The Science of Interviewing and Interrogation: 
The Relationship Cycle

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Rapport

interrogators frequently highlight the importance of “rapport” for eliciting confessions and intelligence information ...

assessments of real-world interrogations document the importance of rapport tactics in producing positive outcomes

Alison et al. (2013, 2014)
Kelly et al. (2015)
Russano et al. (2014)
Positivity
Mutual Attention
Coordination

Tickle-Degnen & Rosenthal (1990)
Trust

a psychological state comprising the intention to accept **vulnerability** based on **positive expectations** of the actions of the trustee

- **Reciprocity**
- **Risk**
- **Independence**
- **Predictability & Genuineness**
Cognitive Trust

- Fair
- Respect
- Competent
- Sincere

Affective Trust

- Like
- Empathy
- Positive
- Interest
Persuasion

*suasion* – the act of influencing or persuading
an interrogator-interviewer relationship marked by a constructive degree of respect and mutual affinity

based upon an understanding of, perhaps even guarded appreciation for, respective concerns, intentions, and desired outcomes

Kleinman (2006)
Relational Tactics

Common Ground

Affirmation

Reciprocity
**Principle:** people develop affinity for, and follow the recommendations of, people that are similar to them

**Tactic:** elicit and highlight overlapping interests, shared identities, or even incidental commonalities
**Tactic:** affirm a subject’s values, beliefs, or experiences that relate to their self-concept

**Principle:** people strive to maintain self-integrity (to be seen as moral, competent, and good); to the extent they are successful, they feel protected and less vulnerable in threatening situations
**Principle:** giving something of perceived value elicits an **innate response** to give something back; increased “**risk**” associated with the gift increases amplifies the burden of reciprocity

**Tactic:** **elicit a need** and **offer something of value** to fulfill that need