



Two day Melbourne  
workshop in detecting  
deception and reading body  
language during interviews.

When: 5th & 6th August, 2015

Where: RACV Club 501 Bourke Street, Melbourne

“He is so good they call  
him the Human Lie  
Detector”

CNN

## **Steve van Aperen is one of the most in-demand keynote speakers in Australia. Find out why in this 2 day workshop specifically designed for interviewers.**

After assisting police in 66 homicide investigations and 2 serial killer cases, the media gave Steve the moniker **“The Human Lie Detector”**. In order to help police read people Steve developed his unique 4 stage process together with his hugely successful **“60 Second Profiling Technique”**. Steve has trained intelligence agencies, homicide detectives, the Defence Security Authority and Department of Defence personnel in how to read people and detect deception by analysing verbal, non-verbal and paralinguistic behaviours.

That same process is now taught by Steve throughout the world to security personnel and investigators to do their jobs better. Steve’s training helps you succeed at eliciting information... reading people like a book... building rapport... and dramatically increasing your ability at detecting deception and gaining admissions.

### **Gain An “Edge” When Interviewing, By Deciphering Messages Hidden In Body Language.**

Reading people during an interview and identifying what they are feeling or thinking requires a unique skill set. When human beings try to suppress an emotion it will often leak out and contradict the spoken word. Effective interviewers, recruiters & sales staff need to identify what the 7 behavioural indicators displayed by all human beings during the interviewing process.

To do so consistently requires a novel approach. And the approach Steve developed — known as the **“60 second profiling technique”** — has remarkable applications in business and life.

**The “60 second profiling technique” helps you:**

- Develop world-class observational skills
- Read body language with uncanny accuracy
- Communicate with more verve and impact
- Excel in interviews, meetings, sales calls and negotiations

### **Detect Deception By Looking “Between The Words”**

Knowing how to analyse the content and structure of language during interviews gives you a distinct advantage. In any interview or conversation — with witnesses, offenders, staff, prospects, clients, vendors or even job candidates — you can detect the difference between what’s said and what’s true. And this knowledge is power.

### **Learn how to conduct effective behavioural interviews**

Behavioural interviewing involves more than simply asking questions. Steve’s unique behavioural interviewing is broken down into three parts... Asking effective behavioural analysis questions... Analysing the content and structure of responses and... utilising psychological theme development techniques that assists in eliciting admissions and confessions.

Steve trains attendees to become analysts of human behaviour, not just question askers. When you know the secrets of using effective behavioural analysis questions, not only can you read others, but you will learn how the correct questioning sequence is essential to building rapport and getting to the truth.



# Steve About... van Aperen

Steve van Aperen is known as an expert in the field of behavioural interviewing, reading body language and detecting deception. Steve has received extensive training from the world's leading international investigative authorities (LAPD, FBI, US Secret Service) in how and why people deceive. He has conducted behavioural interviews on 66 homicide and 2 serial killer investigations and has been consulted by various police departments, intelligence agencies and governments.

Steve who resides in Melbourne, Australia has emerged as a leading authority on analysing human behaviour and today devotes his knowledge to helping businesses thrive by increasing profits, improving human rapport and reading people. He is also an international speaker for the prestigious and largest speaking bureau in the world: American Program Bureau headquartered in Boston, USA and Washington Speakers Bureau.

Interviewing is all about observations, establishing rapport, effective behavioural analysis and asking the right questions. Good interviewers recognise that often the question becomes the threatening stimulus which results in behavioural changes. It's up to the interviewer to recognise when these subtle micro & facial expressions and use of distancing language occur.

*"By addressing such questions as "How well can I read others?", "How can I change my communication methods in order to inspire trust?", and "How do I know if someone is hiding something?", Steve offers techniques specifically designed to improve your business and your company's bottom line immediately. A highly engaging speaker, he is charismatic and humorous, yet brutally honest."*

## **American Program Bureau**

As an expert on human behaviour, Steve van Aperen shows companies and government departments how to read and interpret micro expressions, distress signals and facial expressions.

Steve's takeaways are extremely valuable during meetings, interviews and negotiations when looking for conflict and contradiction between what a person is saying and what their body language is stating. This is an incredibly insightful and entertaining two day program with more take-home knowledge than you have ever experienced in a keynote presentation or training session.

# As seen on As seen on

3AW (Neil Mitchell), 2UE, ABC, 3LO, 5DN (Deryn Hinch), ABC radio, Today Tonight, A Current Affair (McDonalds competition scandal), Today Extra, Good Morning Australia (Bert Newton), The Footy Show (ARL), National Nine News (Perth serial killer investigation), Fox FM (Tracey & Matt), Southern FM, Sex Lies & Politicians, Hey, Hey its Saturday, Channel Ten News, The Crud Show (Triple M), 3AW (Ernie Sigley) Triple J. Mornings with Kerri-Anne, The Panel, CNN, The News Room, 60 Minutes, A Current Affair, Today Tonight, Daily Edition, Access Hollywood, Sunday Night and many more...

The Sydney Morning Herald

marie claire

Herald Sun



ASM AUSTRALIAN SECURITY MAGAZINE

THE AGE

The West Australian

Woman's Day

THE WEEKEND AUSTRALIAN MAGAZINE

SOUTH AUSTRALIAN Style

SECURITY SOLUTIONS

Melbourne Weekly



CNN



A CURRENT AFFAIR

FINANCIAL REVIEW



## CLIENT LIST

# Client List

# Client List

- 3D Networks
- Acorn Capital
- ADI Limited
- Allens Arthur Robinson
- Allianz Insurance Limited
- Alpha Financial Services
- American Express
- AMP Financial Services
- AMP Global Henderson
- ANZ Banking Group Limited
- AON Consulting
- Aquatic Leisure Technologies
- Arab Bank
- Arthur Andersen
- Astra Zeneca
- Attorney General's Department
- Austrade
- Australasian Compliance Institute
- Australian Automotive Dealer Association National Dealer Convention, Queensland.
- Australia Post
- Australian Customer Service Professionals
- Australian Customs Services
- Australian Federal Police
- Australian Football League (AFL)
- Australian Institute of Credit Management National Conference
- Australian Institute of Management
- Australian Market & Social Research Society National Conference
- Australian Retail Logistix
- Australian Securities and Investment Commission (Major Fraud Conference)
- Australian Tax Office Debt Litigation Conference (Keynote Speaker)
- Australian Unity
- Avalon Systems
- Avante Group
- Aviva Group
- AXA (Quarterly Community Forum)
- Bankers Trust
- Bendigo Financial Group
- BMW Finance (Annual Business Managers Conference) Blue Mountains NSW
- BMW Sales Managers Conference (NSW)
- Brisbane City Council
- Broke Bird & Co.
- BT Financial Group
- Bursars' Association of New South Wales (2010 Conference)
- Canberra Management Conference Minerals & Energy Human Resources
- Catholic Education Business Administrators
- CEO Clubs New York City
- CGU Insurance
- Cockram Construction, Senior Manager's Conference
- Challenger Financial Services Group
- Choice Aggregation Services National Conference
- City of Marion Council
- CityLink
- Club Marine
- CMC Markets
- CRT National Conference, Gold Coast, Queensland.
- Coles Myer
- Colonial First State
- Colorado group ltd
- Commonwealth Bank
- Converga Pty Ltd
- Corporate Crime Liaison Group
- Corporate Lawyers Group
- Count Financial Limited Annual Conference 2007 (Keynote Speaker)
- CPA World Conference (Melbourne)
- CPA Mining & Energy Conference, South Queensland
- Customer Service Benchmarking
- Daubeny & Associates
- Deloitte Touche
- Dennis Farrelly
- Department of Defence (DPV)
- Department of Education and Training
- Department of Foreign Affairs & Trade
- Department of Health
- Department of Immigration and Multicultural Affairs
- Deutsche Assent Management (Asia)
- Deutsche Asset Management
- Drake International
- Energy Australia
- FAST Personal Development Road Show: Sydney, Melbourne, Brisbane Adelaide
- Fed Square Pty Ltd
- Ferrier Hodgson
- Fidelity International
- Financial Planning Association National Conference 2006
- Financial Recruitment Group
- GAPbuster Worldwide
- Geelong City Council
- Gemmell Ovenden Walsh Laboratories
- Ginnia Pty Ltd
- Ginnia Community
- Ginnia News Pty Ltd
- Ginnia Martsch JBWere
- Ginnia Thornton Corporate
- Ginnia for Financial Services
- Ginnia Finance Commission (Singapore)



# Testimonial Testimonials



*"He is so good they call him the Human Lie Detector."*

**Sanjay Gupta MD**  
CNN



*"Watch what you say he can smell a liar."*

**Kit Hoover Co-Host**  
Access Hollywood Live



*"Steve is an extremely interesting individual...He is an expert in the non-verbal cues to look for when people may be saying one thing but thinking something else. He specialises in reading and analysing distress signals and facial expressions. I would certainly love to have him by my side in the business world, where his powers of observation would be a fantastic resource."*

**Steve Waugh AO**  
Former Australian Cricket Captain

*"Steve van Aperen is a man who studies the way people answer questions and at the same time their body language. He makes his living out of sorting truth from deception."*

**Mike Munro**  
Journalist and former 60 Minutes Reporter



# Testimonial Testimonials



*“He is an extraordinary man who is an expert in detecting deception. This man is a dead set legend.”*

**Catriona Rowntree**  
Presenter and Journalist



*“Steven van Aperen is known as the Lie Guy and as I discovered he’s pretty good at it.”*

**Tom Steinfort**  
A Current Affair



*“He has trained with the LAPD, FBI and US Secret Service. Fascinating.”*

**Kerri-Anne Kennerley**  
TV Host

*“Steve van Aperen is an expert in reading people”.*

**Ita Buttrose AO OBE**  
Australian of the Year 2013



# Testimonial

# Testimonials



Steve appearing on Access Hollywood Live Los Angeles

*“Your presentation to the CEO Clubs of New York City was amazingly informative and entertaining. It is not often that we have a speaker that can keep command of the room the way you did today at the Harvard Club. The buzz in the room was that you were one of the best speakers we have ever had. Please consider visiting with us again any time you are in the New York City area - I can't thank you and Renee enough for adding tremendous value to the club and it's members.”*

**Gary M. Anzalone**  
**CEO Clubs New York City**

*“Steve was excellent. Without exception he was a huge success, setting the tone for a very successful day. The consistent message from the 600 delegates was the desire to hear more...they found his information and his presentation 'fascinating and relevant'. Steve has great presence and uses his time to maximum advantage. Very fluent and professional.”*

**Carole Gregson**  
**National Employment Services Association**

*“On behalf of Australia Post, I would like to thank you for presenting at our Platinum Forum on 27 March, 2009. Your talk on “Detecting Fraud by Analysing Behaviour” was a great hit with our guests. I particularly enjoyed the way you involved the group throughout the presentation. The Platinum Forum has been running in Sydney for several years and, thanks to your interesting session, looks destined for the same success in WA”.*

**Dean Nalder**  
**State Commercial Manager**  
**Australia Post**

*“Steve’s training was exceptional. It was one of the best courses that I have attended.”*

**Gosken Kalkarla**  
**NSW Registry of Births, Deaths & Marriages**



Steve presenting to the Human Capital Institute in Boston, USA.



Steve live on CNN, New York.

# two day workshop

## Detecting deception & reading body language during interviews.

This informative 2 day workshop, specifically designed for interviewers and recruiters, will teach you how to benchmark behaviours and read what interviewees and others are really thinking or feeling! This comprehensive workshop is full of takeaways designed to teach you what the most common high and low confidence gestures are and how to identify both verbal and non-verbal cues of deceit.

Studies show that there are almost ninety individual muscles in the human face, with as many as five muscles combining at any one time to produce an expression, meaning that, astonishingly, a person's face is capable of well over 10,000 visible facial configurations which give a pointer as to what a person is thinking or feeling. Whenever a person experiences a basic emotion, a corresponding message is automatically sent to the muscles of the face.

*“Like it or not your interviewee's body language conveys more than you think. Words lie but your face doesn't.”*

This message sending system is involuntary and while we can attempt to use our voluntary muscular system to try to suppress it or hide it from view — when we fake a smile, even though we might be feeling miserable for instance — a small part of that suppressed emotion leaks out. All humans exhibit the same facial expressions associated with fear, anger, joy, contempt, disgust, sadness and surprise. Interestingly enough even when we try to conceal these emotions they will often express themselves within a 25th of a second. Imagine having the ability to read people like a book during an interview or recruitment interview? Now you can.

## *What you will LEARN!*

- What is an interview
- Understanding the communication process.
- Methods of Communication
- Interview stages
- What makes a successful interviewer
- Passive V Active Listening
- Barriers to effective interviewing
- Establishing rapport with an interviewee
- Using rapport during the bench marking process
- Guidelines to Facilitate Interactive Rapport Building
- Mirroring, Leading and Anchoring
- Conditioning an interviewee to tell the truth
- Detecting Deception
- How Do People Deceive?
- Analysing Verbal behaviours
- How deceptive people use past and present tenses without taking ownership

## *What you will LEARN!*

- Understanding response latency
- Using the "60 Second Profiling Technique"
- Analysing Non-verbal Behaviours
- Typical truthful behaviours.
- Typical deceptive behaviours.
- Non-verbal behaviours - four main categories
- Significant posture changes
- Personal grooming gestures
- Eye contact and facial changes
- Characteristics of body language
- Neuro-linguistic Programming
- Visual Processing
- Auditory Processing
- Kinaesthetic Processing
- Questioning Types
- Interviewing pracs
- Analysing content & structure
- Using behavioural interviewing questions
- Theme development to elicit information
- Analysing and dissecting various videos for deception

# two day Workshop

This workshop in itself is extremely valuable during meetings, interviews and negotiations whilst providing investigators and security personnel with an “edge” during the interviewing process. The Melbourne workshop is specifically designed for intermediate to experienced interviewers, HR managers and recruiters.

Steve will also demonstrate how to use behavioural analysis questions that elicit emotional responses, thoughts and feelings that show you what your interviewee may be thinking and feeling and what the 4 key areas to look for when people engage in deception.

A person can control their words but their body language is much more telling. Conversely a question may be viewed as a threatening stimulus which may induce avoidance, masking, blocking, concealment or diversionary behaviours. It is up to a skilled interviewer to identify when, how and why these behaviours are occurring. Steve doesn't just show you how to become a good interviewer but how to become an analyst of human behaviour. This training will not only improve your interviewing skills but knock your skills out of the ball park.

Other areas covered during Steve's dynamic workshop include identifying defensive barriers, concealment and masking gestures, preening and grooming behaviours, building rapport, analysing content and structure and how to detect deception.

Due to Steve's consulting roles in various high profile cases for both the Victoria Police Homicide Squad and the media a number of videos are also utilised to enforce learning outcomes and highlight non-verbal behaviours including those of the participants themselves attending! The training is very interactive but fun and informative.

# Investment Investment

**Two day workshop in detecting deception and reading body language during interviews.**



**Book NOW!** Last workshop sold out quickly.

**This workshop includes your comprehensive training manual, morning and afternoon teas and working lunches for both days.**

## **Workshop Details:**

**When:** 5th & 6th August, 2015

**Where:** RACV Club 501 Bourke Street, Melbourne, Vic.

**Investment:** \$1200 for two days

**Group Bookings:** Group discounts for 3 or more apply. But you must call 0419313121 directly or email [steve@polygraph.com.au](mailto:steve@polygraph.com.au) to obtain your group discount and for direct invoicing requirements.

**Individual Bookings:** For individual bookings you can book online at: [Detecting deception @ reading body language during interviews](#)

**This will be Steve's only public Melbourne workshop this year and seats fill fast. Don't miss out. Book your seat NOW!**

