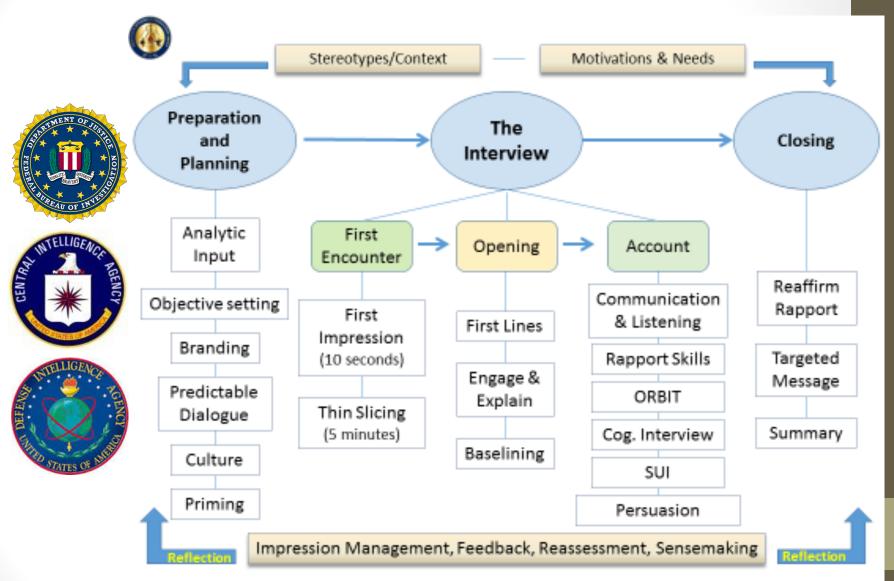
Phased Interview Model Unclassified 01. PLANNING Familiarization Profile 03. POST Objectives 01. PLANNING Logistics INTERVIEW Post-Interview **PLAN** 02. INTERVIEW 03. POST Dialogue Dialogue 02. INTERVIEW INTERVIEW Closing **TRANSIT EXECUTE** Clarification **ASSESS** 02. INTERVIEW 02. INTERVIEW 02. Persuasion Clarification **INTERVIEW** and Influence Summarize Initial Version Closing · Generate More Persuasion Address and Influence

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

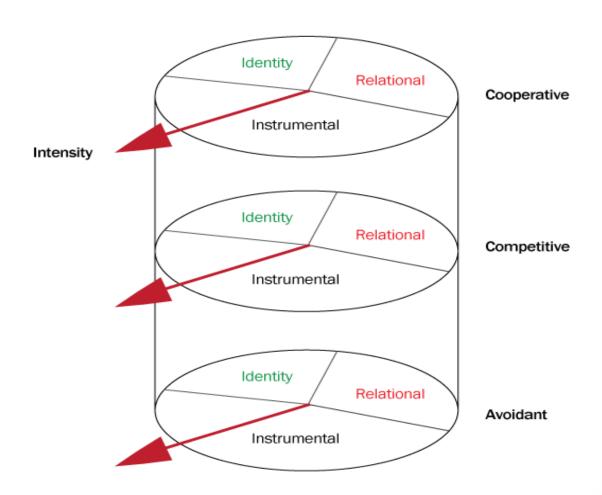
- Motivational interviewing
- Cognitive interviewing / memory enhancing techniques
- Use of verbal cues for deception detection
- Omega strategies to deal with resistance

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

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Sensemaking

Cylinder Model



Interpersonal Behavior Wheels

