Neuro-Linguistic Technique

Neuro-Linguistic Programming (NLP) is the study of excellent communication–both with yourself, and with others. The techniques and tools within NLP act as a user’s manual for the brain, and can help you as an interviewer or interrogator to become fluent in the language of your mind and the mind of your subject or interviewee (NLP?, 2015). It does not aim to change people, but to generate more choices to reach a desired outcome by enriching our dimensions of thinking. And unlike traditional psychology studies, which contain a huge collection of removed scientific theorem, NLP can be seen simply as a set of guiding principles and practical techniques about real-life behavior (Yu-Ching, n.d.). It can, also, be used to align yourself as an interviewer or interrogator with the mind set of the interviewee. Using similar words, cadence and tone can help build a rapport and build a conversation to get answers.

Some examples of successful NLP can be seen when a detective attempts to establish proper communication with a witness. In one scenario, a witness to a drive-by shooting sits leaning forward in a chair with her head in her hands. A detective in this situation knows that he/she needs to match the witness’ nonverbal behavior, or kinesics, by sitting down and leaning forward. When the witness begins to talk, they would listen carefully to her words and intentionally use similar language. They also should pay close attention to how she talks and match her paralanguage (speech rate, volume, and pitch). By doing all of the above, the detective builds rapport with the witness and, hence, increases his or her chances of gathering pertinent information during the interview (Sandoval, Adams, 2001).

Another scenario involves a frustrated woman in a domestic dispute case. "Everyday, I can only see my husband's dark face and I dare not look at him...He never observes my goodness and I can't see any future for our family," said a frustrated woman in a domestic dispute case. "I see you really wish your husband could observe your goodness and highlight your efforts", the beat PC replied in a similar tone as he sat beside the woman. "Look at the family picture on your shelf, can't you remember the beautiful days with your husband?" After this brief conversation, the woman felt enlightened and relieved and the PC gained her co-operation and could look into what had just happened (Yu-Ching, n.d.). In this situation, as with the one before, the detective aligns themselves with the witnesses word choice, tone and cadence to help get pertinent information without further upsetting a delicate situation. The detective specifically used the commonality in word choice to appeal to the witness and gain a better footing in the conversation to come.

**References**

What is NLP? (2015). Retrieved from <http://www.nlp.com/what-is-nlp/>

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