



INVISION

Investigations, Consulting & Training Solutions

Hudsons

Investigative & Security Consultants



SCAN (Scientific Content Analysis) of Linguistic Codes

If you are responsible for:

Investigations, Staff Recruitment, Loss Prevention or Mediation in your organisation, and want to obtain more information and detect deception from people - **then this course is for YOU!**

SCAN Unlocks the Mystery!

WHAT IS SCAN? Scientific Content Analysis (**SCAN**) is a technique which provides you with the tools to understand what people are *really* saying (or writing). It is the most effective technique available for obtaining information and detecting deception from both oral and written statements. All you need is the subject's own words!

DEVELOPED by Mr. Avinoam Sapir, BA Psychology, MA Criminology of Laboratory for Scientific Interrogation (LSI), Phoenix, Arizona, USA; by using his skills as a polygraph examiner coupled extensive research in to verbal communication and linguistic codes. LSI provides SCAN training throughout the US, Canada, Mexico, United Kingdom, Israel, Australia, and other countries

IT USED BY Law enforcement agencies, insurance companies, security managers, lawyers, teachers, military, employment agencies, doctors, media, public utilities, welfare workers, revenue collectors, investigators - **Anyone who wants to know what people are *really* saying.**

IT WILL HELP YOU if you are in the business of talking to people, gaining from them everything they can tell (write) you, and detecting deception in what they say - then SCAN can improve your skills dramatically. Apart from normal investigative measures, it has also proven to be an exceptional tool for pre-employment screening and re-validation of employee integrity.

IT WORKS by carefully listening to what people say (or write), accepting what is said, analysing the language used and applying some simple mathematics. The course will show you how to interpret a statement from beginning to end. Every word in the subject's statement - the pronouns and connections, the subjective time, the changes in language - will "talk" to you and show you the answer. While others are out searching for physical evidence, you have already solved the case - using only the subject's own words.

THE OBJECTIVE of the course is designed to dramatically increase the ability of the participants to obtain information and detect deception strictly by means of verbal and written communication. It is specifically designed to fill the current void in interview techniques, changing the process of obtaining information from an art to a science. Avoiding influences of personality differences or the ambiguous clues of 'non-verbal' communication, the words used by the subject are analysed systematically.

THE COURSE: “SCAN Combined Course”

Combining both the Standard Course involving 24 hours of lectures, discussions and role-playing and the Advanced Course with 12 hours of workshops, provides training in colour coding, the analysis process and SCAN report.

During the **SCAN Practice Course**, participants will also learn the theory, format and application of this powerful truth detector - *Verbal Inquiry - the Effective Witness = The VIEW Questionnaire*

- Avoids the presence of the interviewer.
- Enables interviews to be conducted at distance.
- Identifies sensitive areas of information.
- Short-lists those subjects for personal interview.

THE INVESTMENT:

FEES (incl GST)	4 day Combined SCAN COURSE (STANDARD + ADVANCED)
Individual	\$2,550 per head
Groups of 2 - 4	\$2,300 per head
Groups 5 plus	Price on Application

Perth Course Dates: **Monday 28 November - Thursday 1 December 2011** (inclusive)

Time table:	Monday:	08:00-17:00 hrs
	Tuesday:	08:00-18:00 hrs
	Wednesday:	08:00-17:00 hrs
	Thursday:	08:00-17:00 hrs

Location: *Perth Venue TBA*

Includes:

- All necessary reading material, a CD-Rom, refreshments and lunches.
- Co-hosted or Dedicated Courses for 15 or more students are by arrangement.
- Groups may be formed from different organisations coordinated by a nominee.
- Accommodation is NOT included.
- Cancellation Policy provides for a charge of 20% of *Registration Fees* for cancellations made twenty-one (21) *clear days* prior to the selected class. No refunds will be given after that time. However, with reasonable notice substitutes will be accepted

