

Perceptive Interviewing®

The Perceptive Interviewing® program is a must for new or experienced interviewers involved in conducting face to face or phone interviews. Whether you are building a new interviewing toolbox or polishing existing tools, you will gain immediate benefits from taking part in this challenging and informative training program.

Learn questioning techniques used by leading international security agencies and build confidence to manage and control the most challenging interviews.

The program has a great mix of theory, activities and powerful video material that will keep you captivated from start to end.

Customised programs available to meet specific organisational needs. Advanced and refresher programs also available.



Perceptive Interviewing®

Uncover the critical information you need

- Security Interviews
- Investigative Interviews
- Enquiry Interviews
- Fact-Finding Interviews

These programs will give you:

- ✓ Increased confidence to conduct more effective interviews
- ✓ Improved skills in asking questions and eliciting accurate information
- ✓ An awareness to spot verbal and non-verbal behaviours associated with deception
- ✓ Greater self-awareness and adaptive techniques
- ✓ Improved listening and communication skills
- ✓ A toolbox of techniques you can use in all interview types



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Other Popular TGI Training Programs & Seminars

- Perceptive Business Interviewing™
- Perceptive Interviewing over the Phone™
 - Interviewing for Success™
 - Interviewing for the Truth
- Communicate with Confidence
- Managing Workplace Challenges
 - Professional Presentations
 - Sales and Communication
- Secrets to Successful Rapport
- The Power of Body Language
- Exceptional Customer Service

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The essential training program for people at all levels who conduct formal or informal interviews.

For more business oriented interview training see **Perceptive Business Interviewing™**
For training in conducting recruitment interviews see **Interviewing for Success™**

Perceptive Interviewing®

"Best course I have been on. It was directly related to my work and was very helpful"

"I will now approach my interviews with a more open mind and take into account behaviours that I was missing before. An excellent course"

"Great program. I will use it both professionally & socially – for interviews and to enhance workplace relationships"

"An excellent course, well presented & one I could highly recommend for people involved in any type of interview process"

"One of the best courses I have done in the past 15 years, thank you"

- Build confidence
- Uncover the truth
- Ask better questions
- Read people
- Increase awareness
- Learn new techniques

The Perceptive Interviewing® training program will give you tools and techniques to obtain more information in all types of interviews. Improve your skills to ask more effective questions, read people and situations better, uncover the tell tale signs of deception and make more informed decisions.

Our research indicates that at least 85% of people involved in conducting interviews have had little or no formal training. Professional interview training will reduce risk and maximise the chances of obtaining the information you need to make critical decisions.

The Perceptive Interviewing® program is highly praised within a cross section of industries throughout Australia and internationally. Participants are assured of taking away valuable new skills and awareness that can be applied immediately in all formal and informal interviews, whether face-to-face or on the phone.

Interviewing is a critical part of so many roles – don't leave it to chance!

Participants who have benefited from this program include:

- Security Inspectors
- Business Managers
- Investigators
- Security Officers
- Immigration Consultants
- Human Resource Managers
- Case Officers
- Police Officers
- Customs Officers
- Personnel Consultants
- Vetting Officers
- Auditors
- Research Analysts
- Executives



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