How the FBI uses NLP on YOU

Presenter: Brad Smith, RN,CISSP…

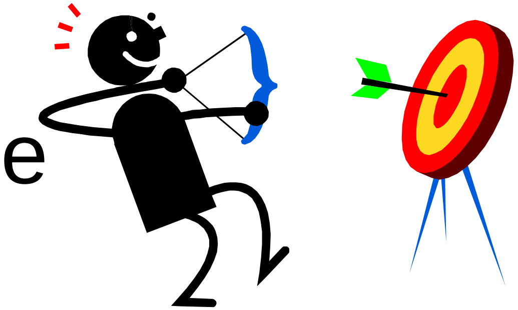
Computer Institute of the Rockies

Please Do Not Distribute

- Seldom taught to outsiders
- Used by
  - Law Enforcement
  - Psychologist, Social Workers
  - Medical Professionals
  - TV Host

What You Will Learn

1. Basis of Social Engineering and Neuro-Linguistic Programming
2. Basic NLP Practice session
3. Concepts of Interrogation
4. “Cops Stop” Group Practice

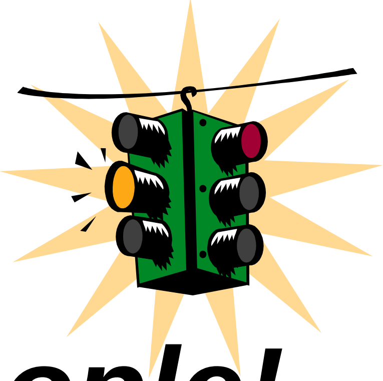


How the FBI uses NLP on YOU!

What You Won’t Learn

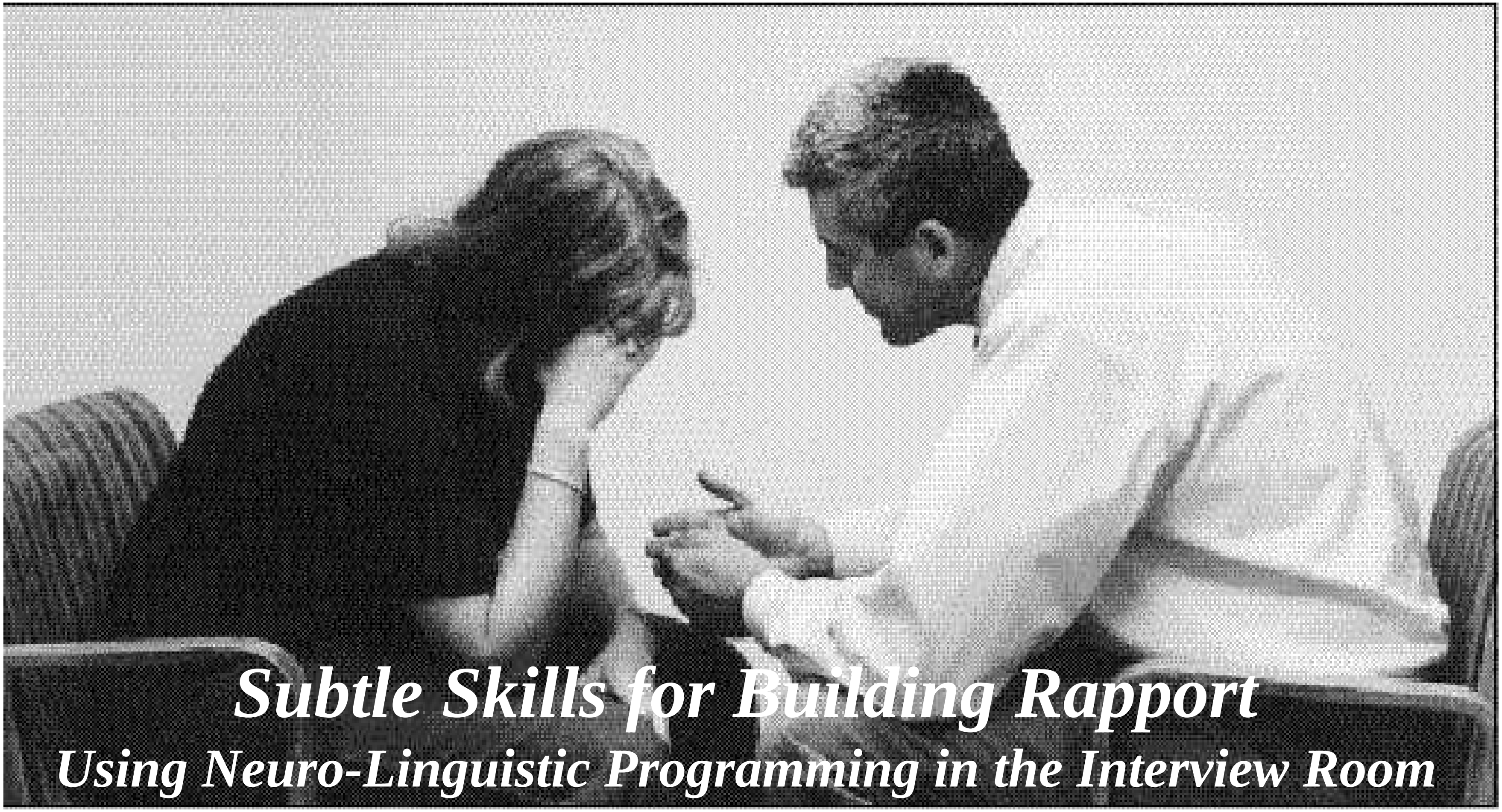
- How to talk with Angels
- How to fix your liver
- How to Hypnotize (no self or others)
- Milton Model, Super Model
- Anchoring
- How to pick-up Vegas Show Girls

Caution



- ***Don’t use to trick people!***
  - **Will almost always backfire**
  - **Not for Emergency Situations**
  - **Use strategies for sanctioned ethical gain only!**

FBI Law Enforcement Bulletin



Subtle Skills for Building Rapport

Using Neuro-Linguistic Programming in the Interview Room

How the FBI uses NLP on YOU!

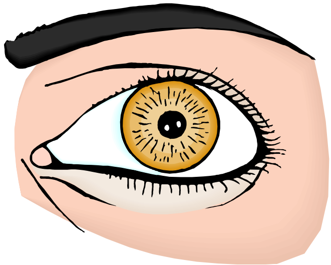
I See What You Hear

“Simply conforming your nonverbal behavior to the client, using language from the client’s **preferred representational system** and **matching speech volume, tone and rate of speech** often overcomes client reluctance to communicate”

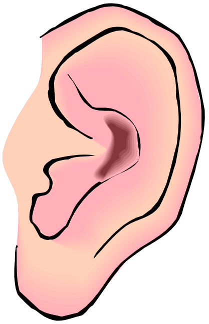
“Subtle Skills for Building Rapport” FBI Bulletin

Re-presenting the Senses

- Senses bring data to CPU for instruction
- Strongest sense shows in conversation
- Listen to What is said *not* What is said!
- “Client’s preferred representational system”



The Human Eye



The Ear

The Palm

History of NLP

- Richard Bandler / John Grinder (1970’s)
- Studied successful therapists
- Packaged so anyone can learn
- Rarely taught outside medical, or law enforcement fields
- Disagreement on teaching to others

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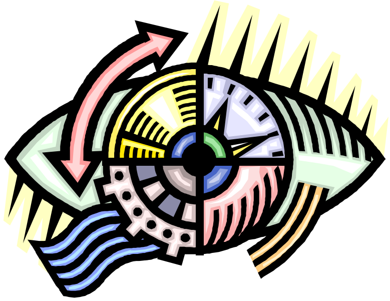
Visual Phrases:

- I see what you mean
- We see eye to eye
- That looks good to me
- I get the picture



EXERCISE: Speak in Visual Phrases

Auditory Phrases

- Loud and clear
- Something tells me…
- That rings a bell…
- That sounds OK to me

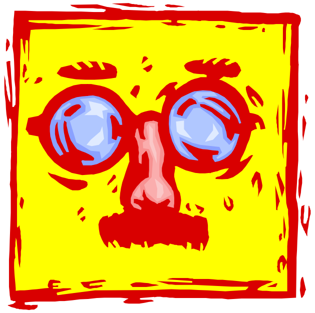
EXERCISE: Speak in Auditory Phrases

Kinesthetic Phrases

- I can grasp that idea
- I got the hang of it
- How does that grab you
- You don't have to get so pushy
- I'll get in touch with you

Olfactory / Gustatory Phrases

- A sweet person
- Something smells fishy
- That's bitter-sweet
- I smell success

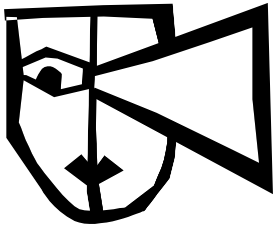


Using NLP in SE

- **Listen** and **Watch** for data about:
  - Speech Patterns
  - Word Patterns
  - Posture Patterns
  - Gesture Patterns
  - Physical Patterns

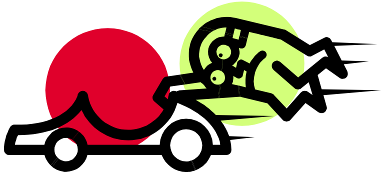
Speech / Word Patterns

- People are sensory driven
  - – Auditory “I hear what you say”
  - – Visual “I see what you say”
  - – Kinesthetic “I grasp what you say”
- People speak at different speeds
- People speak in different packets size



Speed

- Easier for victim to understand
- Moderate skill practice
- Speed kills
- Stretch vowel

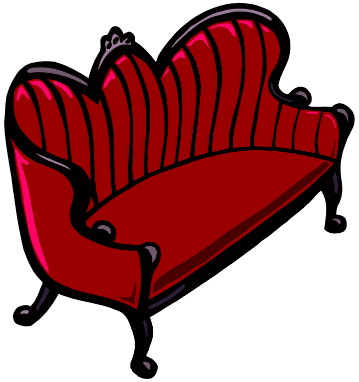


PRACTICE: Slow Speed

PRACTICE: Fast Speed

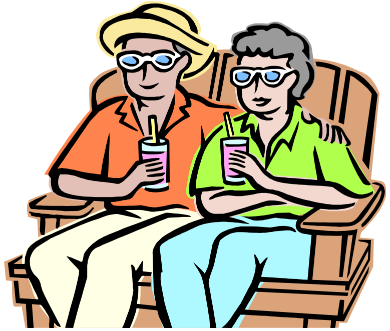
Words

- Easiest to identify
- People use different words for the same thing:
  - Couch, sofa, davenport, divan
- Refer to what the say
- Words with Facial is common
- Regional, cultural based



Posture

- Easiest to detect as fake
- Lean as they do,
- Sit as they do
- Use for leading
  - Mirror their postures then change your posture to a different posture (hostile to neutral)
  - Change to verify access

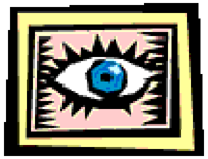


*End***Hack**.com

Putting it Altogether

- Be aware first
- Practice combinations
  (Fast Visual, Slow Aural)
- Start with words, posture
- Just a few of the Major points

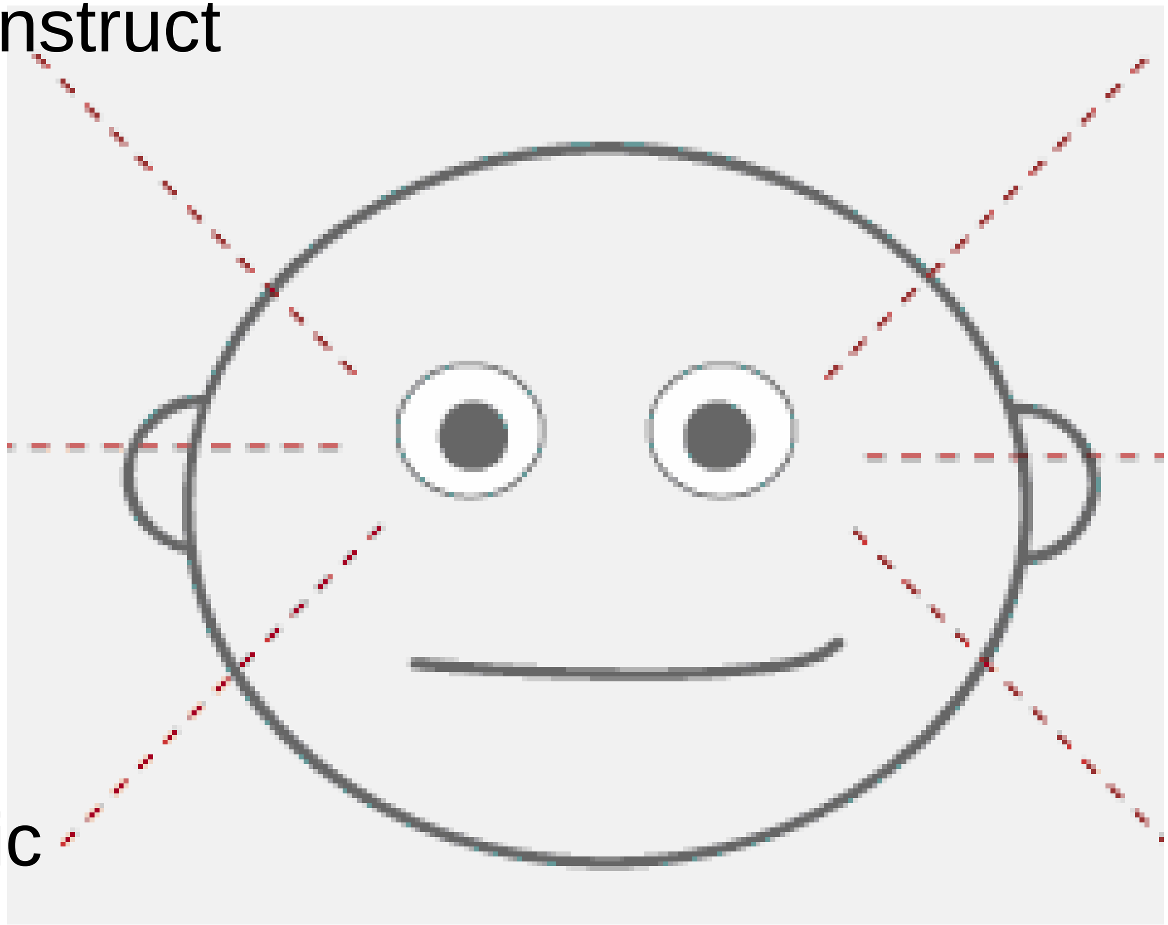
The Eyes Have It



- People's eyes usually give clues to their representational system
- Watch for difference in eyes VS speaking style
- Ask recall question and watch eyes

Sensory Model	**Eyes Look**
Auditory	Sideways
Visual	Up, to side
Kinetics	Down, to side

Eye’ll have Another



Visual Construct

Visual
Recall

Auditory
Construct

Auditory
Recall

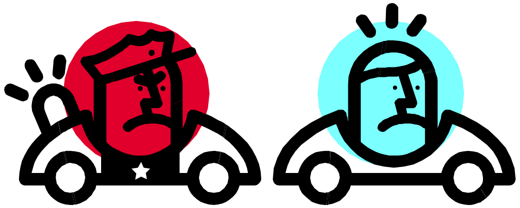
Kinesthetic

Internal
Dialog

The Cop Stop (You’re the Cop)

- Stop the suspicious car
- WAIT, Watch (are they fumbling under the seat?)
- Ask 3 questions
  - Simple recall
  - More difficult recall
  - What you want to know

PRACTICE: Ask recall - lie and WATCH



Review

“Simply conforming your nonverbal behavior to the client, using language from the client’s **preferred representational system** and **matching speech volume, tone and rate of speech** often overcomes client reluctance to communicate”

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Online Reference

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- Free online tutorials on HYPNOSIS, NLP, Manipulation of Power. http://nlp.snowseed.com/
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- www.saladltd.co.uk/
- http://weird2.enchantednlp.com/eproducts.php

FINAL Exercise

What *preferred representational system* are You?

“Perception is Reality”

Handout Bonus!

How to Pickup Vegas Show People

- Be Ready for Next YEAR
  - Most show people knows their 9-10, old ways out
  - FIRST find representational system
  - NegHit: Negative Compliments “Are those your real nails? Oh they’re acrylic” Turn your back, don’t walk, just divert attention
  - No looks compliments; style/brains compliments OK

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