

The Power of Perceptive Interviewing®

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



OBTAIN
TRUTHFUL
AND USEFUL
INFORMATION
AND MAKE MORE
INFORMED DECISIONS

ellyjohnson

Perceptive Interviewing®

Key Outcomes

STAGE 1: PREPARE

- Identify and avoid 9 common interviewer mistakes
- Gain awareness of interviewing styles and personal impact
- Recognise biases and filters that impact interview success
- Reflect on personal strengths and habits
- Unpack the 3 P's of planning
- Connect and build rapport using the *Rapid Rapport Method*™
- Show confidence, control and competence

Stage 2: DETECT

- Gain insight into the science of truth and lies
- Understand why lies are believed and truths disbelieved
- Use the *Pentagon Method*™ to effectively read people
- Explore the grey space between truth and lies
- Understand the impact of memory and forgetting on interview accuracy
- Cultivate a truth-telling environment
- Make it safe for people to provide information
- Develop skills to influence truth and detect deception
- Apply the 5C process to improve behavioural analysis

Perceptive Interviewing®

Key Outcomes

Stage 3: EXTRACT

- Use questions as power tools with the *Question Power Playbook*™
- Uncover information without interrogating or over using questions
- Feel confident to always know what to ask next
- Ask catchall questions to uncover extra information
- Discover conversational elicitation methods using the *Nifty 9 Method*™
- Verify information to ensure accuracy

Who Is This Training For?

Ideal for both new and experienced professionals who conduct formal or informal interviews, meetings, or other high-stakes interactions where honesty and accuracy is critical.

Roles of People Who Have Attended This Training

HR Professionals, Intelligence Analysts and Officers, Security Case Officers, C-Suite, Psychologists, Managers, Recruitment Officers, Security Vetting Officers, Managing Directors, Hiring Managers, Business Services, IT Personnel, Investigators, Consultants, Law Enforcement Officers, Business Owners, Employment Officers...and more.



Perceptive Interviewing®

Key Facilitator: Elly Johnson

Elly Johnson, a former Police Officer turned communication specialist, is passionate about empowering leaders and professionals to uncover truth, cultivate deeper connections, and make well-informed decisions.

With expertise in interviewing, communication, truth dynamics, and crucial conversations, Elly helps individuals and teams navigate complex interactions, from high-stakes interviews to effective leadership.



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 to enhance their skills in uncovering critical information, influencing honesty and fostering psychological safety.

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"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



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