

Interviewing and Interrogation

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Questioning, Detecting Deception and
Gaining Compliance

Third Edition

Don Rabon
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*This book is dedicated to those interviewers endeavoring to seek
the truth with no preconceptions and no agendas.*

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Preface

It has been noted that “The third time’s a charm.” We certainly hope that to be the case in this, the third edition of *Interviewing and Interrogation*. The world has changed a great deal since the first edition was released in 1992. At that time, people spent most of their communication in face-to-face encounters. Now, that is not so much the case.

It was in that year that the term, “surfing the web” came into existence and off we took. Smart phones and handheld devices occupy an increasing amount of our waking time. The invention of the printing press, the industrial revolution, and now, the digital age have all had (and still have) their influences on society and, subsequently, the communicative interactions among members of society.

Yet, the necessity for interpersonal communication remains. Be it the hiring process, a sales presentation, the conduct of an audit or an investigation, one person will find it essential to engage another for a stated purpose. And that moment in time, when that engagement transpires, is the essence of our examination.

In this edition, we have made the text more reader involved—a knowledge enhancing workbook. Whether the text is utilized by an autodidact, in a training setting, or as an academic supplement, cognition, practice, and application are designed to assist in establishing and, subsequently, enhancing an interviewing skill level. Herein are: application questions, tasks, skill-set enhancements, and end-of-chapter questions. Documents from notable cases are included to take the information to “where the rubber meets the road.” All of these elements are designed to assist in incorporating the information provided into the interviewer’s knowledge, skill, and ability regardless of the scope of a particular interview.

This edition, like most things in life, will return based upon that which is individually invested. A desultory run through of the text will afford accordingly. On the other hand, an earnest perpending of the material can assist in incorporating “the what” with “the why” and “the how.”

As always, we solicit your questions, comments, and observations. You can contact us at dw_rabon@msn.com. If you would like to be placed on a notification list for our scheduled classes and receive a copy of the free interviewing newsletter, *Hamlet’s Mind*, let us know.

All the best.