

Know When to Hold'em or Fold'em

Poker: Through the Eyes of an Interrogator

INTERVIEW/INTERROGATION

Observe behavior when asking low-pressure, truth-seeking biographical questions including date of birth, address and salary information.

Establish a Baseline



A timely behavioral response to a stimulus such as words like "took", "loss", or "cash" would be important to identify during an interview. These may be moments of high-stress for a guilty person

On-Time Behavior



In an interview we try to prevent showing evidence in an effort to truly gauge the subjects honesty. However, the interviewer needs to build up credibility in the investigation so the subject think and know they are caught.

Protect the Evidence



Often the interviewer wants to display emotion; during an admission, listening to a rationale or handling denials. If you project your behavior onto the subject it could cause a reaction and make it nearly impossible to read their behavior with any validity.

Protecting Your Behavior



At the end of an interview or interrogation it's important to professionally end the conversation and leave with a statement from your subject. You have to stand behind your work as a professional, possibly in court.

Professional Close



Observe behavior when players order their drinks. Friendly conversation at the table can solicit a behavioral norm. Identify their baseline when they look at cards, react to a bet or place a bet.

POKER TABLE

A cough, yawn or scratch doesn't mean much, unless it's on-time behavior. Pay attention to behavioral stimulated responses such as the first time someone sees their cards, or another player bets or checks.

Don't show your ace! We need to protect the cards we have (good or bad). An over bet because you are too excited or want to prove your worth could cause someone to fold when you want their money! Earn credibility over the course of the game; not in one hand.

Once you've won (or even lost) a hand, you need to maintain your own behavior. Don't react to situations by staring down an opponent or doing something outside of the norm. Your behavior may impact their behavior which makes it difficult to read.

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