

THE JORDAN HARBINGER SHOW

Worksheet for Kevin Barrows | Think Like an FBI Interrogator (Episode 166)

I recently took a few courses from expert interrogators and became fascinated with the idea that there are some people who are so good with questions that we as a society rely on their skills to solve crimes, prevent catastrophes, and get to the truth in a lot of very important, often life-or-death situations.

[On this episode](#), former FBI special agent Kevin Barrows teaches us the fundamentals of interrogation. He's a fraud investigator who focuses on large-scale money laundering and internal investigations for major financial institutions and white collar crime, and what he shares with us here applies as much to those investigations as it does to parenting or managing a business.

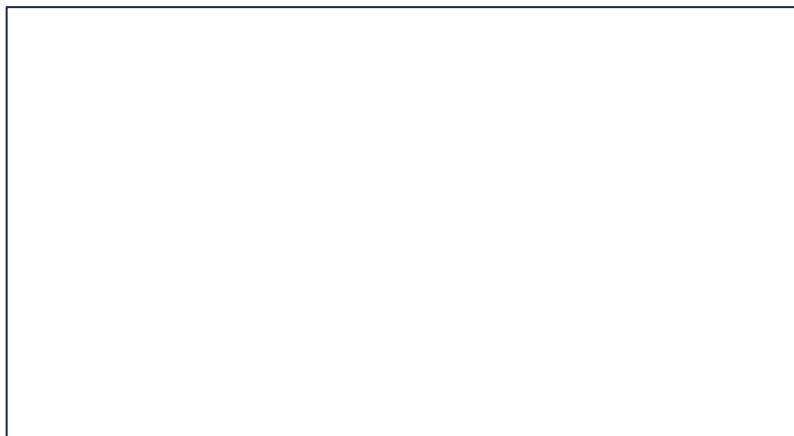
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If You Were Me...

During lines of questioning that seem to be going nowhere, Kevin says he gets a surprising number of confessions simply by asking "If you were me, what would you think?" at a time he deems appropriate based on the personality of the person he's interviewing.

"It really depends on the person as to how they'll react, but there is definitely a difference often in how somebody who actually did it will react versus somebody who didn't," says Kevin.

Try to understand the psychology behind this question by asking it of yourself and figuring out how you'd honestly answer under two circumstances: one in which you're innocent and one in which you're guilty. Note the differences between your reactions here, and piece together how you might use this to your advantage when trying to get the truth out of someone in the wild.



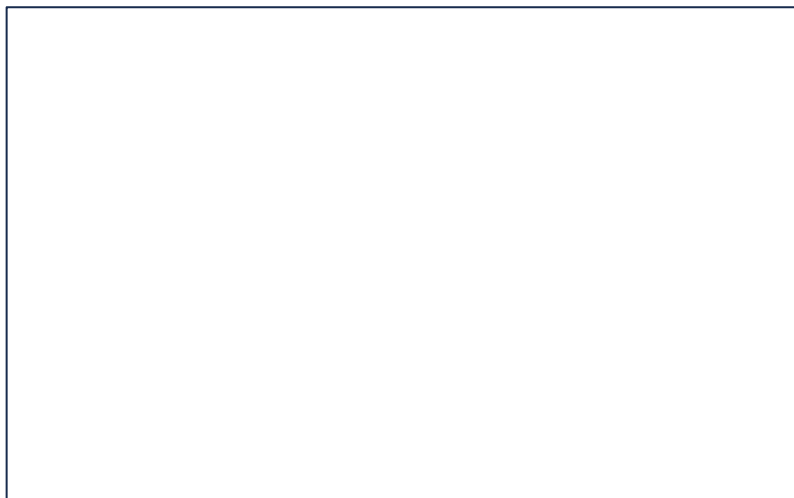
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Mind the Credibility Gap

"When you're assessing whether someone's telling the truth, it comes down to: Do you believe this person was a credible person? If so, was the information they were giving you truthful?" says Kevin.

Test the person's voracity throughout the discussion. See if they lie about small details -- even if they're inconsequential to the issue but you know them to be true.

For example: Prior to the interview, let's say you ran into a former employee who said that he or she spoke with the interviewee within the past month just to catch up on "office gossip." Ask the interviewee if he or she has spoken with any former employees recently. If the interviewee says no, it speaks to their overall credibility.



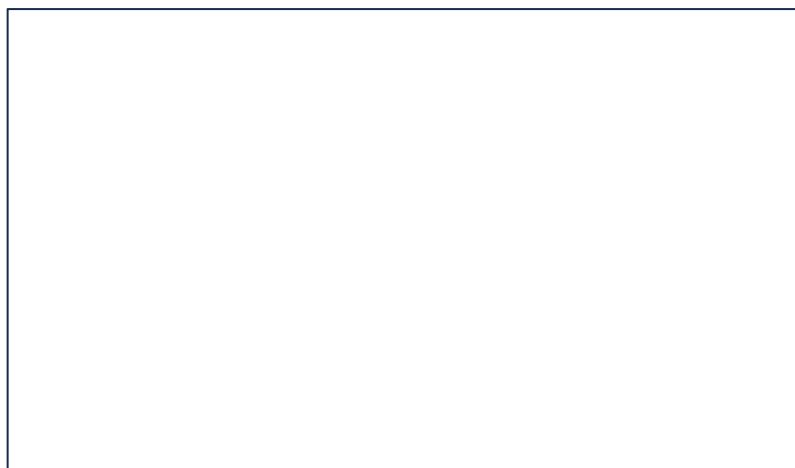
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A Chance to Come Clean

Have a concrete "takeaway" at the conclusion of the conversation. Lay out, with specificity, what the plan is going forward. With an employee, it may be that the investigation is ongoing and that you believe he or she was not completely truthful. Give them an opportunity to "come clean."

For a child, instead of framing it as "punishment," say that he or she cannot go to any parties for a certain period of time until trust has been regained. Establish that continuing with the conduct or lying in the future will not be tolerated, and that if it continues to happen, the consequences will be more severe.

Treating it as a "first offense" and giving a child a chance to regain your trust could pay huge dividends.



Full show notes and resources for this episode [can be found here.](#)

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We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these valuable insights into your own life and live what you listen.

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