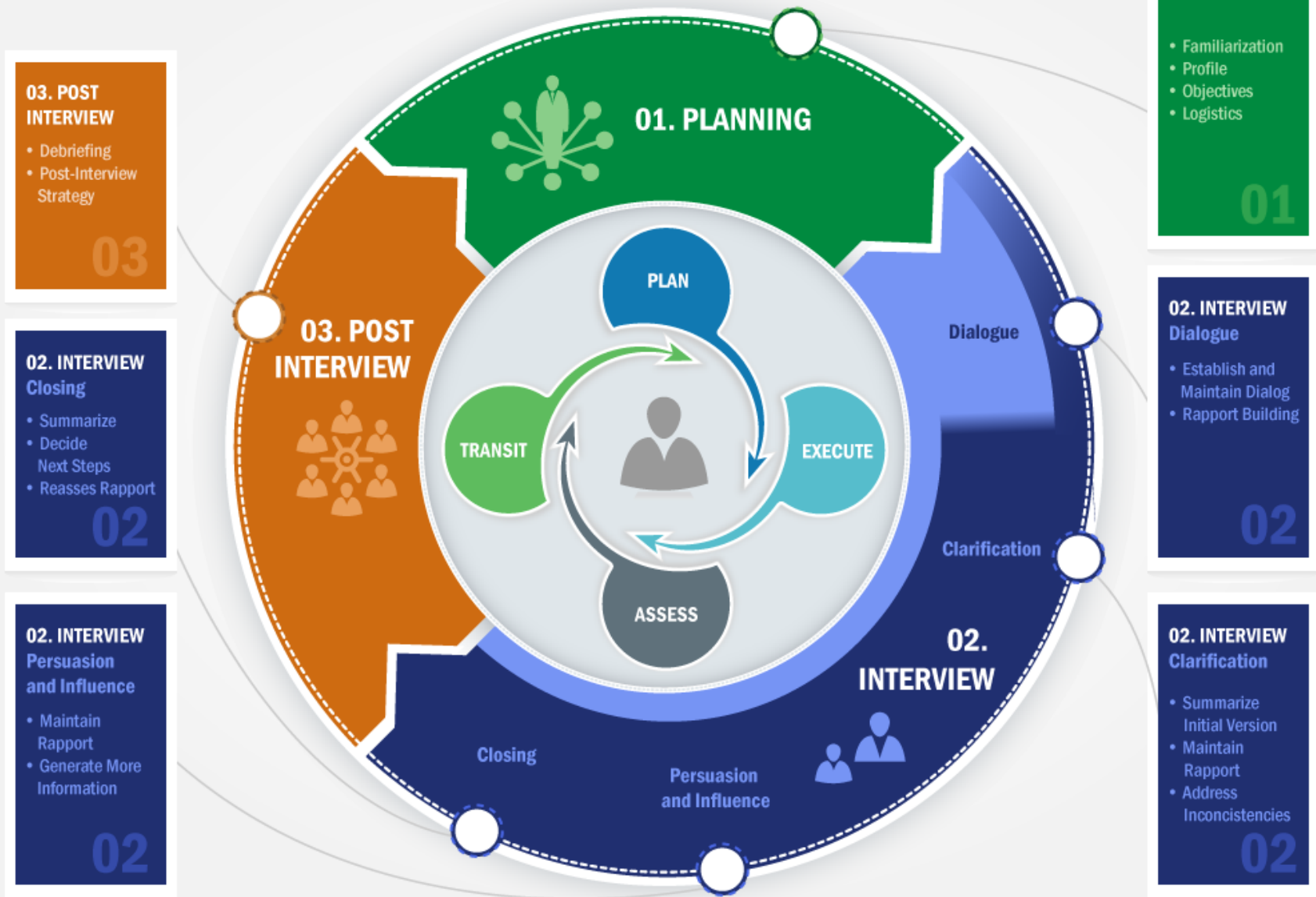


# Phased Interview Model

Unclassified



UNCLASSIFIED

# Implementation phases

Internal review and consultation with stakeholders

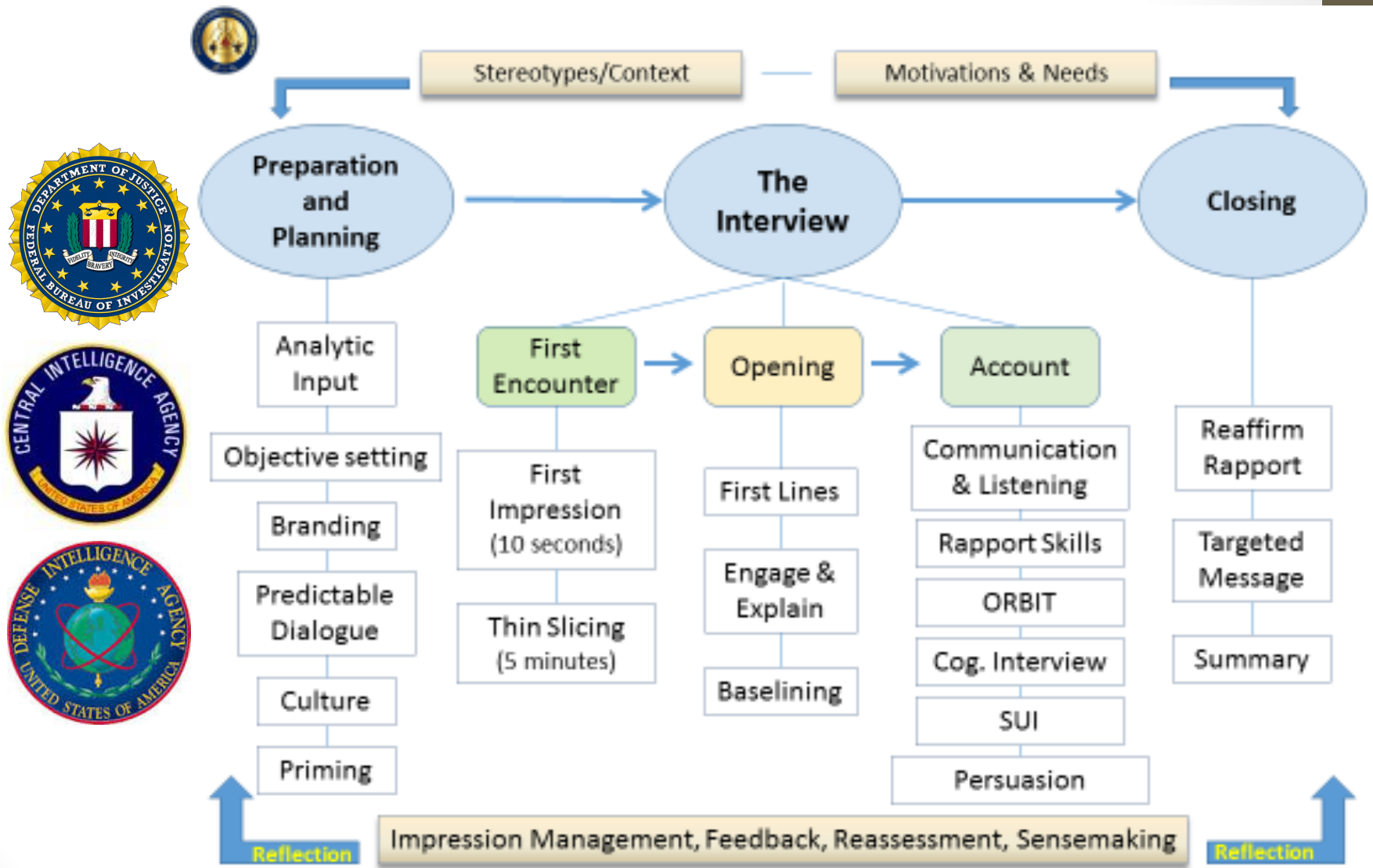
Engagement with domestic and US partners

Development of the new model

Pilot phase:  
Experienced investigators

Implementation in new  
investigator's course

# High Value Detainee Interrogation Group (HIG)



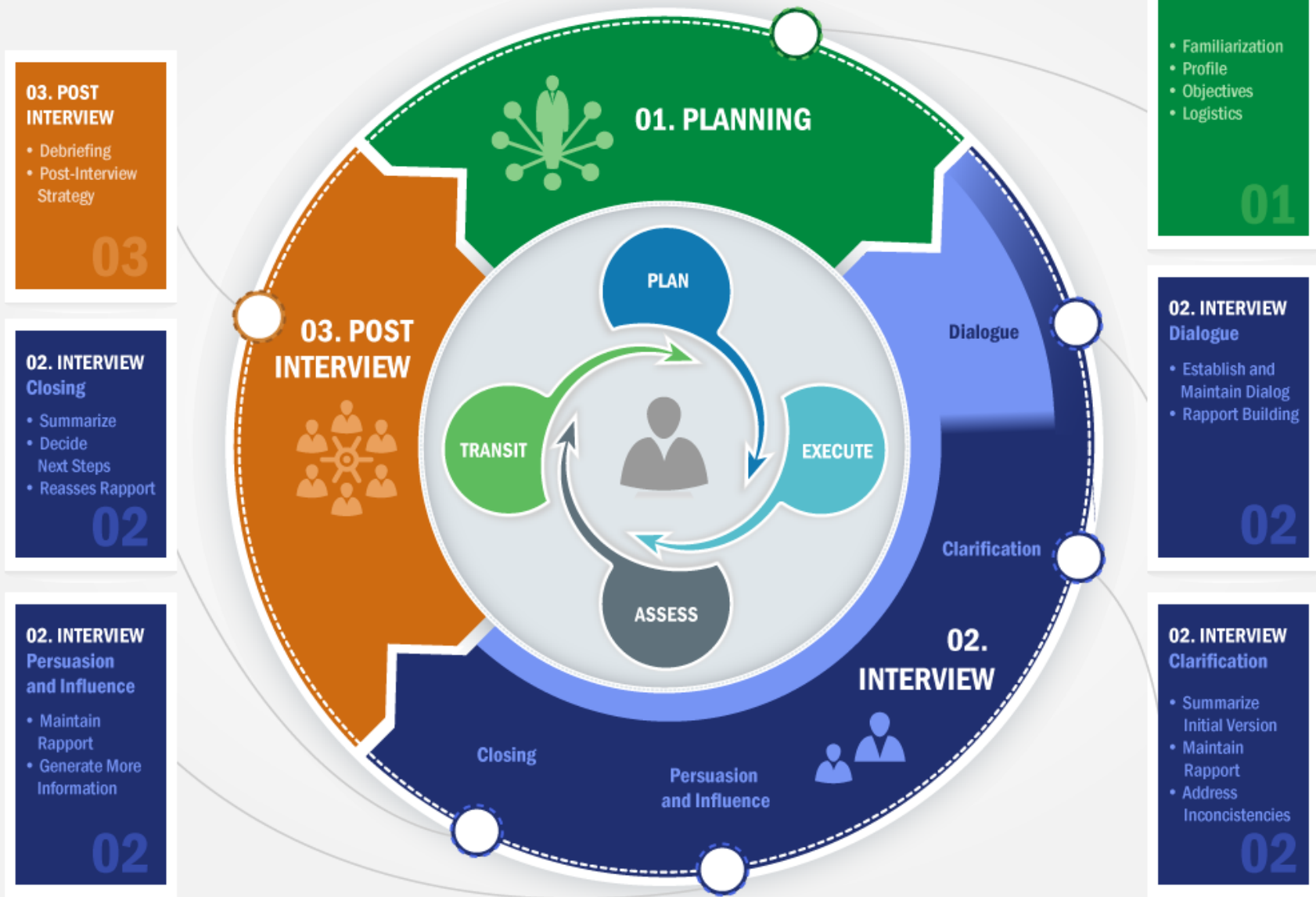
# Ops psychology contribution

- Motivational interviewing
- Cognitive interviewing / memory enhancing techniques
- Use of verbal cues for deception detection
- Omega strategies to deal with resistance

|            | REACTANCE            | SKEPTICISM                            | INERTIA                    |
|------------|----------------------|---------------------------------------|----------------------------|
| FOCUS      | The influence        | The proposal                          | The status quo             |
| ACTION     | Pushing back         | Counterarguing,<br>excessive scrutiny | Avoiding, Not<br>listening |
| FEELS LIKE | Contrariness         | Reluctance to<br>commit               | Ignoring                   |
| AIM        | Restoring<br>freedom | Getting it right                      | Not making<br>changes      |

# Phased Interview Model

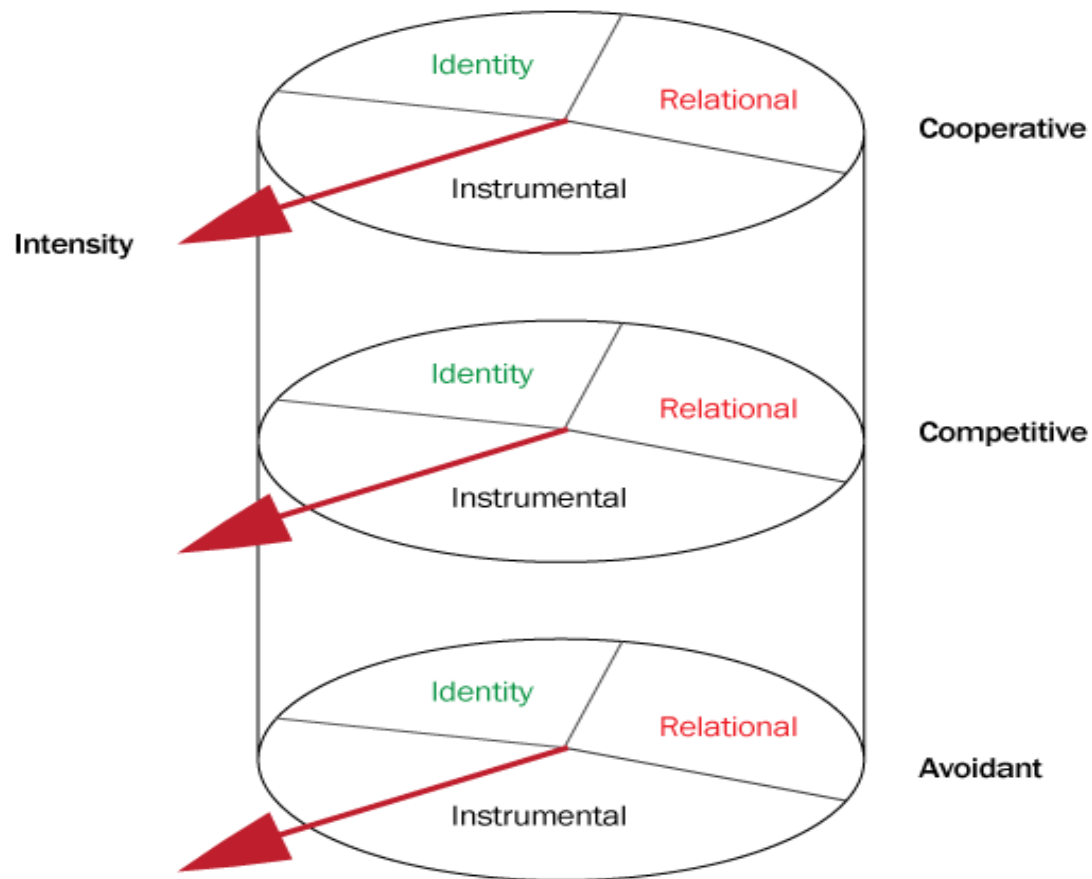
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# Sensemaking

## Cylinder Model



## Interpersonal Behavior Wheels

