

CONTINUING PROFESSIONAL DEVELOPMENT

INTERVIEWING & QUESTIONING TECHNIQUES

FOR LEGAL PROFESSIONALS

This workshop contains **three (3) hours of Professionalism Content** and **one (1) hour of EDI Professionalism Content**

Delivered by former intelligence professionals with extensive face-to-face interviewing experience, this half-day **CPD accredited workshop** will demonstrate a proven approach for getting the most out of your own interviews and client meetings. Legal professionals of all experience levels will leave this workshop with an increased ability to obtain detailed information from people using both process oriented and dynamic questioning techniques. Insights gained from this workshop will also improve your ability to manage a variety of sensitive client issues in an ethical and professional manner.

WORKSHOP CONTENT

When it comes to matters of the law, effective communication is critical. This workshop demonstrates a tried and tested system to obtain *clear and accurate* information from interview subjects. Based on Greyscale proprietary methods, *Interviewing and Questioning Techniques for Legal Professionals* explores face-to-face interviewing in a manner that's mutually beneficial to all. Topics include:



**Interview
Dynamics**



**Questioning
Strategies**



**Privacy & Security
Considerations**



**Human Behaviour
Factors**

WHO THIS WORKSHOP IS FOR

This workshop is for legal professionals that want to become better at what might be the most important part of the job; face-to-face interviewing. Applicable to all of your professional interactions, this workshop will bring your interviewing and questioning techniques to the next level. When details are critical you want to be equipped with the right tools.

WORKSHOP FACILITATORS

Greyscale Intelligence facilitators are former government intelligence operatives with experience in Canadian and British HUMINT units. By blending together the tools and techniques of two of the most proficient Source Handling organizations in the world, the face-to-face interviewing training Greyscale is able to provide is of the highest quality.



MATT NORTHRUP

While a member of JTFX, the Canadian Armed Forces Human Intelligence unit, Matt managed some of Canada's most prolific foreign intelligence assets. Having conducted face-to-face interviews with a wide spectrum of individuals on topics of the highest sensitivity, Matt understands the power of effective human interaction and communication. Leaving the military after 12 years of service, Matt founded Greyscale Intelligence in 2015.



BARRY CRANE

A 25-year veteran of the British Army, Barry (Baz) specialized in counter-terrorism while working within Special Duties. From Northern Ireland to the Balkans, Iraq and Afghanistan, Baz brings an incredible amount of source handling experience, allied with the management of source units. Baz retired from military service in 2011 and transitioned to corporate security in the oil and gas industry. He is now the COO and Chief Instructor at Greyscale Intelligence.

For pricing information, to book a workshop, or for general inquiries:
visit greyscaleintelligence.ca/IQTL or email info@greyscaleintelligence.ca

*This organization has been approved as an Accredited Provider of
Professionalism Content by the Law Society of Ontario.*



INTERVIEWING AND QUESTIONING TECHNIQUES FOR LEGAL PROFESSIONALS SCHEDULE

0745-0800 MEET & GREET

1.1 INTRODUCTIONS & GREYSCALE INTELLIGENCE INTERVIEW METHODOLOGY

🕒 0800-0810

Introduction of the Greyscale facilitators followed by an explanation of the concepts behind the “Interviewing and Questioning Techniques For Legal Professionals” workshop.

1.2 INTERVIEW PLANNING AND PREPARATION

🕒 0810-0840

Understanding the process that should occur prior to conducting an interview. We will consider the planning and research aspect as well as room staging and setup. We will also look at ways to take efficient, detailed interview notes in such a way that does not impede the flow of the interview.

1.3 INTERVIEW DYNAMICS

🕒 0840-0940

Explore in detail the proprietary system that makes up the Greyscale Intelligence Interview Methodology – STEP & THIRST. This is an easy to follow system that promotes the efficient and detailed capture of information while considering factors such as credibility and reliability. There is an emphasis on time management, maintaining the focus of the interview, privacy and safety considerations.

0940-0950 FIRST BREAK

1.4 QUESTIONING STRATEGIES

🕒 0950-1050

While 1.3 Interview Dynamics looks at the *system* used to conduct highly effective interviews, 1.4 Questioning Strategies provides the accompanying *tools* to ensure that all information is captured in a detailed and logical manner. We will use chronology and information mapping strategies to illustrate the efficiency of strategic, deliberate and methodical questioning.

1.5 PRACTICAL INTERVIEW SCENARIO

🕒 1050-1120

A practical interview scenario that will allow the participants to test and confirm the material taught during the previous serials.

1120-1130 - SECOND BREAK

1.6 THE “HUMAN FACTOR”

🕒 1130-1230

Greyscale facilitators will share their unique perspectives on the “Human Factor” by highlighting the importance of skills such as active listening, rapport, empathy and non-verbal communication. These skills will be interwoven into specific strategies and key considerations when interviewing and questioning individuals with backgrounds and / or cultures other than that of the interviewer.

1.7 CATERED LUNCH AND NETWORKING (ATTENDANCE OPTIONAL)

🕒 1230-1300

Following the completion of the workshop, participants are invited to remain and enjoy a catered lunch courtesy of Greyscale and prepared by Pita Pit. During this time, the workshop facilitators will make themselves available to answer any questions that may remain or to simply share stories and offer guidance.