

# **Behavior, Truth and Deception**

**Applying Profiling and Analysis  
to the Interview Process**



**Michael R. Napier**



CRC Press  
Taylor & Francis Group

# Behavior, Truth and Deception

---

**Applying Profiling and Analysis  
to the Interview Process**

**Michael H. Napier**



**CRC Press**

Taylor & Francis Group

Boca Raton London New York

---

CRC Press is an imprint of the  
Taylor & Francis Group, an **informa** business

CRC Press  
Taylor & Francis Group  
6000 Broken Sound Parkway NW, Suite 300  
Boca Raton, FL 33487-2742

© 2010 by Taylor and Francis Group, LLC  
CRC Press is an imprint of Taylor & Francis Group, an Informa business

No claim to original U.S. Government works

Printed in the United States of America on acid-free paper  
10 9 8 7 6 5 4 3 2

International Standard Book Number: 978-1-4398-2041-4 (Hardback)

This book contains information obtained from authentic and highly regarded sources. Reasonable efforts have been made to publish reliable data and information, but the author and publisher cannot assume responsibility for the validity of all materials or the consequences of their use. The authors and publishers have attempted to trace the copyright holders of all material reproduced in this publication and apologize to copyright holders if permission to publish in this form has not been obtained. If any copyright material has not been acknowledged please write and let us know so we may rectify in any future reprint.

Except as permitted under U.S. Copyright Law, no part of this book may be reprinted, reproduced, transmitted, or utilized in any form by any electronic, mechanical, or other means, now known or hereafter invented, including photocopying, microfilming, and recording, or in any information storage or retrieval system, without written permission from the publishers.

For permission to photocopy or use material electronically from this work, please access [www.copyright.com](http://www.copyright.com) (<http://www.copyright.com/>) or contact the Copyright Clearance Center, Inc. (CCC), 222 Rosewood Drive, Danvers, MA 01923, 978-750-8400. CCC is a not-for-profit organization that provides licenses and registration for a variety of users. For organizations that have been granted a photocopy license by the CCC, a separate system of payment has been arranged.

**Trademark Notice:** Product or corporate names may be trademarks or registered trademarks, and are used only for identification and explanation without intent to infringe.

---

**Library of Congress Cataloging-in-Publication Data**

---

Napier, Mike R.  
Behavior, truth and deception: applying profiling and analysis to the interview process  
/ Mike R. Napier.  
p. cm.  
Includes bibliographical references and index.  
ISBN 978-1-4398-2041-4 (hbk. : alk. paper)  
1. Interviewing in law enforcement. 2. Criminal behavior, Prediction of. I. Title.

HV8073.3.N37 2010  
363.25'4--dc22

2010009479

---

Visit the Taylor & Francis Web site at  
<http://www.taylorandfrancis.com>

and the CRC Press Web site at  
<http://www.crcpress.com>

*It is difficult to select a few to single out for this dedication, especially when so many have had a major influence on your life. There are five important groups and several individuals that I want to recognize in this dedication.*

*To all the fine men and women in the FBI who through their personal and professional life have epitomized the FBI creed of fidelity, bravery, and integrity.*

*A special dedication is offered to the FBI's BSU, the NCAVC, the FBI's Crisis Management Unit, and the Critical Incident Response Group, all located at or near the FBI Academy, for offering their skills, talents, and public service to law enforcement, wherever their location, in the earnest hope of solving some of our most pressing, harmful, and demanding crimes.*

*To all the professionals in policing, and those in positions ancillary to policing, who strive to make American society safer and more humane and mitigate some of the harm and damage caused by those degenerate and deviant criminals who sometimes seem to roam with impunity.*

*To all victim's advocates and counselors who provide the caring and human touch and personal services to those who have suffered at the hands of those who violate.*

*Special thanks are in order to every member of the Academy Group who offered their wise counsel, support, and the opportunity to continue working in these areas.*

*On a personal level:*

*No one succeeds without family support and mentors. Throughout my entire career, my family has steadfastly stood with me and made personal sacrifices that allowed me to pursue my dreams and goals. Each member of my immediate family has made sacrifices to allow me to take advantage of opportunities for academic study and advancement, sometimes absenting myself for weeks at a stretch. Some of those trips included ventures into unsettled and unfriendly regions of lesser-developed countries that served to highlight their concerns. To each of them, I am thankful for their understanding, sacrifices, and encouragement.*

*Two mentors, who became fast friends, had an impact on my professional life through their availability and generosity.*

*Kenneth P. Baker's departure from this life this year left a hole in the lives of many. His legacy is the influence he had on many and his unfailing giving and caring.*

*Roy Hazelwood has touched the lives of many in law enforcement around the world. His efforts to educate officers about the true nature of sexual violence raised the bar of professionalism when dealing with offenders and victims alike.*

---

# Foreword

---

It was my great and good fortune to have been a part of the Federal Bureau of Investigation (FBI) family for nearly 28 years. Very early in my investigative career I was tasked with breaking a case involving industrywide corruption. The allegations included the bribery by plant owners of U.S. Department of Agriculture inspectors/veterinarians and meat graders. Many of these individuals had been targeted before but without any success. The investigation examined whether tainted, rotten meat was being approved for the school lunch program, meals for on duty troops, and for meat supplies for several federal agencies. Another aspect was that corrupt government employees were arbitrarily “grading” the meat into higher grades than was proper, thereby affecting the prices paid by everyone living on the West Coast and states bordering that area. During the inquiry it was learned that the owners were meeting regularly and, in a classic antitrust manner, fixing the prices for meat products in their very large service area. The end result of the investigation was the conviction of 89 individuals and corporations and the reshaping of the Los Angeles meat industry.

On the coattails of my successes as an investigator, I was provided with ample opportunities to obtain training in a variety of investigative areas. None was more fascinating than joining with a select cadre of agents who trained as “profilers” by the FBI Behavioral Science Unit (BSU). When the analytical and profiling units split from the BSU, I went with the analytical and profiling group, eventually headquartered off the FBI Academy campus. The exposure to the BSU research and instruction data provided a wealth of material to consume, digest, and apply to real-life dramas involving many, many areas of violent crime. My affiliation with the BSU led to a deep appreciation of interviewing techniques applicable to violent and evil offenders.

The National Center for the Analysis of Violent Crime (NCAVC) was established as the umbrella organization housing the behavioral science talent at the FBI Academy. The Crisis Management Unit selected me to join them after years of representing them in the field. I was trained as a “hostage negotiator” until we became “crisis negotiators.” The unit provided regular and in-depth training, leading some of us to be selected to the FBI’s high-profile unit designated as the Critical Incident Negotiating Team. This training into the deviant and disturbed minds of hostage takers and barricaded subjects meshed well with the BSU disciplines.

I was also fortunate enough to be selected to become a polygraph examiner, which entailed months of arduous training by the Department of Defense Polygraph Institute (DODPI). The bureau provided additional training and tutoring. This job with the FBI entailed tons of travel and the opportunity to be involved in nearly every major case in my area. The most stimulating part of administering polygraph examinations came from the pretest interview and then, if deception was indicated, the face-to-face interrogation. In this capacity, I racked up considerable experience in interrogating.

Each of my assignments came with reading material and expectations. It is this personal history that has shaped my interview/interrogation knowledge base, style, experience level, and arsenal of psychological weapons. I had the opportunity to receive interview training from FBI experts and from specialists outside the bureau. I also received interview-specific training from Reid and Associates, the Central Intelligence Agency (CIA), DODPI, and Avinoam Sapir's scientific content analysis course.

Experience, including instances of failure, is often the best instructor available, but closely following is the interaction with my peers and the sharing of ideas, concepts, and practical applications in the area of interviewing. Some of the best exchanges took place at the academy or at FBI and DODPI training sessions. Personal conversations with others having similar interests cannot be credited enough for stimulating my thought process. It is for all these reasons that I have discovered that often the line between personal discovery and stimulation from others blurs.

With recognition that an original thought is a rarity, I wish to express thanks and gratitude to several sources that had an impact on my interview philosophy and practices. From my family tutelage, my formal and informal education, and experiences in the private sector, a wealth of knowledge was garnered regarding dealing with people. I wish to specifically acknowledge Reid and Associates for adapting known psychological principles and existing police investigative knowledge into a highly useful and ethical interview program. My affiliation with the BSU and NCAVC of the FBI led to a deep appreciation of interviewing techniques applicable to violent and evil offenders. The views expressed here are certainly mine and do not necessarily represent the views or positions of the FBI. This education has continued through association with my learned colleagues at the Academy Group Inc. in Manassas, Virginia.

My good fortune continued postretirement by signing on with the Academy Group. This joint collaboration encompasses the finest collection of forensic behavioral science minds to be found anywhere. The Academy Group possesses many answers regarding the understanding of dishonest, violent, brutal, and sexually violent behavior; they allowed me to join them and from the beginning openly shared their expertise, time, experience, patience, and guidance.

My proofreaders, critics, and peer reviewers made invaluable comments and suggestions. Thanks Judy, Carolyn, Steve, and Perry.

This book includes the expertise of an incredible collection of personalities, experiences, and talent. This is truly a joint presentation of my personal choices for an interview “dream team.” The readers are truly blessed with the opportunities to view a collection of approaches for interviewing and interrogating violent and sexually violent individuals. Many thanks are offered to each of the contributors.



---

# Author

---

**Michael R. Napier** retired from the FBI after nearly 28 years of service and being assigned to the Albuquerque, Los Angeles, Oklahoma City, and Kansas City field offices and to the Critical Incident Response Group (CIRG) at the FBI Academy. At CIRG he was assigned to the Crisis Management Unit and the Behavioral Analysis Unit, both of which operated under the behavioral sciences umbrella known as the National Center for the Analysis of Violent Crime. Mike was a supervisory special agent in Los Angeles, Oklahoma City, and CIRG. He supervised organized crime and labor racketeering programs, white collar crime squads, and a program in the profiling and behavior analysis units. He was on the FBI's Critical Incident Negotiating Team, which was used for high profile cases both nationally and internationally. Mike also represented the Behavioral Science Unit as a field coordinator assigned to assist local, state, and national law enforcement agencies on difficult and unsolved cases in the area of violent crimes. He was also a certified FBI polygraph examiner.

# Contributors

---

**Susan H. Adams, Ph.D.**, a retired Federal Bureau of Investigation (FBI) agent, is a consultant in law enforcement communications. She has 28 years of teaching experience, and her areas of expertise include statement analysis, interviewing techniques, detection of deception, nonverbal communication, interpersonal communication, and behavioral styles. Dr. Adams has been a speaker at international conferences in Vienna, Prague, Edinburgh, Toronto, and Ottawa and at regional conferences throughout the United States. She addressed the American Association of Police Polygraph Examiners, the National Conference of FBI Polygraph Examiners, the FBI Behavioral Analysis Program, and the Annual Women in Federal Law Enforcement

Conference on the topic, "Statement Analysis: What Do Suspects' Words Really Reveal?"

As an adjunct instructor for the University of Virginia, Dr. Adams taught National Academy graduate courses and served as an interviewing instructor at the FBI Academy. Dr. Adams received her doctoral degree in human development from Virginia Tech. She also received the University of Virginia Jefferson Award for excellence in research. She has authored and coauthored numerous articles.

**Richard L. Ault Jr., Ph.D.** served in the U.S. Marine Corps and for 24 years was a special agent in the FBI. In 1994, he was the deputy chief of the Behavioral Science Unit (BSU) at the FBI Academy. He received a bachelor of science degree in psychology from Huntingdon College, Montgomery, Alabama; his master of arts degree in counseling and guidance from the University of Alabama; and his doctoral degree in counseling psychology and student development from the American University, Washington, D.C. Dr. Ault has lectured at Patrick Henry College on the psychology of espionage and indirect assessment in intelligence.

In the FBI, Dr. Ault worked criminal, organized crime, and domestic terrorism cases. He was assigned to the BSU from 1975 to 1994, where he conducted thousands of assessments of violent crimes and thousands of assessments for the intelligence community.

When he retired, Dr. Ault was placed on contract to the FBI as the pioneer member and senior advisor of the FBI's Behavioral Assessment Program in counterintelligence and counterterrorism. In July 2003, while working with the Office of the National Counterintelligence Executive, he was awarded the National Intelligence Meritorious Unit Citation for his assistance on the Robert Hanssen Damage Assessment Team. He has participated in damage assessments in numerous other spy cases and currently works as a consultant to the Defense Intelligence Agency. Dr. Ault is a vice president of the Academy Group Inc. He is a consultant to private industry, law firms, and federal, state, and local government agencies in all areas of violence and violent crimes.

**John C. Hall** is a retired FBI agent. A native of Kentucky and a graduate of the University of Louisville Law School, he served as legal counsel for the university for almost 2 years before joining the FBI in 1970. In the course of a 32-year career with the FBI, he served as an investigator in the Oklahoma City and St. Louis divisions. In addition to his investigative responsibilities, he served as the principal legal advisor, principal firearms instructor, and a member of the St. Louis SWAT team.

John served 1 year in the Legal Counsel Division at FBI headquarters in Washington, D.C. The last several years of his career were spent at the FBI

Academy, Quantico, Virginia, where he served in the prestigious legal unit as a legal instructor and later as the chief of the Firearms Training Unit. In the last assignment, he was responsible for the creation of the widely acclaimed Ammunition Testing Program of the FBI and supervised the transition of the FBI from revolvers to pistols. He has published numerous articles in the *FBI Law Enforcement Bulletin* on constitutional law, criminal procedure, and related topics. Nationally recognized as an expert in the legal and practical issues relating to the use of force by law enforcement officers, he coauthored a book on the use of deadly force by law enforcement officers, *In Defense of Self and Others*. He resides in Fredericksburg, Virginia. If I had paid John for all the times I sought out his vast knowledge on legal matters, particularly those concerning interviewing, he would be a wealthy man. John has the facility of being comfortable and at ease with himself and his circumstances. He is also an accomplished musician and vocalist.

**Lt. Tracy Harpster** has served with the Moraine Police Department in Ohio since 1984. He has worked as a street officer, undercover narcotics officer, sergeant, detective sergeant, and operations lieutenant. From 2002 to 2005, he was a task force director in the Ohio Organized Crime Investigations Commission, investigating large-scale RICO (Racketeer Influenced and Corrupt Organizations Act) operation, theft, money laundering, and gambling crimes. Lt. Harpster is a graduate of the 216th Session of the FBI National Academy, Quantico, Virginia, and worked on the FBI Joint Terrorism Task Force in Dayton, Ohio.

Lt. Harpster received a bachelor of science in criminal justice from Bowling Green State University and a master of science from the University of Cincinnati. His master's thesis examined the indicators of innocence and guilt of 911 homicide callers reporting the offense. The study analyzed verbal indicators to gain insight to homicide crimes and to explore pertinent issues during the investigation and the interview of the caller. Lt. Harpster has provided numerous presentations on the analysis of 911 calls in homicide cases at local, regional, and national conferences.

**R. Stephen Mardigian** served 31 years as an FBI supervisory special agent, regional field office program manager, violent crime assessor, and administrator for the FBI's National Center for the Analysis of Violent Crime (NCAVC). He has conducted detailed evaluations of violent crime cases for criminal justice agencies faced with the most baffling and vicious crimes. He participated in and directed NCAVC violent crime research projects such as the *Crime Classification Manual* and the child killer-infant abductor and serial rapist studies. He has provided investigative analysis on hundreds of cases involving homicide; sexual assault; child abduction and molestation;

arson; bombing; extortion; product tampering; stalking; workplace violence; domestic and international terrorism; and threat assessment.

Mardigian is currently the executive vice president with The Academy Group Inc., the world's largest privately owned forensic behavioral science firm. As a consultant to corporations, he specializes in providing human resources, employee assistance programs, security, corporate, and legal professions with behavioral threat assessments and analyses of aberrant and criminal behavior and incidents that affect workplace safety and security. He has lectured extensively in the United States and abroad concerning violent crime assessment, offender characteristics, and threat assessment. In addition, he has offered expert witness testimony on decisive crime analysis issues in state criminal trials.

**Barry L. McManus**, vice president of deception detection services of Abraxas Corporation in McLean, Virginia, joined the Central Intelligence Agency in 1977 with a degree in sociology as a staff security officer in the Office of Security after serving 5 years on the Metropolitan Police Department in Washington, D.C. He served on the West Coast and on the Director of Central Intelligence (DCI) protective staff with the former director of the Central Intelligence Agency, William Casey. On the staff, he spent most of his time abroad before finding his home in the Polygraph Division in November 1982, where he served the remainder of his agency career. He served in all Polygraph branches, worked as a line supervisor domestically, and served as office chief of an overseas polygraph office.

He returned to the excitement of the technical side of polygraph after some years in management and became an expert examiner and interrogator. To reach "expert" level in the operational field, an examiner must be thoroughly knowledgeable of the overseas environment and demonstrate superior competence in polygraph techniques. McManus took language training and other necessary training required of an overseas operator. In this role, he was involved primarily in support of the Directorate of Operations. His primary mission was conducting high-gain, high-risk cases. McManus has taken his role seriously. "When dealing with human lives, you have a major impact. You have to respect that responsibility."

McManus has extensive professional experience in the Middle East, Africa, Europe, and Latin America. His agency career has taken him to more than 130 countries. An associate professor in the Administration of Justice, Barry earned a bachelor of arts in sociology at Loyola College and a master of arts in organizational and security management at Webster University and is currently completing work on a doctorate of arts in higher education at George Mason University. He is noted for his contribution in supporting the fight against terrorism.

**Peter A. Smerick** has a bachelor of arts degree in political science from Pennsylvania State University and a master of education degree from the University of Virginia. In the 1960s, he served as a U.S. Army combat photography officer in Vietnam and a special agent for the Naval Investigative Service.

Smerick became an FBI special agent in 1970 and specialized in surveillance and crime scene photography. In 1976, he was promoted to the FBI Laboratory as a supervisory special agent and a questioned document examiner and examiner of photographic evidence. In 1985, Smerick was assigned to the FBI Academy as an instructor in forensic science and crime scene management techniques.

He became a criminal profiler and violent crime analyst (1988) for the FBI's NCAVC, where he focused on crimes of homicide, rape, child molestation, kidnapping, extortion, and product tampering and specialized in the assessment of anonymous and threatening communications. Smerick testified before both houses of Congress regarding his profile of David Koresh, leader of the Branch Davidians, during that group's 1993 standoff with the FBI in Waco, Texas. He currently serves as president and chief executive officer of the Academy Group Inc., Manassas, Virginia, the largest privately owned forensic behavioral science firm in the world.

---

# Table of Contents

---

<b>Foreword</b>	<b>xi</b>
<b>Author and Contributors</b>	<b>xv</b>
<b>1 Introduction to Behavior, Truth and Deception: Applying Profiling and Analysis to the Interview Process</b>	<b>1</b>
MICHAEL R. NAPIER	
<b>2 Answering Critics of Police Interviewing Techniques</b>	<b>9</b>
MICHAEL R. NAPIER	
<b>3 Psychology in Law Enforcement: The Criminal Use of Fantasy in Violent Crimes</b>	<b>23</b>
MICHAEL R. NAPIER	
<b>4 Five Stars for Success and Some Relevant Thoughts</b>	<b>37</b>
MICHAEL R. NAPIER	
<b>5 An Analytical Process for Crimes of Violence</b>	<b>51</b>
MICHAEL R. NAPIER	
<b>6 Indirect Personality Assessment</b>	<b>63</b>
RICHARD L. AULT JR.	
<b>7 Interviewer's Verbal Strategies</b>	<b>77</b>
MICHAEL R. NAPIER	
<b>8 Nonverbal Communication</b>	<b>109</b>
MICHAEL R. NAPIER	

<b>9</b>	<b>Interview and Interrogation Techniques</b>	<b>121</b>
	MICHAEL R. NAPIER	
<b>10</b>	<b>Interview of the Rape Victim and Rapist Typologies</b>	<b>153</b>
	MICHAEL R. NAPIER	
<b>11</b>	<b>Targeted Subject Interview: Interviewing the Rapist</b>	<b>165</b>
	MICHAEL R. NAPIER	
<b>12</b>	<b>Recognizing and Investigating False Allegations of Rape</b>	<b>183</b>
	MICHAEL R. NAPIER	
<b>13</b>	<b>Using Statement Analysis in Rape Investigations</b>	<b>195</b>
	PETER SMERICK	
<b>14</b>	<b>Is the Caller the Killer? Analyzing 911 Homicide Calls</b>	<b>207</b>
	TRACY HARPSTER AND SUSAN H. ADAMS	
<b>15</b>	<b>Analyzing Homicide Cases Preparatory to Suspect Interviews</b>	<b>227</b>
	MICHAEL R. NAPIER	
<b>16</b>	<b>Child Molesters and Pedophiles</b>	<b>233</b>
	MICHAEL R. NAPIER	
<b>17</b>	<b>Interpersonal Stalking: Characteristics of Predators and Prey</b>	<b>243</b>
	MICHAEL R. NAPIER AND R. STEPHEN MARDIGIAN	
<b>18</b>	<b>Cultural Considerations for Interviewing</b>	<b>259</b>
	BARRY L. MCMANUS	

<b>19</b>	<b>Legal Perspectives on Interviewing</b>	<b>275</b>
	JOHN C. HALL	
<b>Appendix A</b>		<b>289</b>
<b>Appendix B</b>		<b>301</b>
<b>Appendix C</b>		<b>313</b>
<b>Appendix D</b>		<b>329</b>
<b>Appendix E</b>		<b>335</b>
<b>Appendix F</b>		<b>337</b>
<b>Appendix G</b>		<b>343</b>
<b>Appendix H</b>		<b>353</b>
<b>Index</b>		<b>357</b>



---

# **Introduction to Behavior, Truth and Deception**

## **Applying Profiling and Analysis to the Interview Process**

# 1

**MICHAEL R. NAPIER**

---

### **Contents**

Introduction	2
Overview	4
Chapter 2: Answering Critics of Police Interviewing Techniques	4
Chapter 3: Psychology in Law Enforcement: The Criminal Use of Fantasy in Violent Crimes	4
Chapter 4: Five Stars for Success and Some Relevant Thoughts	4
Chapter 5: An Analytical Process for Crimes of Violence	4
Chapter 6: Indirect Personality Assessment	5
Chapter 7: Interviewer's Verbal Strategies	5
Chapter 8: Nonverbal Communication	5
Chapter 9: Interview and Interrogation Techniques	5
Chapter 10: Interview of the Rape Victim and Rapist Typologies	6
Chapter 11: Targeted Subject Interview: Interviewing the Rapist	6
Chapter 12: Recognizing and Investigating False Allegations of Rape	6
Chapter 13: Using Statement Analysis in Rape Investigations	6
Chapter 14: Is the Caller the Killer? Analyzing 911 Homicide Calls	7
Chapter 15: Analyzing Homicide Cases Preparatory to Suspect Interviews	7
Chapter 16: Child Molesters and Pedophiles	7
Chapter 17: Interpersonal Stalking: Characteristics of Predators and Prey	7
Chapter 18: Cultural Considerations for Interviewing	8
Chapter 19: Legal Perspectives on Interviewing	8
Appendix	8