



# CONNECTING WITH INSIGHT

IN A WORLD WHERE EVERYONE COMMUNICATES  
AND VERY FEW CONNECT

Interview,  
Debriefing & Elicitation (IDE)  
Program

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## COURSE ORIENTATION

THE THREE-DAY BEHAVIOURAL STUDIES INTERVIEW DEBRIEFING & ELICITATION (I.D.E.) TRAINING PROGRAM - "CONNECTING WITH INSIGHT", IS ONE OF THE MOST HIGHLY DEVELOPED INTERPERSONAL SKILLS TRAINING PROGRAM AVAILABLE TODAY. PEOPLE EXHIBIT BOTH CONSCIOUS AND UNCONSCIOUS SYMPTOMS (CLUES & CUES) THAT YOU CAN READ TO DETERMINE IF THEY ARE BEING OPEN AND HONEST OR EVASIVE AND UNTRUTHFUL. USING PROVEN I.D.E. PRINCIPLES AND GUIDELINES, YOU CAN RELIABLY ASSESS A PERSON'S PERSONALITY TRAITS, PINPOINT AREAS THAT NEED FURTHER PROBING, OVERCOME RESISTANCE AND PROPERLY EVALUATE THE RELIABILITY OF THE INFORMATION YOU'VE RECEIVED FROM AN INDIVIDUAL.

## WHAT'S IN IT FOR ME?

THE I.D.E. BEHAVIOURAL STUDIES TRAINING PROGRAM WILL PROVIDE VALUABLE INSIGHTS IN THE THREE FUNDAMENTAL BEHAVIOURAL AREAS IN ORDER TO CONNECT WITH PEOPLE BY DESIGN AND NOT BY CHANCE. YOU WILL DRAMATICALLY INCREASE YOUR ABILITY TO ESTABLISH RAPPORT WITH PEOPLE AND GAIN INFORMATION FROM EVEN THE MOST RELUCTANT PERSON. YOU WILL IMPROVE YOUR COMMUNICATION SKILLS, REDUCE WORK-RELATED STRESS AND INCREASE YOUR WORK QUALITY AND PRODUCTIVITY.

## WHO NEEDS TO ATTEND

THOSE WHO WANT TO BECOME EFFECTIVE COMMUNICATORS AND LEADERS BY ENSURING THAT THE MESSAGE THAT WAS READ IS THE MESSAGE THAT WAS SENT WILL FIND VALUE IN THIS PROGRAM SUCH AS:

- HUMAN RESOURCE PROFESSIONALS
- INSPECTORS
- COMPLAINTS OFFICERS
- INVESTIGATORS
- LAW ENFORCEMENT PERSONNEL
- MILITARY PERSONNEL
- MANAGERS
- CALL CENTER PERSONNEL
- COACHES
- SECURITY MANAGERS
- TEACHERS
- IN ADDITION TO ANYONE RESPONSIBLE FOR DEVELOPING AND LEADING TEAMS





## COURSE CONTENT

### 1 MODULE D.I.S.C. MODEL OF HUMAN BEHAVIOUR:

THE OBJECTIVE OF THIS TRAINING MODULE IS TO INTRODUCE THE CANDIDATE TO THE COMPONENTS OF THE D.I.S.C. MODEL OF HUMAN BEHAVIOUR AND THE SYMBIOTIC RELATIONSHIP WITHIN THE FIELD OF HUMAN INTELLIGENCE. PARTICIPANTS WILL BE ABLE TO DISCOVER, EXPERIENCE AND APPLY EFFECTIVE BEHAVIOURAL BASED BUSINESS PROTOCOLS TO ENHANCE RESULTS, RECOGNITION, RELATIONSHIPS AND UNDERSTANDING INTO THE REASON WHY PEOPLE DO THE THINGS THEY DO WHEN INTERACTING WITH OTHERS.

PATTERNS OF BEHAVIOUR CAN BE BUILT UP TO ENABLE PREDICTIONS AND DEDUCTIONS TO BE MADE ON INDIVIDUALS. THIS MODULE IS EXCEPTIONALLY VALUABLE IN ASSISTING CANDIDATES TO EVALUATE TRUTH AND/OR DECEPTION.

### 2 MODULE B.S.A. STUDY OF HUMAN BEHAVIOUR:

THE OBJECTIVE OF THIS TRAINING MODULE IS TO INTRODUCE THE CANDIDATE TO THE FIELD OF NEURO LINGUISTIC PROGRAMMING (NLP) AND IN PARTICULAR THE STUDY OF BEHAVIOURAL SYMPTOM ANALYSIS (B.S.A.) - THE WAYS IN WHICH PEOPLE ACT, SPEAK AND BEHAVE IN VARIOUS CIRCUMSTANCES. FROM THIS STUDY,

### 3 MODULE CONTEXT...CULTURAL AND SITUATIONAL AWARENESS:

THE OBJECTIVE OF THIS TRAINING MODULE IS TO INTRODUCE THE CANDIDATE TO EFFECTIVE PRACTICES IN REGARDS TO GAINING INFORMATION VIA INTERVIEWING, DEBRIEFING OR ELICITATION ACTIVITIES WITHIN ANY ENVIRONMENT. THIS MODULE IS THE CORNER STONE TO APPLYING THE PROPER CONTEXT. VALUABLE INSIGHTS WILL BE GAINED INTO COMMUNICATING AND CONNECTING ACROSS CULTURES, ADAPTING AND APPLYING THE D.I.S.C. & B.S.A., SITUATIONAL AWARENESS, QUESTIONING TECHNIQUES AND ESTABLISHING RAPPORT.

## BOTTOM LINE

THE I.D.E. BEHAVIOURAL STUDIES TRAINING PROGRAM – “CONNECTING WITH INSIGHTS” PROVIDES INSIGHTS AND USEABLE TECHNIQUES TO ENHANCE BOTH COMMUNICATION AND ABILITIES TO CONNECT WITH PEOPLE BY DESIGN AND NOT BY CHANCE. THIS PROGRAM WILL EMPOWER YOU TO DISCOVER, EXPERIENCE AND APPLY BEHAVIOURAL PRINCIPLES THAT WILL IMPROVE YOUR RESULTS, INTERACTIONS, INTERPERSONAL RELATIONSHIPS AND UNDERSTANDING WHY PEOPLE DO THE THINGS THEY DO.

## IN-HOUSE TRAINING

LET JJ COMMUNICATIONS BE PART OF YOUR TRAINING SOLUTION. THE I.D.E. BEHAVIOURAL STUDIES TRAINING PROGRAM CAN BE TAILORED TO YOUR ORGANIZATIONAL NEEDS AND PRESENTED IN-HOUSE. THE FOLLOWING ARE SOME OF THE BENEFITS OF IN-HOUSE TRAINING:

- CUSTOMIZED RESOURCE MATERIALS
- SAVINGS IN TIME AND EXPENSES
- CONFIDENTIALITY OF DISCUSSIONS

**\*\*97% of past I.D.E. attendees would recommend this training to colleagues**



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