

The EBI Philosophy

UNDERSTANDING THE SUBJECT'S POINT OF VIEW

The EBI philosophy is based on empathy. This facilitates an understanding of the subject's point of view, motivation for committing the offense, and an incentive for the subject sharing accurate information with the interviewer. The information, which can be corroborated or refuted, is obtained by allowing the subject to "tell their story" in a free-flowing, non-confrontational narrative. The EBI conversational interview results in a longer interview process. This will increase the amount of information or intelligence obtained and will result in the ability to generate more meaningful investigative and prosecutive strategies. In addition, the EBI conversational interview, due to its non-coercive nature, is more easily defended in the courtroom.



EMAIL US AT

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REGISTER FOR EBI TRAINING COURSES AT

www.justice3d.com/interrogation

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**EMPATHY BASED
INTERROGATION™**

An advanced interview and
interrogation philosophy
designed to keep people talking.

What is EBI?

A NEW APPROACH

EBI is an interrogation philosophy that uses a science-based, personality-focused approach in a non-confrontational interview process. EBI is designed to gain accurate information and induce problem solving by keeping the subject talking.

EBI is not a series of steps or a checklist for investigators to rigidly follow. Instead, EBI is a philosophy, supported by research in the use of interrogation in intelligence and criminal justice communities. This research has shown the best practices for eliciting comprehensive and accurate information from a subject are non-confrontational and empathy-based.

How will EBI benefit you?

EBI will benefit anyone who conducts interviews for the purpose of gaining accurate and actionable information. Therefore, EBI can be applied to a wide array of interview settings in government, private and non-profit sectors. EBI is particularly effective in obtaining information from individuals who may be hesitant to participate or cooperate in the interview process.

What is taught in this course?

- Personality-based Interviewing
- Resistance Assessment
- Principles of Persuasion
- Use of Influence Enhancers
- Detection of Deception
- Statement Assessment™
- Use of Cognitive Load
- Question Risk Assessment™
- Strategic Use of Evidence
- Perspective Conversion™
- EBI Ops Plan™

