



# How to Predict Violence & Influence Outcomes



## Created by Lt. Jim Glennon

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*The vast majority of attacks on officers begin with communication: They Tell You it's Coming.*

***If you can predict it, you can prevent.***

Stopping violence before it starts is a learnable and necessary skill. Too often, officers are reactive to aggression rather than predictive. Preparing for a violent encounter requires that you quickly and accurately identify behaviors that indicate vicious intent. If done effectively, you have the power to influence outcomes.

***How to Predict Violence & Influence Behavior*** begins by delving deeply into the science of **Kinesics** and the study of body language, stances, gestures and micro expressions. Using videos of recent attacks on officers, we analyze subtle movements, mannerisms and warning signs of the impending aggression. We will discuss how these same, proven skills can assist in getting confessions.

We then discuss the critical importance of *your own* behavior and how it can be affected by emotion and stress. Learn what science tells us about human behavior and how asking the right questions, actively listening and showing empathy can be the keys to controlling, redirecting and influencing others. Once learned, you can control the outcome of a potentially deadly encounter.

Old School 'verbal defense' classes train old school communication theory. This course was developed using today's research in the science of human behavior and decades of real street experience. This class will discuss:

- How the Five Truths of Human Behavior will Help You Read the Signs
- Situational Awareness: You, The Subject and the Environment
- Statement Analysis: Knowing What They *Don't Know* They're Saying
- The Critical "Signs": Intent, Motivation and Hidden Meanings
- Spotting Lies: Active Listening and Asking the ***Right*** Questions
- The Eight Essentials to Getting Confessions
- Language and the Use of Force: Communicating Clearly
- Stay in the Moment! Avoiding Stress Induced Blindness
- The Power of Thinking Without Thinking

This course is designed for all ranks and assignments and focuses on presenting students with simple yet realistic and effective techniques to improve verbal and nonverbal interactions skills ***immediately.***