

TATTLETALES

“What I learned from this case”

Deer #1 – 125 class and muzzleloader seized

The huge buck strapped to the ATV was legal, so when the driver acted nervous, **Andrew Keil** thought it was about it illegally being on the Iowa roadway. He cleverly tested that notion by telling Robert he'd let 'em off with a warning then watched for him to relax. He didn't, so he continued to probe. Andrew chit chatted about the man's previous hunts and learned this one was supposedly his first deer of the season. His female passenger confirmed this but Andrew noticed she nonverbally fell apart when asked about her own deer hunting. “Before, she was answering questions as soon as I asked,” Andrew recalled after separating the two. “Now she was answering with long pauses,” finally spitting out she took a buck a few weeks before. But Robert said his wife had taken a doe.



Andrew Keil

It became clear that Robert's nonverbal ticks were hooked to his wife's deer. Something about that deer was bothering him and Andrew knew it. He slipped into persuasion mode telling the suspect he didn't hide emotions well and was easy to read. The suspect gazed to the floor and promptly confessed to filling his wife's tag. Andrew said he “had nothing” yet got him to admit to an illegal deer by using sound and legal persuasion techniques.

What I learned: Never give up, go with your gut and stick with it. Look outside the box, don't get wrapped up with what's in front of you. I thought the negative body language was about the buck on the ATV, luckily I decided to explore other avenues.

Deer #2 – 160 class and bow seized

“You have made me nervous already,” was another hunter's response to Andrew's request he be truthful as they talked on his doorstep. Before Jeff would say anything about the buck that he killed a few weeks back though, he tried to get the warden to say what he knew about it. “I didn't know much but I told him I knew everything,” Andrew said, reiterating Jeff should tell the truth, that being he bought the tag

after killing it. Jeff finally described his buck hunt but the story was short, which Andrew knew often is a sign of deception. Then “he paused forever” and Andrew went right after him. “Jeff, did you just get caught up in the moment...I know you've been busy lately and don't have time to get out, so you had the opportunity to harvest a large buck and you took it...didn't you?”

Dead silence followed along with Jeff's head going straight down, then a “yes.” It took only 10 minutes from beginning to confession with a handshake and a thank you for not “coming down on me so hard.”

What I learned: Make the subject think you know everything about the case using small bits of info that are facts. In this case, I knew when and where he purchased the deer tag and that he checked it. I let him tell the rest.

Deer #3 – 181 class and crossbow seized

He'd been working the salted stand for a week and finally found the hunter in it. Armed with information the man had killed a monster over bait weeks before on the same land, Andrew was hoping the present violation would help him get a quick confession about the earlier harvest. Andrew immediately got Jerry to say he'd taken a buck on the property during the year, but strategically put that aside for the moment concentrating on the on-view violation. Andrew said he was there because of the salt, which Jerry at first denied even though there was a big hole under his stand. “I showed him the block under the leaves and he did a bad acting job faking he didn't know what a salt block looked like,” said Andrew. “But I didn't buy it.” With the on-view violation locked in, Andrew convinced Jerry to show him where the buck was actually shot. During the short ride, he kept him off balance by talking how nice the buck would look on his wall. And at the same time, he was probing for personal information. “I learned he was close to his 90-year old mother and was a retired high school counselor.” He knew where he was going now.

Completely unaware what Andrew was up to, Jerry walked him right to the stand where he killed the Poper, even though the huge salt induced crater was still under it. Not wanting to get into the buck story there, he changed venues returning to the squad where Andrew said, “the true interview started.”

“It took me an hour in the dark on his tailgate. I used a lot of techniques and



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I'm interested...



I'm not



decided I would take my time even if it took all night. I needed him to admit he knew there was bait and I hoped he would admit he put it there even though it was not as important. At one time, I asked him to go back when he was a school counselor and think about how he could tell when a student was not telling him the truth. He just shook his head yes. I told him I was the counselor in this situation. He just smiled as I told him he was heading for a brick wall at 200 mph but had not hit it yet. I kept reaffirming he was a good person and not a poacher. A poacher is like the guy I had the other day that killed six."

Andrew kept after him a full hour until he confessed to putting all the blocks out before season claiming, though, he wasn't luring deer just giving them better nutrition. Andrew said he made sure to praise Jerry for being honest. That kindness got Andrew another handshake along with a wide smile and "thanks for treating me so good."

What I learned: Take your time and make small talk finding out little details about your subject that could later help in the interview process as it did for me. The turning point was using his upbringing and being a teacher. Don't let them know the outcome and downplay what happened or they may clam up.

Andrew solved these dead-end cases all within three days.

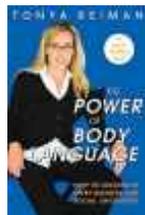
Submit your Tales directly to Mr. Baile with your name, agency, and photo if available.

Communications Book Picks For 2008

Trace the capital letter Q on your forehead and notice which way the tail points. It could actually indicate how you lie and detect them. Do you know what the world's funniest joke is or ever wonder why you are so unlucky or lucky?

I received a cool book for Christmas that actually addresses these and a multitude of other behavioral quirks. Fittingly titled *Quirkology* published by Richard Wiseman, also talks about decision-making, superstitious minds, and even why we help or hinder people.

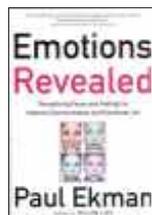
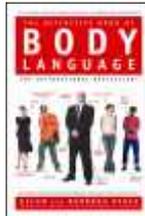
Any body language book is golden and I usually receive one for Christmas, birthday, or dad's day. Ask for some of the following as these dates roll around for you. They're straightforward, inexpensive, and help distill our enforcement and social interactions.



The Power of Body Language: How to Succeed in Everyday Business and Social Encounter. Tonya Reiman also appears on the Bill O'Reilly show weekly where she expands on her insight contained in this book. Her book is a good look at interpersonal communications during all kinds of situations.

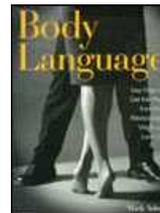
Even though she is not a research scientist, Tonya's take on nonverbal communication is intuitive and backed by scientific references. Hardback, \$16 at 300 pgs.

The Definitive Book of Body Language: Why What People Say Is Very Different from What They Think or Feel by Barbara & Allan Pease 2004. This 384-page book contains extensive diagrams and photographs that compliment text nicely. Topics include handshakes, arm signals, cultural differences, deceit, eye signals, courtship gestures and more. Stick it in your squad for those long stakeouts. Hardback \$20.



Paul Ekman continues to write about new research with facial expressions. **Emotions Revealed** is an easy read concentrating on how the face reveals true feelings. This book is a comprehensive look at how emotions control and dictate everyday life. Ekman is one of the world's leading behavioral scientists. If you like reading faces, this book is for you. Hardback \$25 at 260 pgs.

This is a fun book with large pages and photos depicting typical gestures. There are no refer-

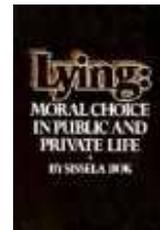


ences although the gestures depicted are accurate. **Body Language** by Mark Asher, paperback \$17 at 90 pgs., is a traditional coffee table book.

A great 325 pg. read for the in-depth thinker wishing to enter an upper level aware-

ness of human deceit. This is a philosophical

look at deception and how it affects society and individuals. Topics include white lies, lying to the sick or dying, lying to enemies and to our peers, even lying to the liar. As expected, an extensive bibliography is included. **Lying: Moral Choice In Public And Private Life** - Paperback \$10 by Sissela Bok.



Aldert Vrij is a highly respected United Kingdom researcher where much of the world's social science studies on deception are conducted, especially in the realm of false confessions. The book is well-written and extremely thorough covering topics such as statement analysis, polygraph findings, and nonverbal behavior during lying. This is a highly technical book for the advanced reader. **Detecting Lies and Deceit** - Paperback \$60 at 250 pgs.

Noteworthy Websites

- The Nonverbal Dictionary <http://members.aol.com/nonverbal2/diction1.htm>
- Paul Ekman - Behavioral Scientist <http://www.paulekman.com/>
- Nonverbal Links <http://www.usal.es/~nonverbal/introduction.htm>

Quarterly Quote

There's a million ways to tell a lie but only one way to tell the truth
- Missouri conservation agent supervisor Steve Moore

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