



Negotiate Instead of Interrogate: Get Better Result from Interrogations Through Negotiation (Defense)

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This book takes a look at the relationship between Reids Technique of Interviewing and Interrogation and the theory of negotiations. During the last several years, interrogation is viewed in a negative light based on the incidents that occurred in Abu Gharib prison in Iraq and the alleged treatment of detainees in Guantanamo Bay, Cuba. This negative view created a negative connotation toward the word interrogation and prompted several policy changes within the Department of Defense. Negotiation, on the other hand, is something individuals do everyday and does not necessarily lend itself to a negative connotation. Negotiation and interrogation transactions take place everyday--on and off the battlefield and in and out of the boardroom. Negotiation and interrogation share several common themes and through a methodic approach, this book highlights the commonalities between negotiation and interrogation. This book analyzes the Reid Technique of interrogation and highlights the underlining negotiation theme throughout each step in the process. In the end, the two techniques share so many commonalities a negotiation style approach could be incorporated into interrogation techniques and make them for effective.

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