



CHANGES OF CONCEPTS

Out with the Old



In with the New

As the world around us continuously changes, WZ strives to bring the most modern, evidence-based, and proven interviewing methods to you. We continue to challenge, scrutinize, and evolve our approach, techniques, and terminology.

Assumptive Question



Assessment Question

Although there is still education on the use of an "assumptive question," updated training now discusses the importance of having an open mind as an investigator. Instead of any perceived presumption of guilt, investigators should assess the evidence and determine the appropriate question to ask – including open-ended or challenge questions.

Rationalization



Empathy Statement

Research shows that empathy, rapport-development, and a humanistic approach to the interview elicits more information. However, minimization techniques may imply leniency or present stories that contaminate admissions making a confession less reliable. We have evolved our strategy in projecting empathy with consideration for these issues.

Enticement Question



Challenge Question

An effective way to challenge the interviewee's story is through the strategic use of evidence. The updated Challenge Question focuses on using actual evidence rather than a bluff or false evidence ploy to present a potential contradiction to the interviewee.

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Take advantage of WZ's FREE learning opportunities and stay up-to-date on the latest investigative interviewing methods and techniques.