



Knoxville Chapter #138

Knoxville Chapter Association of Certified Fraud Examiner Presents:

**OUR SPRING ONE DAY SEMINAR**  
**“THE REID TECHNIQUE OF INVESTIGATIVE INTERVIEWING**  
**& POSITIVE PERSUASION”**

*This one-day training program consists of three primary topics: Behavior Symptom Analysis, The Behavior Analysis Interview and The Seven Steps of Positive Persuasion. Participants will discuss the verbal & nonverbal behavior symptoms that are displayed by a person telling the truth during a non-accusatory, non-confrontational interview, as well as those displayed by a person who is fabricating or withholding relevant information. We will also discuss how to phrase and ask the behavior provoking questions & describe the type of answers to anticipate from the truthful and deceptive individuals.*

**FEATURING: Joseph P. Buckley, President**  
**John Reid & Associates, Inc.**

***MAY 19, 2020, 8:00 a.m. – 4:30 p.m.***  
***Calhoun’s on the River – 400 Neyland Drive, Knoxville, TN***



*Participants will learn to:*

- + Apply a behavioral model for both truthful & deceptive individuals for the evaluation of subjects in future investigative interviews***
- + Phrase and ask behavior provoking questions and describe the type of answers to anticipate from the truthful and deceptive individuals***
- + Use logic, empathy and rationalization to present persuasive statements to motivate the subject to want to tell the truth***



**Registration**

Registration is available at [www.acfeknoxville.org](http://www.acfeknoxville.org) or by phone at 865-680-2682

**Registration fees: \$125.00** for Knoxville Chapter ACFE Members; **\$140.00** for non-members (pre-registration); **\$150.00** for non-members day of event

Breakfast and lunch will be served.

Conference participants can earn up to **8 CPE** credits.

See our website ([www.acfeknoxville.org](http://www.acfeknoxville.org)) or our Facebook page (ACFE Knoxville Chapter #138) for details.



**Knoxville Chapter #138**

**Joseph P. Buckley III**

***President  
John Reid & Associates, Inc.***

Joseph P. Buckley III is a forensic interviewer, detection of deception examiner, lecturer and consultant. Mr. Buckley is President of John E. Reid and Associates, Inc. in Chicago, Illinois. He has been with the firm since 1971. He is co-author of the books The Investigator Anthology, Criminal Interrogation and Confessions, Essentials of The Reid Technique, and A Field Guide to the Reid Technique, as well as numerous articles and papers. He is a contributing author to *The Encyclopedia of Police Science* and the *Encyclopedia of Security Management*. He is a member of the International Association of Chiefs of Police, the American Society for Industrial Security, as well as numerous other professional organizations. Mr. Buckley has lectured extensively to law enforcement, government and business groups.



***Those who should attend:*** *Experienced Investigators, Procurement Officers, Governance, Risk Management & Compliance Officers, Human Resource Managers, Internal & External Auditors, Forensic Accountants, Controllers, CPAs and other accounting professionals, Government Auditors & Investigators, Certified Fraud Examiners and other anti-fraud professionals*



**Conference Policies**

*Requests for refunds must be received in writing by **May 12, 2020** - Cancellations received after **May 12, 2020**, are subject to a \$50.00 cancellation fee. No refunds will be granted for cancellations received on or after the day of the event.*

*For more information regarding refund, complaint and/or program cancellation policies, please contact us at 865-680-2682*

**Additional Information**

*There are no prerequisites for attending this seminar.*

*No advanced preparation is necessary for this course.*

*Course Level - Intermediate*

*Delivery Method - Group-live*

***Knoxville Chapter – ACFE is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPS Sponsors. State boards of accountancy have the final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org)***