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Interview Techniques: Building Rapport and Getting in Sync

Perkins Coie Partner Kevin Feldis, a former federal prosecutor, talks with retired Special Agent Colton Seale about recent research on conducting interviews in a way that improves results. Colton spent 22 years with the FBI, including serving as a member of the High Value Detainee Interrogation Group (HIG), interviewing suspects around the world.

The goal of any interview is to learn accurate and complete information, but rigid approaches and common misconceptions about how to conduct interviews can go nowhere and lead to incomplete and inaccurate answers.

This podcast provides a first-hand account of how to add science into the art of interviewing. Kevin and Colton discuss what it really means to build rapport and how to get in sync with the person in a way that opens the door for meaningful factfinding.

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