

The Art of Perceptive Interviewing®

Training for professionals who
conduct interviews where truthful
and accurate information is crucial.



1, 2 & 3-day
Training Programs

**OBTAIN
TRUTHFUL
AND USEFUL
INFORMATION
AND MAKE MORE
INFORMED DECISIONS**

ellyjohnson

Perceptive Interviewing®

Key Outcomes

- ✓ Gain awareness of interviewing styles and personal impact
- ✓ Build rapid rapport for stronger connection
- ✓ Identify and avoid 9 common interviewer mistakes
- ✓ Improve interview planning and preparation
- ✓ Analyse communication through 5 key channels
- ✓ Cultivate a truth-telling environment
- ✓ Spot signs of avoidance and deception
- ✓ Apply the 3C process to improve behavioural analysis
- ✓ Ask precise, powerful questions at the right time
- ✓ Notice body language and non-verbal cues
- ✓ Recognise the impact of unconscious and cognitive bias
- ✓ Understand the impact of memory and forgetting in interviews
- ✓ Use powerful catchall questions to uncover extra information
- ✓ Grow personal confidence to conduct more effective interviews

Available in customised formats for 1, 2 or 3-day programs
In-person or virtual options

Who is this training for?

Recruitment Personnel - Hiring Managers - Investigators - Law Enforcement
Officers - Leaders and Managers - Security Professionals - Business
Professionals - Sales Personnel - Medical Professionals -
- And anyone involved in interviews or interactions where the truth matters.



ellyjohnson

ellyjohnson.com

Facilitator: Elly Johnson

Elly Johnson, a former Police Officer turned communication specialist, is passionate about teaching interviewing skills and empowering people to influence truth, uncover critical information, and guard against deception.

With expertise in interviewing, communication and truth dynamics, Elly works with professionals to help them uncover critical information and make well-informed decisions.

As Managing Director of Training Group International, Elly consults for global businesses and high-level government agencies. Since 2001, she has worked with diverse groups and individuals to enhance interviewing and communication skills in high-stakes environments. Elly's engaging and enthusiastic style makes her training programs both impactful and memorable.



elly@ellyjohnson.com
www.ellyjohnson.com
0402 883 196

“The Perceptive Interviewing course was by far the most practical and useful course I have been on since being with the organisation. And trust me, I’ve been on quite a few. This was a standout”.

Ben S | Attorney General’s Department

“After the first day I could see things I was missing before and by the third day I had completely changed the way I viewed interviewing. A very worthwhile program”.

Vanessa Hanson | Department of Defence

“Elly’s insights into reading behaviour, getting the edge in negotiations and reading emotions are valuable to everyone who interacts with other people. Her combined experience in Policing, Leadership and Business gives her great insight into human behaviour. Her stories are relevant and memorable. Highly recommended!”

**Michael O’Malley
National Sales Manager**



ellyjohnson