

WORKSHOP

INTERVIEW SKILLS: Detection of Deceptive Behavior

Workshop for management skill development

NOVEMBER 8TH AND 9TH, 2022

5 HOURS | 10:00 a.m. to 12:30 p.m. Mountain Time

Factsheet

Designed for personnel involved in any type of investigation (labor, ethics, quality, regulatory and/or legal compliance), personnel interviews (recruitment and selection), EHS, *employee relations, human resources, security and finance.*

Interview Skills: Detection of Deceptive Behavior is an innovative, 5-hours training that focuses on interviewing skills designed to detect truthful and deceptive behavior when interviewing or conversing with people. It combines various components of human behavior, verbal, and non-verbal indicators, as well as statement analysis to provide useful tools for individuals conducting any type of investigation, interview or discussion where a person may not fully cooperate and provide truthful or complete information.

COURSE CONTENT

- Understanding the 3 types of lies
- Obstacles to detection of deception
- Identify verbal and non-verbal behavior in both truthful and deceptive persons
- How to apply a simple process to identify concerning or deceptive information
- Questions to use and avoid
- Interview setting
- Successful interview demeanor and the value of rapport

KEY OUTCOMES

- Develop or improve your interview skills
- Understanding and managing your personal biases
- Resolve any type of investigation or inquiry faster
- Quantify why you believe persons were truthful or deceptive, instead of uncertainty or “gut feeling”

ATENDEE FEEDBACK

“Company employees responsible for conducting employee investigations and/or receiving employee complaints should attend the deceptive behavior training. The course offers practical tips on how to properly conduct employee investigative interviews and how to engage employees in a manner that encourages discussion and cooperation. John provides engaging and entertaining real-life videos of public figures engaged in untruthful behavior to help attendees spot physical and verbal cues that a person may be lying.”

SVP Ethics & Compliance

“I was among the course attendees this Tuesday. This training was really great. It wouldn't be an overstatement to say that it was so easy and direct that I already detected lying in one of my meetings two days after the course. I'm really impressed. And if you have any recommendations on additional materials, I would be happy to receive them. You may consider me as your follower now!”

Head of Legal & Compliance Russia & CIS

“The deceptive behavior training has been a great benefit for operations. I encourage my teams to continue with this as the applicability is for many situations.”

SVP Manufacturing

“I had John come out and deliver this training to our Employee Relations, Human Resources, Legal and Security personnel this spring. Had over 55 attendees and it was a huge hit.”

Americas Director, Global Security, Technology Sector

THE TRAINER

John Rodriguez, Founder, Empathic Security Cultures, LLC

John has conducted over 2,000 private sector interviews for 40 years working for major corporations including General Motors, Kimberly-Clark, Levi Strauss & Co.

Owner of a consulting firm for 10 years, John has consulted over a hundred Fortune 500 companies. He has studied multiple interview methods and believes the art of successful interviews is a life-long endeavor.

While with Kimberly-Clark Corporation, security director for Latin American operations, the company was ranked #1 of 1,900 companies from 2009-2011 by the *Great Place to Work Institute*® John's innovative security strategies were recognized by senior leadership as critical contributions to those years of #1 rankings.

He holds a master's degree of Liberal Arts (concentration in Americas Studies) from Texas Christian University, a bachelor's degree of Arts and Science in Criminal Justice from North Texas State University. He completed the Chief Security Officer Executive Development Program at The Wharton School, University of Pennsylvania.

REQUIREMENTS

- ✓ Training is in Spanish, Support material is in English. *Course can be offered in English only upon request.*
- ✓ Absolutely necessary to have an open camera and working audio during the training.

REGISTRATION

Interested individuals can register for the training [here](#). Once registered, the participant will receive an email with details to make the payment through wire transfer or credit card.

Please contact **Marissa Beltran** who will support you with instructions and follow up on your registration and payment process: marissa@competitividadlaboral.org

Registration is open until **November 4th, 2022** through the registration link: <https://forms.gle/i5J4K5fA29xqFNLGA>

PRICE

The registration fee indicated in the table below is in U.S. dollars, considered **per person plus tax**. Different prices are considered for each person registered by a company depending on its membership to Competitividad Laboral. There is also a lower cost benefit for those companies that register more than one employee. In this case, the cost described below is multiplied by the number of people to attend.

Contact marissa@competitividadlaboral.org for any questions and follow up of the registration process.

Price per Person	Competitividad Laboral Members	General Public
1 person	\$ 175 usd	\$ 185 usd
5+ people	\$ 165 usd	\$ 175 usd
10+ people	\$ 150 usd	\$ 165 usd
20 + people	\$ 140 usd	\$ 155 usd

WITHDRAWAL, CANCELLATION AND REFUND POLICY

If a registered and paid participant is unable to attend due to major force, he/she may register directly on another date of the same course or be substituted by another participant from the same company. However, he/she must notify marissa@competitividadlaboral.org in writing at least 3 days before the start date of the training. Desarrollo Economico de Ciudad Juárez A.C. reserves the right to modify or cancel the announced dates if the minimum number of participants for the opening of the group is not met.

INFORMATION

FOR MORE INFORMATION, PLEASE CONTACT:



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