

# Detecting Deception in Written Statements (LSAT)

Bellevue Police Dept, 450 110th Ave NE Bellevue WA April 26-28, 2011

## THEIR CONFESSION IS IN THE STATEMENT

A person telling a lie has a different thought process than a person who is truthful. Driven by their subconscious mind, they use different words, phrases, content, statement structure, and other linguistic traits. These linguistic markers are found in every written and spoken statement and are highly dependable in determining whether the story is the truth or a lie. LSAT identifies the linguistic signals that differentiate deceptive statements from truthful ones. The analyst examines the statement using the LSAT systematic process to identify all of the existing linguistic signals, accurately determines if the statement is truthful or deceptive, and reveals far more information the author didn't intend to include. LSAT uses their own words against them!

## BE A MORE EFFECTIVE INVESTIGATOR

Using LSAT, the interviewer knows *prior to the interview*, what the deception is and where it lies. The interviewer/analyst focuses directly upon those areas, using the LSAT interview technique, and compels them to confess. Investigators will save hours of hit-and-miss interviewing. Students will also learn how to develop and use the LSAT "IQ" Investigative Questionnaire. The IQ is a written investigative tool that allows investigators to "interview" an unlimited number of suspects at the same time for virtually any offense narrowing the suspect list to only a handful in a matter of minutes.

## ABOUT LSAT TRAINING

This course is designed for the investigator who routinely acquires statements of witnesses, victims, and suspects. LSAT provides the unique knowledge and skills needed to analyze the level of truthfulness or deception contained within written statements. Four hours of the course are dedicated to laying a foundation for credibility assessment through linguistic analysis. The remaining 20 hours consist of hands-on, in-depth analysis of the language used by victims and suspects in their statements and how that language is be used to assess their credibility. Students analyze a minimum of seven statements bringing them to a level of skill level that allows for the useful, practical and effective application of LSAT in criminal investigations.

### WHAT our students say about LSAT

"This LSAT training was one of the best classes I have attended in 17 years of law enforcement. Our instructor was very knowledgeable." **Webb Thomas; Int'l Training Coordinator**

"I am a homicide detective and love to use LSAT as an alternative to simply interviewing. This is a great opportunity." **Det. L. Tafoya; Albuquerque PD**

"This is the best training I have had in 10 years"  
**Inv. A. Maust; Jackson Cty OH; Fire Marshal**

"This is a great class that should be required for all investigators... Sgt. Shaffer does an excellent job teaching this class" **Det. John Schmitt; Conroe TX**

### For All Crimes :

Sexual Assault  
Robbery  
Arson  
Homicide  
Kidnap  
Assault  
Burglary  
Fraud  
Internal Affairs  
Embezzlement  
Theft

### Training Topics:

- Truthful and deceptive thought processes.
- Statement structure and components.
- Identification of Linguistic Signals
- Statement examination and analysis
- Interpreting the results of an analysis.
- LSAT in interviews and Interrogations
- Practical application
- Developing the "IQ" questionnaire

Registration Forms Also Available On-Line at: [www.LyingWords.com](http://www.LyingWords.com)

Contact: Sgt. Bob Shaffer 970-776-6236 FAX 866-705-3883 (secure fax line for credit card payments)

Tuition: **\$375** Det. Michael Chiu 425-452-6912

Credit Card Payments Call 970-776-6236 or fax form below

See Examples of LSAT at: [www.LyingWords.com](http://www.LyingWords.com)

Make checks payable to: LSAT; 4926 St. Andrews Ct., Loveland, CO 80537

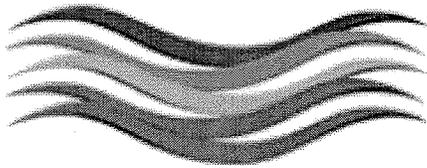
Name \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Organization affiliation \_\_\_\_\_ Check  Credit Card

Credit Card Pymt: # \_\_\_\_\_ Exp \_\_\_\_\_ Name on card \_\_\_\_\_

Visa MC AMEX



LINGUISTIC STATEMENT  
ANALYSIS TECHNIQUE

## Bellevue Police Department

presents

# “Detecting Deception in Written Statements”

*The Linguistic Statement Analysis Technique*

April 26-28, 2011

450 110th Ave NE Bellevue, WA



## Revealing the Language of Deception

### LSAT

4926 St. Andrews Ct.  
Loveland, CO 80537

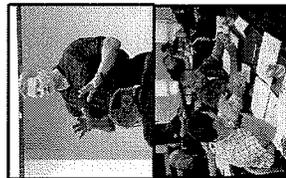
### Contact Information

**Dates:** April 26-28, 2011  
**Location:** Bellevue PD, Bellevue WA  
450 110th Ave NE

**Contact: Sgt. Bob Shaffer**  
970-776-6236  
Contact@LyingWords.com  
**Michael Chiu**  
425-452-6912

### Recent attendees:

- U.S. Department of Homeland Security
- Office of the U.S. Inspector General
- USAF OSI
- F.B.I. Counter-Terrorism Unit
- Albuquerque NM PD & FD
- Colorado State Patrol
- Miami-Dade S.O.
- Columbia SC Police Dept
- Indianapolis IN PD
- Denver CO PD
- Oklahoma City OK PD
- Ohio Office of the Attorney General
- Texas Office of the Attorney General
- Dallas TX PD
- San Antonio TX PD
- El Paso TX PD
- Little Rock AR PD
- Milwaukee WI PD
- Santa Fe NM PD
- New Mexico State Police
- Denver Fire Department
- Missouri DOC



### Sgt Bob Shaffer

Instructor Sgt. Bob Shaffer has provided quality classroom training since 1997 in the U.S. Canada and Mexico. Training is conducted in comfortable, state-of-the-art facilities and incorporating effective multimedia presentations. All training materials are included.

[www.LyingWords.com](http://www.LyingWords.com)