



# WICKLANDER - ZULAWSKI INSTRUCTOR INSIGHTS



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**NEXT  
INSTRUCTOR  
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DECEMBER 1**

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## SHOWING RESPECT

Every investigator will be well-served by acknowledging that 'professionalism requires poise under fire' before engaging in a conversation when the fate of a subject, the exoneration of a victim, and the integrity of evidence are at stake.

Challenging conversations are stressful, especially when boundaries for respect begin to fade or disappear altogether. Understanding the interviewer's bearing and emotional self-control and how that encourages mutual respect and cooperation even with the most challenging conversations is a critical skill set.

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## KEY TAKEAWAYS

- Mutuality of respect
- Self-confidence
- Planning and Preparation
- Maintain control of communication dynamic
- Objective and non-judgmental

While Chairman of the Joint Chiefs of Staff, General Colin Powell displayed a plaque in his office that read, 'Of all the manifestations of power, restraint impresses people the most.' That point is equally essential in interviews as it is on the battlefield.