

The Art & Science of Elicitation

Obtaining information from others without suspicion



HARD SCIENCE FOR HUMAN SKILLS

Nearly all people engage with other people everyday. However, with a few exceptions, most of these conversations do not arouse any suspicion in the participants. Some people are skilled at the art of manipulating a conversation to find out exactly what they require without ever drawing suspicion about their real motives. Others are clumsier, unable to hide their real agenda, with their intentions and techniques providing clear cues for suspicion.

The Art of Elicitation is the ability to engage with others in a conversational format in order to obtain information in a way that is not overtly obvious. The Science is the result of years of application and research into discovering techniques that allow people to obtain information whilst not compromising their own ethics, morals, or position. This course will teach participants how to engage with others to elicit information and perhaps more importantly to recognise when they are themselves a target of elicitation.

The core principles are:

- Gaining an understanding of the role of elicitation
- Explaining the process of elicitation
- Identify the uses of elicitation approaches and probes
- Demonstrate an ability to use elicitation approaches and probes
- Effectively engage with other others without raising suspicion

Who should attend?

Anyone who is required to gather information from others without obviously and overtly alerting them to the process. Practitioners who want improved techniques for gaining information from unwilling or unsuspecting targets.

Latest public course schedules, dates, prices and locations are posted at www.newintelligence.com.au

Private group courses are also available at fixed group rates.



New Intelligence is involved in ongoing research and development of niche training programs – and one of the only providers of elicitation training in Australia.

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John Nolan, a thirty year intelligence veteran and elicitation and counter-intelligence specialist says that **“Most people, never actually think about planning a conversation”**. He goes on to say that **“With effective planning our everyday foibles and frailties can be used to great effect in the hands of an accomplished information collector – an elicitor”**.

Nolan espouses two principles when discussing elicitation **“Learning to use elicitation techniques in an organised way will significantly enhance your ability to obtain information from those who have it. Learning to recognise these and other techniques will also allow you to be forewarned and forearmed when the same kinds of techniques may be employed in conversation with you”**.

What is Nolan talking about?

Elicitation is a technique borne out of the military and national security arena that is rapidly gaining popularity as a day-to-day tool for gathering information for many roles including sales, human resource management, negotiation and conflict resolution. It is a simple technique requiring a specific skill set, discipline and regular practice to master.

REGISTRATION FORM

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Mobility or dietary requirements? Please Specify. Yes

Course Details

Course Date:

Course Location:

Course Price (including GST):

Cancellation Policy can be found in the Terms of Service at www.newintelligence.com.au

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