## THE REID TECHNIQUE® FOR CHILD ABUSE INVESTIGATIONS

This is a Three-Part online training video series of The Reid Technique® for Child Abuse Investigations. *Each of the Three Programs comes with a detailed printable study guide.* Each is a standalone program that can be purchased individually or together as a package. Throughout the series a variety of scenarios will be developed to illustrate the techniques and the listener will hear convicted child abuse offenders discuss their abusive behavior revealing the distorted perceptions of offenders and provide a disturbing glimpse into the mind of the offender.

Each one-hour segment can be purchased individually or as a package. The three segments are **\$99.00 ea.** Or the complete Three-Part Series package for only **\$225.00**

Part One – is a thorough discussion of the common characteristics, attitudes, and behavioral patterns of child abuse offenders for both physical and sexual abuse investigations. This will help investigators identify the perpetrator in child abuse investigations.

Part Two – is a thorough discussion of the Investigative Interview for Child Abuse Investigations. This program will focus on developing proper interview questions to be asked in a sexual abuse and physical abuse investigative interview of an alleged child abuse offender to help in the overall assessment of their possible involvement in the abusive behavior.

Part Three – is a thorough discussion of the Clarification Phases and the Reid Seven Steps of Positive Persuasion designed to motivate the guilty offender to reveal the truth about their abusive behavior in both sexual and physical abuse cases.

*When any of the Online Video Training programs are purchased the user has unlimited access for several weeks. If the user takes and successfully passes the accompanying exam they will be issued a Certificate of Course Completion.*

*Visit [www.reid.com](http://www.reid.com) for details.*

## TWO NEW VIDEO TRAINING PROGRAMS FOR 2026:

### **NEW for 2026! DEVELOPING INVESTIGATIVE INTERVIEWING SKILLS FOR SCHOOL ADMINISTRATORS**

This new seven-part video training program for School Administrators describes how to conduct the investigative interview of a student or staff member; how to distinguish a truthful person from a deceptive individual based on their verbal and nonverbal behaviors; how to structure the interview utilizing investigative and behavior-provoking questions, and how to persuade a deceptive subject to tell you the truth about what they did.

The program includes a 30-page PDF workbook that is designed for note-taking during the program. Videos of real-life interviews and persuasion efforts will be shown throughout the program.

**\$99.00**

NEW  
for  
2026!

## THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING AND POSITIVE PERSUASION

This 5-hour video training program is designed for anyone who conducts investigative interviews – Law Enforcement, Corporate Security/Loss Prevention, Human Resources, Credit Card and Insurance Fraud investigators, Regulatory investigators from federal and state agencies, and more. This training program consists of three primary topics:

**Behavior Symptom Analysis** During this segment, we discuss the verbal, paralinguistic and nonverbal behavior symptoms that are displayed by a person who is telling the truth during a non-accusatory, non-confrontational interview, as well as those displayed by a person who is fabricating or withholding relevant information.

**The Behavior Analysis Interview** Most investigative interviews consist of two types of questions – investigative and behavior-provoking. Investigative questions concern the subject's version of events, alibi, or activities at the time in question, developed by the traditional who, what, where, when, why, and how type of questions. We will discuss how to develop the subject's "pure version" of what occurred, and the three types of clarification questions to utilize to develop additional event details. Behavior-provoking questions are used to assess the subject's truthfulness by evaluating the nature of their response. We will discuss how to phrase and ask nine behavior-provoking questions and describe the type of answers to anticipate from truthful and deceptive individuals.

**Positive Persuasion** You will learn how to persuade the subject to tell the truth about what they did through the use of understanding, logic, empathy, and rationalization. During the program, we will show video segments from actual interviews and persuasion efforts to illustrate the material. The training video includes a 31-page PDF workbook that is designed for note-taking during the program.

**\$149.00**

## ONLINE POWER POINT TRAINING PROGRAMS

We have developed two online Power Point training programs that provide you with the essential elements of The Reid Technique®:

- THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® for Investigators
- THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® for School Administrators

Each program is three hours long and presented in seven parts. The online training programs are delivered as a PowerPoint presentation with voice over, interspersed with video clips to illustrate the material. Each of the seven parts comes with a handout that is designed for note taking to enhance the learning experience, and includes a review of the material covered in each individual program. Please be sure to visit [www.reid.com](http://www.reid.com) for additional information on details regarding discounts for multiple person purchases and use. [Please Note: A Certificate of Course Completion is awarded for passing a 25 question test]

### The seven program parts:

- Part One: An Overview
- Part Two: The Foundation for Behavior Symptom Analysis
- Part Three: Nonverbal Behavior
- Part Four: Verbal Behavior
- Part Five: The Structure of the Investigative Interview
- Part Six: Reid Nine Steps of Interrogation®
- Part Seven: Putting it all Together

**\$99.00**

## REID™ AUDIO TRAINING PROGRAMS

*Listen to our senior instructors conduct interviews and interrogations using the REID BEHAVIOR ANALYSIS INTERVIEW™ and the REID NINE STEPS OF INTERROGATION® on the following audio training programs:*

### **EMPLOYEE THEFT INVESTIGATIONS**

- Learn how to develop interview questions and interrogation strategies for embezzlement, single incident thefts, and on-going thefts
- 28-page Study Guide (110 min.)

**CDs \$50.00      Reid Institute \$40.00      Digital Download \$25.00**

### **SEXUAL ASSAULT INVESTIGATIONS**

- Learn how to develop interview questions, interrogation strategies and profile sexual assault suspects for Acquaintance, Stranger and Gang Rapes
- Learn how to distinguish between real and fabricated claims of rapes
- 52-page Study Guide (125 min.)

**CDs \$50.00      Reid Institute \$40.00      Digital Download \$25.00**

### **CHILD SEXUAL ABUSE INVESTIGATIONS**

- Learn how to determine the truthfulness of alleged offenders
- Learn how to develop interviewing and interrogation strategies for child sexual abuse investigation
- 28-page Study Guide (110 min.)

**CDs \$50.00      Reid Institute \$40.00      Digital Download \$25.00**

### **TELEPHONE INTERVIEWING TECHNIQUES**

- Learn how to detect deception during a phone interview
- Learn essential telephone interviewing guidelines that will improve the quality of information you elicit from the subject
- Exercises are presented at the conclusion of sections
- 64-page Study Guide (180 min.)

**CDs \$90.00      Reid Institute \$70.00      Digital Download \$40.00**

### **INTERVIEWING TECHNIQUES FOR HARASSMENT INVESTIGATIONS**

- Learn how to utilize and evaluate a written statement about the complaint
- Learn how to design the structure of the interview, including the use of appropriate clarifying, direct and follow-up questions
- Learn to assess the credibility of the statements made by the individuals involved.
- 69-page Study Guide (180 min.)

**CDs \$90.00      Reid Institute \$70.00      Digital Download \$40.00**

*For each of these products you can purchase the appropriate CD and CD-ROM discs (with Study Guides), OR you can choose to purchase the digital download through our website, which allows you to listen to the content at your convenience on any computer or smart device—you will be able to view and print the Study Guide for each program from the website.*

# REID™ AUDIO/VIDEO PACKAGES

## LAW ENFORCEMENT PACKAGE 5-PACK

Download these 5 programs:

- Audio program for employee theft investigations
- Audio program for sexual assault interrogations
- Audio program for child sexual abuse investigations
- Video program on THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® methods
- Video program on HIRING THE BEST™: Interviewing for Integrity

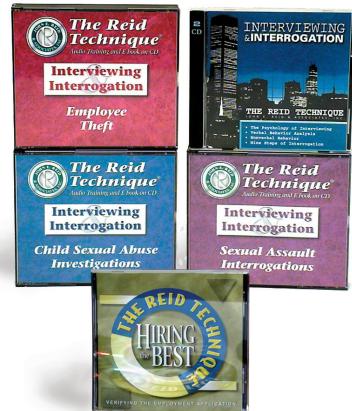
(Programs also available on discs)

Over seven hours of training and over 200 pages of text material.

Each course-program comes with its own study guide that expands on and reinforces the material.

When you purchase this package, you will receive 3 Audio CDs and 2 CD-ROM discs (with Study Guides). A full description of these programs can be found under their perspective tabs in the Store. Study Guides are in a PDF format and can be viewed and printed using Adobe Acrobat.

CD/CD-ROM Pkg.	\$199.00
Reid Institute	\$135.00
Digital Download	\$100.00



## PRIVATE SECTOR PACKAGE

The package includes:

- Employee Theft audio program with E-book Study Guide
- Interviewing Techniques for Harassment Investigations audio program 3-CD set with E-book Study Guide
- THE REID TECHNIQUE OF HIRING THE BEST™ for hiring job applicants video program

CD/CD-ROM Pkg.	\$175.00
Reid Institute	\$135.00
Digital Download	\$100.00

This all-inclusive package includes an excellent review of THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® program.

The Employee Theft audio program contains a special review of the REID NINE STEPS OF INTERROGATION®.

The Harassment audio program teaches you how to conduct the interview of a complainant and respondent. Portions of 22 real life harassment interviews are presented to illustrate the principles. A full description of these programs can be found in the previous pages of this catalog.

When you purchase this package for each product you can purchase the appropriate CD/CD-ROM discs (with Study Guides), OR you can choose to purchase the digital download for the programs through our website, which allows you to listen to the content at your convenience on any computer or smart device—you will be able to view and print the Study Guide for each program from the website.



## REID™ VIDEO TRAINING PROGRAMS



### HIRING THE BEST™: INTERVIEWING FOR INTEGRITY

*This 45-minute video training program and application guide is designed to offer specific procedures on how to elicit truthful information from individuals applying for positions of public trust.*

#### Interviewers Will Learn To Identify

##### Candidates:

- Who lied about employment history
- Who used alcohol on the job
- Who used, bought, or sold illegal drugs
- Who stole from employers
- Who broke the law, but were not caught
- Who violated the public trust

DVD                   \$99.00  
Reid Institute       \$80.00

#### Interviewers Will Learn How To:

- Create a truth-telling environment
- Psychologically prepare an applicant to feel comfortable discussing falsifications on their applications
- Ask direct questions properly
- Evaluate a candidate's behavioral responses
- Ask follow-up questions to get the truth

CD/CD-ROM           \$50.00  
Reid Institute       \$40.00  
Digital Download   \$30.00



### HIRING THE BEST™: VERIFYING THE APPLICATION

This 60-minute video training program provides proven interviewing techniques and strategies that will make the job of selecting new employees easier, more efficient and less costly. The program contains 60 minutes of video illustrations of interviewing techniques and over 60 pages of written material that details the techniques and strategies.

**PART ONE: DEVELOPING AN INTERVIEW STRATEGY**  
**PART TWO: EVALUATING THE APPLICANT'S BEHAVIOR**  
**PART THREE: ASKING FOLLOW-UP QUESTIONS**  
**PART FOUR: THE ENTIRE INTERVIEW**

DVD                   \$99.00  
Reid Institute       \$80.00

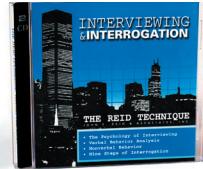
CD/CD-ROM           \$50.00  
Reid Institute       \$40.00  
Digital Download   \$30.00

# REID™ VIDEO TRAINING PROGRAMS

## THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®

*This training program contains over 50 minutes of video illustrations of THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION Techniques and over 60 pages of written material.*

- **Verbal and Non-Verbal Behavior Symptom Analysis** – evaluating posture, eye contact, grooming gestures, attitudes, response content, denials and more.
- **REID NINE STEPS OF INTERROGATION®** – a thorough discussion of each of the nine steps is presented along with video examples demonstrating the techniques.
- **REID BEHAVIORAL ANALYSIS INTERVIEW™ and the Psychology of Interviewing** – distinction between the interview and interrogation, proper interview room setting, question phraseology, investigator demeanor, establishing rapport.



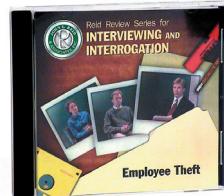
DVD                    \$99.00  
Reid Institute        \$80.00

CD/CD-ROM            \$50.00  
Reid Institute        \$40.00  
Digital Download    \$30.00

## REID™ REVIEW SERIES:

### EMPLOYEE THEFT CASE REENACTMENT

At the end of the day, \$2,000 in cash is stolen from a deposit at a jewelry store. Two employees had immediate access to the deposit. View their interviews and determine which one stole the money. You will then see the interrogation of the guilty employee. The three videos run a total of 41 minutes.

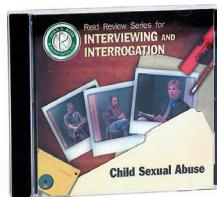


### CHILD SEXUAL ABUSE CASE REENACTMENT

**TWO SEPARATE CASES.** View the interview and make a determination of whether or not these subjects are guilty of the sexual abuse. You will see the interrogation of the deceptive suspect(s). **CASE #1:** A babysitter is accused of fondling a young boy. **CASE #2:** A man is accused of sexually abusing his 11-year-old niece.

The three videos run a total of 44 minutes.

*For each of these products you can purchase the appropriate CD-ROM discs, OR you can choose to purchase the digital download for the programs through our website.*



CD/CD-ROM            \$50.00  
Reid Institute        \$40.00  
Digital Download    \$30.00

### HOW TO IDENTIFY, INTERVIEW AND MOTIVATE CHILD ABUSE OFFENDERS TO TELL THE TRUTH (2ND EDITION)

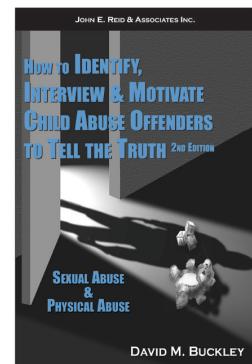
By David M. Buckley

*"This book is the quintessential guide to identifying, interviewing and interrogating child abuse offenders. Mr. Buckley is a true expert and the depth and quality of his instruction is unprecedented. I would recommend this book to anyone in this particular field of work."*

Jessica Marie Hill, Sergeant – Wicomico County Sheriff Office

**Part One** consists of eight extensive interviews of convicted male and female child abuse offenders. These interviews will provide investigators with a unique insight into the mind of the offender. Offenders explain in detail how they selected, groomed and isolated their victims, justified their abusive behavior and the tactics they used to manipulate their victims and their care-givers.

**Part Two** discusses the common behavior patterns and characteristics of child abuse offenders and how interviewers can use this information to develop proper interview questions and positive persuasive statements to motivate the offender to want to tell the truth regarding their abusive behavior.



Paperback, 288 pages

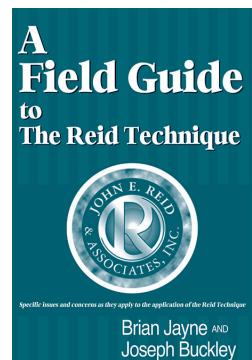
**Reid Institute**      **\$25.00**  
                            **\$20.00**

### A FIELD GUIDE TO THE REID TECHNIQUE

By Brian Jayne & Joseph Buckley

This reference text offers detailed information applying THE REID TECHNIQUE® to unique and specific issues encountered during the course of an investigation.

- Chapter 1 Overview Of THE REID TECHNIQUE®
- Chapter 2 Factual Analysis
- Chapter 3 Interview Room Setting and Environment
- Chapter 4 Basic Interviewing Procedures
- Chapter 5 Behavior Symptom Analysis
- Chapter 6 Psychological Aspects of Detection of Deception
- Chapter 7 Specialized Interviewing Techniques
- Chapter 8 REID NINE STEPS OF INTERROGATION®
- Chapter 9 Legal Aspects of Interviewing and Interrogation
- Chapter 10 False Confession Issues
- Chapter 11 Best Practices of THE REID TECHNIQUE®
- Chapter 12 Miscellaneous Topics



Paperback, 428 pages

**Reid Institute**      **\$50.00**  
                            **\$40.00**

## CRIMINAL INTERROGATIONS AND CONFESSIONS – 5TH EDITION

By Fred E. Inbau, John E. Reid, Joseph P. Buckley and Brian Jayne

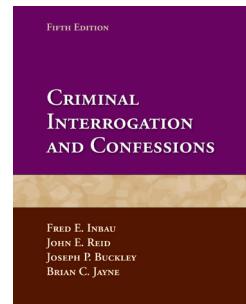
Criminal Interrogations and Confessions, Fifth Edition (2011) presents THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® methods and is the standard text used in the field. The text contains updated photographs throughout to illustrate behavior symptoms; the proper room setting and positioning; as well as the placement of electronic recording equipment. Every chapter of the text includes updated information:

- **Chapter 9 (Behavior Symptom Analysis)** contains new research that has been conducted on the efficacy of behavior symptom analysis, as well as building for the reader the behavioral model of the truthful individual versus the subject who is withholding or fabricating relevant information.
- **Chapters 7 through 12** discuss in detail how to build the investigative interview, including the proper use of both investigative and behavior provoking questions, as well as guidelines for evaluating the credibility of allegations, and the proper use of follow-up and bait questions.
- **Chapter 15 (Distinguishing between True and False Confessions)** has been updated to include new cases throughout and contains two new sections: "The Issue of False Confessions in the Courtroom - The Testimony of Expert Witnesses" and "The Issue of False Confessions in the Courtroom - Court Decisions."
- **Chapter 17** discusses all of the legal issues related to interrogation and confession law, including *Miranda*, the meaning of custody, the use of threats and/or promises, the use of deception, and confession voluntariness. The chapter contains updated legal references including 2011 court decisions.

**\$185.00**

Reid Institute

**\$130.00**

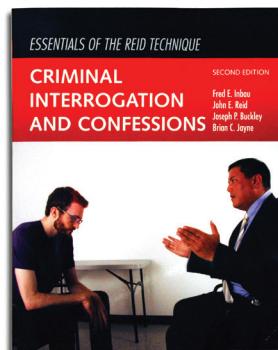


Paperback, 469 pages

## ESSENTIALS OF THE REID TECHNIQUE – 2ND EDITION

By Fred E. Inbau, John E. Reid, Joseph P. Buckley and Brian Jayne

The updated second edition of the best-selling Essentials of THE REID TECHNIQUE: Criminal Interrogation and Confessions teaches readers how to identify and interpret verbal and nonverbal behaviors of both deceptive and truthful people, and how to move toward obtaining solid confessions from guilty persons using THE REID TECHNIQUE® methods. THE REID TECHNIQUE is built around basic psychological principles and presents interrogation as an easily understood nine-step process. Separated into two parts, What You Need to Know About Interrogation and Employing THE REID NINE STEPS OF INTERROGATION®, this book will help readers understand the effective and proper way that a suspect should be interrogated and the safeguards that should be in place to ensure the integrity of the confession.



Paperback, 214 pages

**\$130.00**

Reid Institute

**\$90.00**

## ELICITATION: A SUBTLE TRADECRAFT

By Philip A. Mullenix

**ELICITATION: A SUBTLE TRADECRAFT** is a compact training manual for American military personnel, Special Forces operators, civilian and DOD intelligence officers and counterintelligence agents on the tradecraft of Elicitation which is an interaction with a human intelligence source wherein the source is largely unaware that information is being intentionally drawn from them.

The book's focus is upon *intelligence gathering*. While this may include developing admissions, the principal objective of elicitation is obtaining information. Toward that end, the book presents elicitation as a five step process together with case studies which illustrate field application.

In addition, "Elicitation: A Subtle Tradecraft" describes verbal, nonverbal, and paralinguistic cues which not only assist the elicitor in assessing the credibility of a human source but also guide the elicitor on the evolving success or failure of an elicitation encounter. Finally, the book provides suggestions on recognition of, and resistance to, hostile nation elicitation initiatives against unsuspecting American targets.

## ELICITATION: A SUBTLE TRADECRAFT

Field Tactics  
for  
Intelligence Collection

Philip A. Mullenix

Paperback, 140 pages

**\$15.00**

Reid Institute

**\$10.00**

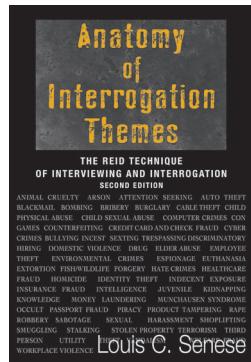
## ANATOMY OF INTERROGATION THEMES, 2ND EDITION

### THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®

By Louis C. Senese

As times change, so do the types of crimes and methodology to obtain the truth from the offender. The most difficult aspect of the interrogation is Theme Development – this book will help you select the most effective themes to secure a legally acceptable confession.

The 344 pages of the 2nd edition contain over 3,000 interrogation themes addressing over 70 offenses in addition to including an outstanding overview of THE REID BEHAVIORAL ANALYSIS INTERVIEW™ and detailed description of THE REID NINE STEPS OF INTERROGATION®. A definitive "field manual" for all investigators – law enforcement, military, intelligence agencies and security personnel.



Paperback,  
344 pages

**\$25.00**  
Reid Institute      **\$20.00**

Louis C. Senese

Also in  
Spanish

## REID™ BOOKS/CD PACKAGE

### THE INVESTIGATOR ANTHOLOGY, 2ND EDITION

By Brian Jayne and Joseph P. Buckley

This is a 512-page book devoted to THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION® methods. This book is designed to augment the information presented in our training programs.

#### Topics Include:

- THE REID TECHNIQUE®
- Factual Analysis
- Behavior Symptom Analysis
- Interrogation Techniques and Profiling for the Interrogation
- Arson Investigations
- Drug Investigations
- Homicide Investigations
- Sexual Assault Investigations
- Theft Investigations
- Testifying on a Confession



Paperback, 512 pages

\$55.00

Reid Institute

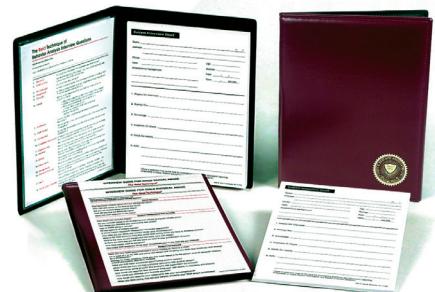
FREE

## REID™ NOTEBOOK

### REID INVESTIGATOR'S NOTEBOOK

*The Reid Investigator's Notebook has a practical design that will assist the investigator in conducting Behavior Analysis Interviews and follow-up Interrogations.*

*The Investigator's Notebook is a 9.5" x 12" folder which offers the following features:*



- A complete list of the REID BEHAVIOR ANALYSIS INTERVIEW™ questions
- A verbal and nonverbal behavioral profile of the truthful and deceptive suspect
- A summary of THE REID NINE STEPS OF INTERROGATION® to a successful interrogation
- A SPECIALIZED LIST OF QUESTIONS FOR CHILD ABUSE INVESTIGATIONS is available upon request at **no additional charge**
- A 2-pad pack of additional Reid Subject Interview Sheets can be purchased for \$8.00
- **A pad of Reid Subject Interview Sheets listing the Interview questions, abbreviations for common behaviors to enhance your note-taking, an Interrogation Strategy Section and a Testimony Data Section**
- Available in Spanish

\$36.00

Reid Institute

\$32.00

## REID™ RESOURCE PACK

- Three resource books
- Over 974 pages combined
- 33-minute audio program

These three books will provide you with the most up-to-date information you will need to improve your interview and interrogation skills, increase your confession rate and maintain the integrity of the confession.



### A FIELD GUIDE TO THE REID TECHNIQUE®

By Joseph P. Buckley and Brian C. Jayne

**ANATOMY OF THEME DEVELOPMENT** By Louis C. Senese

**HOW TO IDENTIFY, INTERVIEW AND MOTIVATE CHILD ABUSE OFFENDERS TO TELL THE TRUTH (2ND EDITION) BY DAVID M. BUCKLEY**

(see prior page for details on these books)

**REID NINE STEPS OF INTERROGATION®** By Joseph P. Buckley and Brian C. Jayne

- This 33-minute audio program will walk you through the

### REID NINE STEPS OF INTERROGATION®

- Each of the nine steps is on a separate track
- Excellent refresher

**\$85.00**

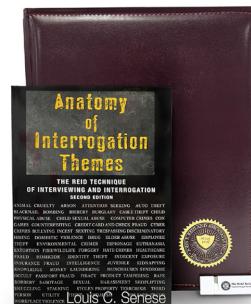
## REID™ COMPAK

The **REID™ ComPak** includes the Reid

Investigator's Notebook, an audio program overview of the Reid Nine Steps of Interrogation®, as well as the book, Anatomy of Interrogation Themes, 2nd edition, which provides a

comprehensive and practical reference guide for case specific interrogation themes.

The **REID™ ComPak** is designed as a quick field reference resource for all law enforcement, military, intelligence and security personnel.



**\$60.00**  
**\$50.00**

**Reid Institute**

## REID YOUTUBE CHANNEL: THE REID TECHNIQUE™ TIPS

Visit our YouTube channel – **THE REID TECHNIQUE™ Tips** – there are a number of short video presentations which address such topics as:

Description of The Reid Technique®

The Core Principles of The Reid Technique®

Best Practices

How the Courts View The Reid Technique®

What is the Non-Confrontational Approach?

There is No Behavior Unique to Lying

Questioning Juvenile Offenders

Projection and Rationalization

Investigator Tips

Cognitive Interviewing

Guilt Presumptive Approach, Privacy and the Purpose of an Interrogation

Minimization and Contamination

False Confessions: The Issues to be Considered

What Questions Should Be Asked

to Determine the Voluntariness and Validity of a Subject's Confession

Research Confirming The Reid Technique® Process

Reid is the Benchmark for Proper Procedure

The Reid P.E.A.C.E. Method

of Investigative Interviews

**And More!**

# THE REID INSTITUTE™ – ESTABLISHED IN 1999

Every year thousands of investigators attend our seminars on the Reid Technique of Interviewing and Interrogation. Many consider it to be the most beneficial training of their careers.

John E. Reid and Associates invites all **graduates** of our training programs to join the Reid Institute, our association of Reid trained investigators.



The Reid Institute encourages members to further develop their investigative skills by attending quality training programs from a variety of fields related to investigation.

Reid Institute members can also work towards Certification in the Reid Technique. Members who complete all of the training and testing requirements can add this important accomplishment to their investigative credentials.

Membership in the Reid Institute is open to all government, law enforcement, and private security investigators who share our commitment to learning and professionalism.

Membership fee **\$75.00**

## Benefits of Membership in the Reid Institute include:

- Add to your **professional credentials** - many federal, state and local law enforcement agencies, as well as major corporations, require Reid training for their investigators.
- Work toward **Certification in THE REID TECHNIQUE®** and attain the CRT designation that attests to your commitment to professionalism in the field of interviewing and interrogation.
- Receive a **substantial member discount** on all John E. Reid textbooks, training videos, audio tape programs and training aids – these savings will help stretch your personal training budget.
- Receive **\$50.00 off the regular tuition price** when you attend the **Reid Child Abuse Investigations Training Program**.
- **Re-attend** any John E. Reid training program, as a refresher, **at half the regular tuition fee** – this is substantially less than the lowest group rate discount.
- Receive a **free copy of the Investigator Anthology** and **free digital downloads to all 5 Audio Training Links**, over \$100 in training materials.
- Also, your Reid Institute membership dues and seminar fees may be **tax deductible**.

## MAKE DECISIONS BASED ON MORE THAN A HUNCH

Most good interrogators can't tell you why they are able to identify the guilty or obtain confessions, because they are relying on a "sixth sense" or "gut feeling."

Let us convert your "hunch" into an understandable and objective technique.

**State and local law enforcement personnel who attend may be eligible to receive the accredited number of training hours to meet POST requirements.**

## If You Would Like to Receive Periodic Updates

Currently we develop investigator tips, newsletters and updates that we share 'free' with over 100,000 law enforcement and security professionals. If you are interested in receiving these communications visit:

[www.reid.com](http://www.reid.com) and 'join our mailing' list,  
or scan this code with your smart phone.