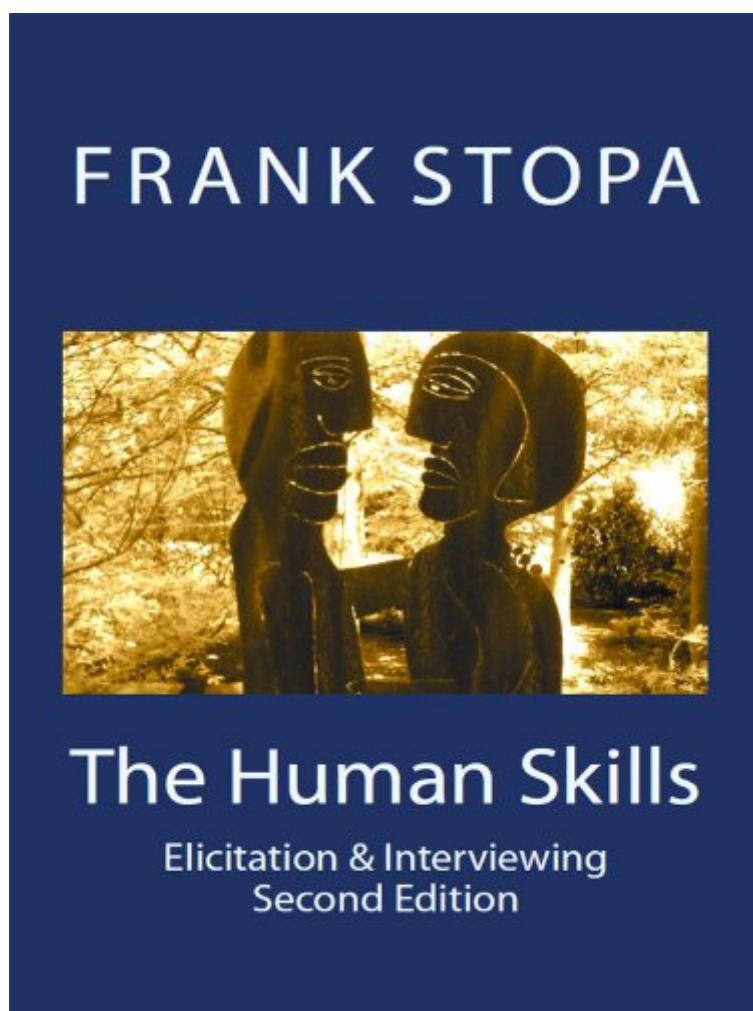


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# The Human Skills: Elicitation & Interviewing (2nd Edition)



## **Synopsis**

This second edition of The Human Skills: Elicitation and Interviewing is Frank Stopa's latest 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 trained students to maximize their interpersonal information collection skills in the military, law enforcement, intelligence and business worlds. Now you can use his techniques to gather the information you need to succeed! This edition contains additional elicitation and interviewing techniques, exercises which you can practice and improve your skills, and a section on risk management.

## **Book Information**

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## **Customer Reviews**

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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