



# The Human Skills: Elicitation and Interviewing

*Frank Stopa*

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## **The Human Skills: Elicitation and Interviewing** Frank Stopa

"We...didn't foresee getting any...statement...due to his background (hardened, ex-prison inmate). Using all your rapport building techniques...the suspect confessed to being at the murder." "My co-workers were aghast at the unconventional nature of the interviews. None of them...imagined this suspect would make any statement at all." "(I spent) the next 3 hours...using ONLY elicitation techniques. Not only did he admit to his wrongdoing, but he continued to assist me for days afterwards." The Human Skills: Elicitation and Interviewing is a collection of two new books in The Human Skills series providing proven techniques for collecting the accurate information you need to make critical decisions. Mr. Stopa's techniques have been used in the domestic and foreign counter terrorism worlds to validate human intelligence sources. They've been used in police interrogations to extract valid admissions from hardened criminals. And, they've been used in the business world to fend off competitors and win business. For over a decade, Mr. Stopa has successfully trained students to maximize their interpersonal information collection skills in the military, law enforcement, intelligence and business. Now you can use his techniques to gather the information you need to succeed!

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