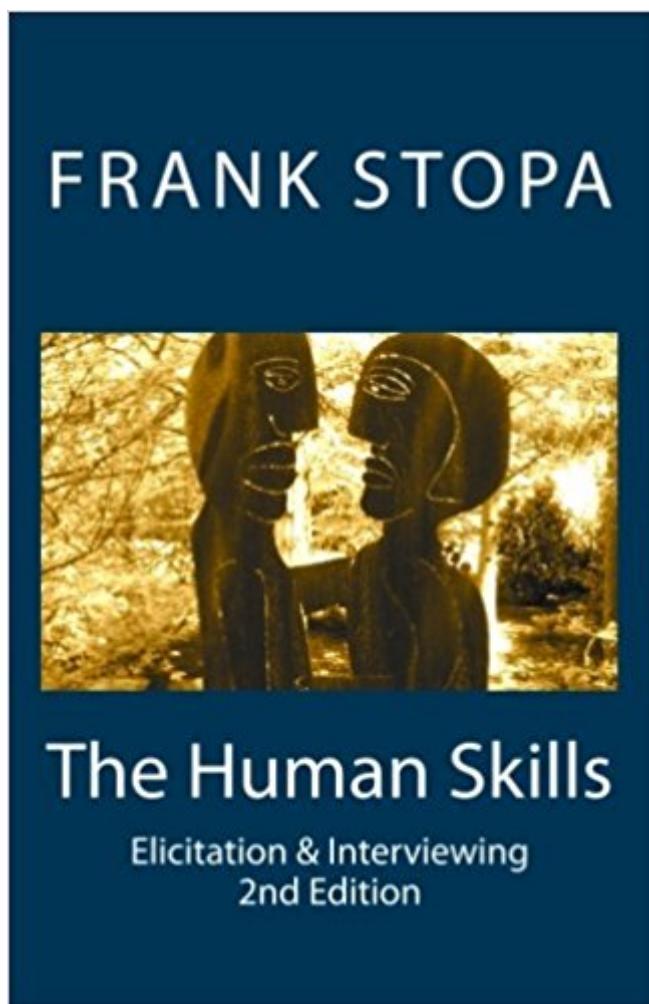


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# The Human Skills: Elicitation & Interviewing (Second Edition)



## **Synopsis**

The Human Skills: Elicitation and Interviewing (2nd Edition) is Frank Stopa's second book in The Human Skills series providing proven techniques for collecting the accurate information you need to make critical decisions. Mr. Stopa's techniques have been used in the domestic and foreign counter terrorism worlds to validate human intelligence sources. They've been used in police interrogations to extract valid admissions from hardened criminals. And, they've been used in the business world to fend off competitors and win business. For over a decade, Mr. Stopa has successfully trained students to maximize their interpersonal information collection skills in the military, law enforcement, intelligence and business. Now you can use his techniques to gather the information you need to succeed! The 2nd Edition provides additional elicitation and interview techniques, exercises to improve your skills, and more!

## **Book Information**

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## **Customer Reviews**

Frank Stopa is a former intelligence officer who has negotiated and worked successfully with law enforcement, intelligence and military services worldwide. In addition to his writing pursuits, he is currently engaged in training police officers across the United States in homeland security issues.

This book will change your paradigm of viewing communication with people..This book is essential for Law Enforcement, Therapists, Salespeople...My point is this is the book to change you for the better..Read it, read it again..Once internalized..You will be a better listener, speaker and it is the real

deal.. Check the authors CV!

This is an in depth guided tour through information gathering. I would recommend it to anyone who could use elicitation skills.

Great Practical Exercises to use.

eh....okay book. He repeats the information from the elicitation portion in the interviewing section.

It's an interesting read but the material is repeated throughout, and there are lots of errors in the book; it could definitely use editing before the next print.

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