

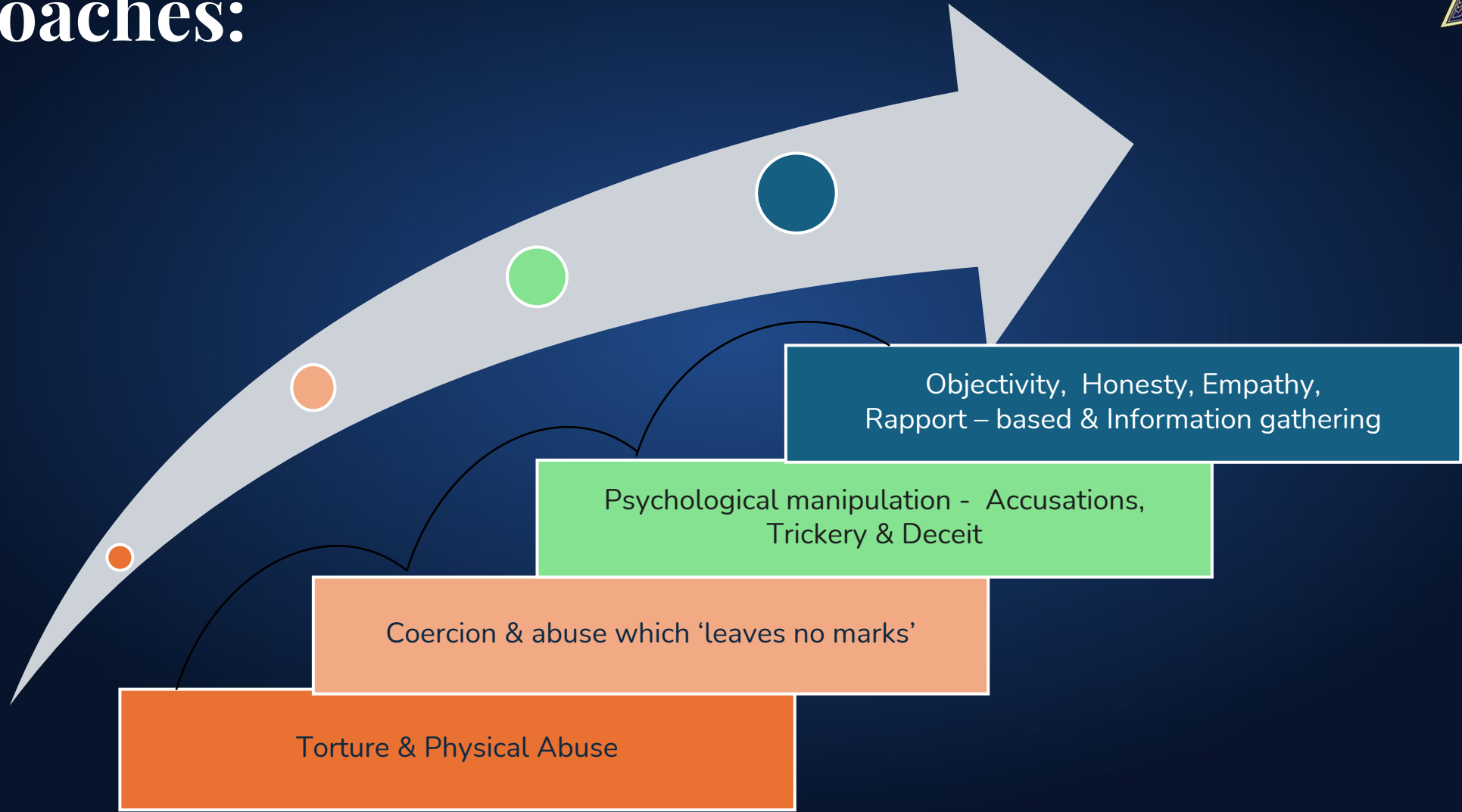


# SBI: The Tipping Point

From the HIG to local law enforcement, California & Beyond

Presenters: Vern Pierson, Laurence Alison

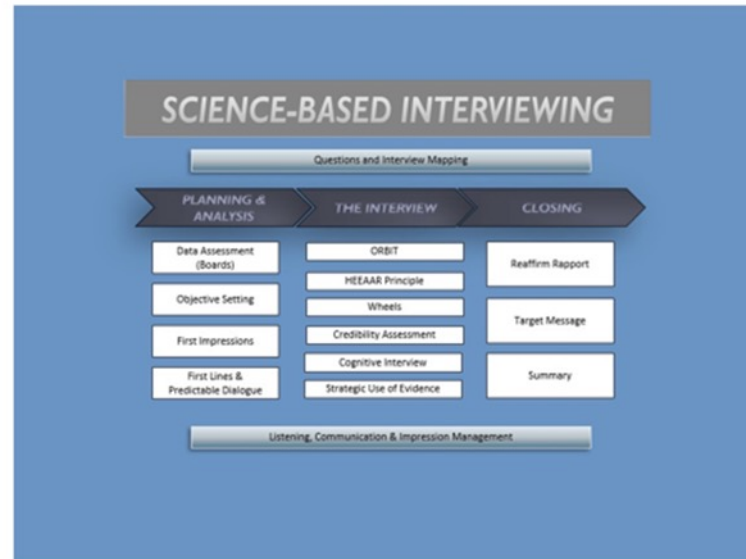
# Evolution of Interviewing Approaches:





# Science-Based Interviewing

## Fundamentals Course



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# ORBIT

The Science of Rapport-Based Interviewing for  
Law Enforcement, Security, and Military

LAURENCE J. ALISON | EMILY K. ALISON  
NEIL D. SHORTLAND | FRANCES SURMON-BÖHR



Emily Alison  
& Laurence  
Alison

"My academic heroes"  
Malcolm Gladwell

# Rapport

The Four  
Ways to  
Read  
People



Initial study  
Included 2,000  
Hours of  
Interviews

- Terrorists
- Murderers
- Sex offenders





# OBSERVING RAPPORT-BASED INTERPERSONAL TECHNIQUES (ORBIT) RESEARCH FINDINGS

- “ORBIT was positively associated with adaptive interpersonal behavior from the suspect, which, in turn, increased interview yield.”
- “Conversely, even minimal expression of maladaptive interpersonal interrogator behavior increased maladaptive interviewee behavior as well as directly reducing yield.”

Even subtle attempts at manipulation or deception can permanently damage rapport.

# How we got to Science Based Interviewing

14

**Ex**

Subject Matter  
Experts

**Orbit**



# Science Based Interviewing



## TRADITIONAL INTERVIEW TECHNIQUES

Focus is on obtaining the confession

Control resides with the interviewer

Use many closed-ended, guilt presumptive questions

Emphasis on isolation, ignoring denials, hopelessness with the interviewee

The confrontational approach has never been validated by research

## SCIENCE BASED INTERVIEWING

Focus is on obtaining accurate information

Control is turned over to the interviewee, emphasis on establishing rapport

Uses mostly open-ended, memory-compatible questions

Enhances memory, social dynamics, and communication with the interviewee

Over two-hundred research studies validating its effectiveness



# Approximate Number of Students Receiving SBI Instruction – CA POST Classes

POST Approved Class	2024	2025	Projected 2026
ICI Core- 20 Hrs.	800	1,100	1,100
ICI SBI- 40 Hrs.	184	250	350
ICI Homicide- 8 Hrs.	360	450	450
Outside Presenter- 24 Hour (Savage, Third Degree)	150	410	450
EDCDA Advanced Course	19	20	40
SBI Symposium	170	150	250

# New York State

	2024	2025	Projected 2026	TOTAL
Foundations	125	230	580	935
Advanced	71	177	184	432
Coaching	51	18	25	94
Conferences/CEU	120	120	60	300
SBI Basics (Patrol)		48	24	72
TTP Shorts (Timelining, Time Critical Questioning)		23		23
Internal Professional Development	206			

# Jersey City-Newark Urban Area Security Initiative

	2024	2025	Projected 2026	TOTAL
Foundations	70	86	96	252
Advanced		25	50	75
Coaching		6	5	11
Conferences/CEU		6		6
SBI Basics (Patrol)		48	48	96
TTP Shorts (Timelining, Time Critical Questioning)		23		23
Instructor Development			4	4

	2024	2025	Projected 2026	TOTAL
Kansas- IXI Solutions		180	200	380
TTP- Louisiana	48	Foundations-24		72
		Advanced-50		50
		Coaching-8		8
		Instructor-12	2	14
		Basics-96		96
TTP- Ohio		Conference/CEU-120	Foundations-26	146
TTP- Kentucky			Foundations-48	48
TTP-Federal	Foundations-120			120
	Advanced-40	Advanced-50		90
	Coaching-12	Coaching- 9	Coaching- 4	27
	Conference/CEU-150	Conference/CEU-150		300
		Instructor- 12	Internal Development- 80	92