

all unclass
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**FUNDAMENTALS
OF
QUESTIONING TECHNIQUES**

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DEFINITION OF A QUESTION

Questioning is a sentence in an interrogative form that is addressed to someone in order to obtain information in reply. Therefore, questioning utilizes the basic interrogatives of *who, what, when, where, how, and why*.

When formed properly, questioning will elicit valuable, timely, and accurate information from the source.

But when formed improperly, the HUMINT collector will confuse the source, waste time, and receive inaccurate information.

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Intelligence Questioning Is more than just asking questions.

It is the ability to establish and maintain rapport,
form good pertinent questions,
remain in control of the conversation,
and obtain answers for
the *who, what, when, where, how, and why* of the topic
focused upon in the interview/debrief/interrogation.

You must also study the source's body languages,
psychological profile,
maintain the initiative
and avoid getting off into tangents.

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TYPES OF QUESTIONS

1. Direct Question
2. Follow Up Question
3. Control Question
4. Repeat Questions
5. Non-Pertinent Question
6. Prepared Question

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Direct Question

- Uses one of the basic interrogatives to answer one idea.
- This is the most common type of question.

EXAMPLE

What is your name?

Where do you live?

How old are you?

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Follow Up Question

- Is used to exploit or obtain more information on a topic of interest.
- It is a question, which usually based on the answer to a previous questions, completely exploit all available information about the topic.

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Follow Up Question

(Continues)

EXAMPLE Question - Where do you live?
Answer - I live in Fayetteville, NC

Question - What is your address?
Answer - 2534 Talido Street

Question - What is your address's zip code?
Answer - 28307

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Control Question

- It is used to check the accuracy and truthfulness of the source's statements.
- It is usually based on information which has been recently confirmed and is not likely to have changed.
- Control questions should be mixed with normal questions throughout the interview.

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Control Question (Continues)

BACKGROUND

The National Database indicates that your source is a graduate Bio-Chemist who on 29 June 1997, discreetly traveled to the Republic of Urkon to start their Biological Weapons Program. He stayed in the Urkon's National Underground Science Facility (UNUSF) for two months.....

EXAMPLE

- Question - Where were you in June of 1997?**
- Question - What country did you visit in 1997?**
- Question - Where did you stay in this country?**
- Question - Why did you travel to the Urkon?**
- Question - Who is the Director of the UNUSF?**

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Repeat Questions

- Repeat questions are the same questions that the source has already answered.
- It is a questioning technique to ensure accuracy, particularly when you suspect that the source is lying to you.
- A lie is more difficult to remember than the truth, therefore, you can discover errors by rephrasing or asking the same questions again.

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Repeat Questions (Continues)

BACKGROUND

Your source "XYZ" in his first statement indicated that the Director of the UNUSF, Mr. Ahmed Mahmoud hosted him during his visit to Urkon....

EXAMPLE

Question - Who is the Director of UNUSF?

Question - What is Mr. Mahmoud's job title?

Question - Who hosted you during your visit to Urkon?

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Non-Pertinent Question

- Non-pertinent questions are questions that appears to be totally unrelated to the interview/interrogation objectives.
- By asking non-pertinent questions in a casual manner, you can provide concealment by having the source believe that the basis for the meeting is not important.
- As the source relaxes, you should interject pertinent questions for the desired information.
- Non-pertinent questions may also be used to break the source's concentration, particularly, if you suspect that the source is lying.

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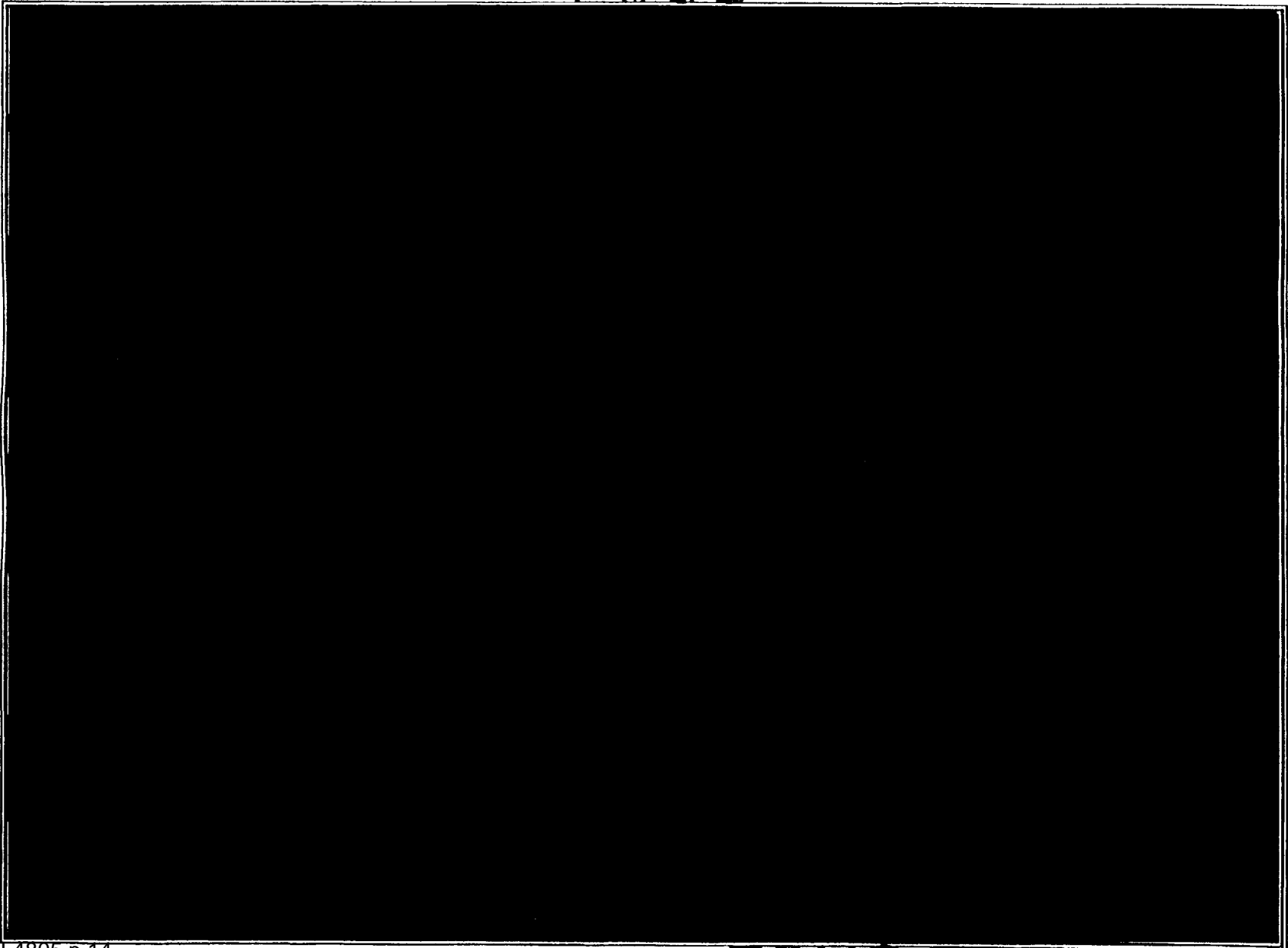
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Prepared Question

- Prepared questions are questions developed in advanced of the interview.
- Prepared questions are used to gain precise wording of the most desirable questioning sequence.
- Prepared question technique is especially important when questioning in a foreign language or interviewing of a technical source

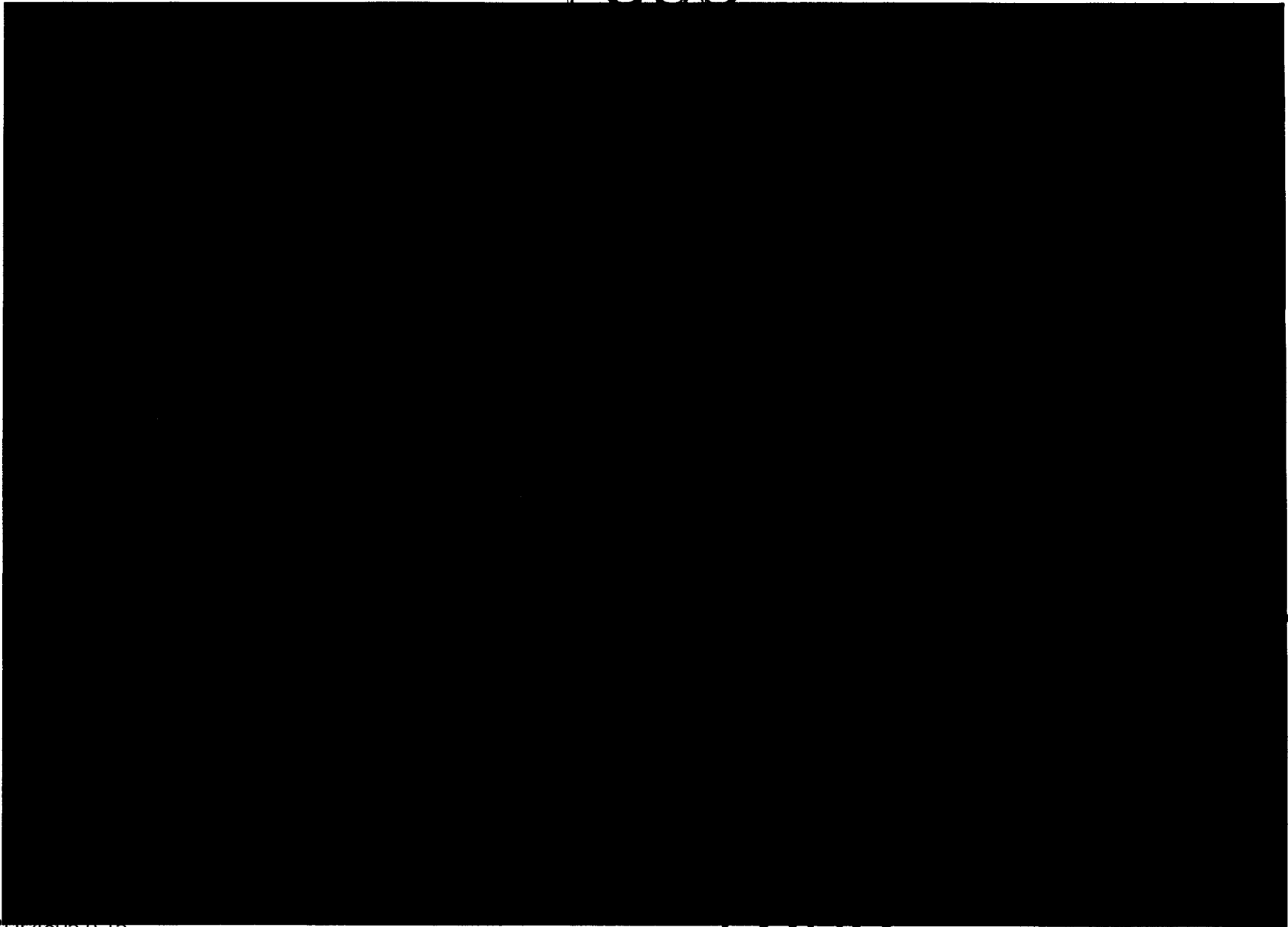
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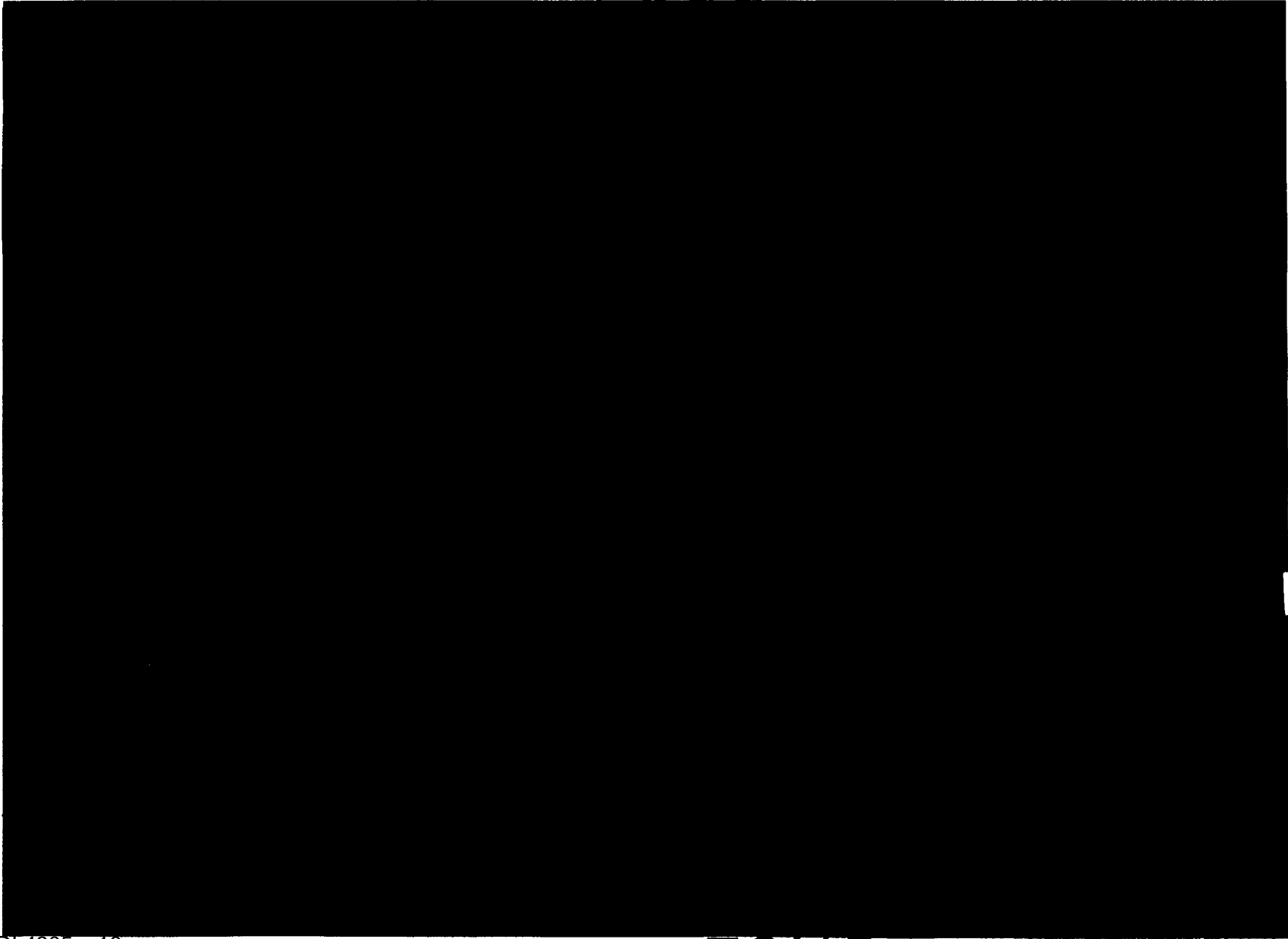
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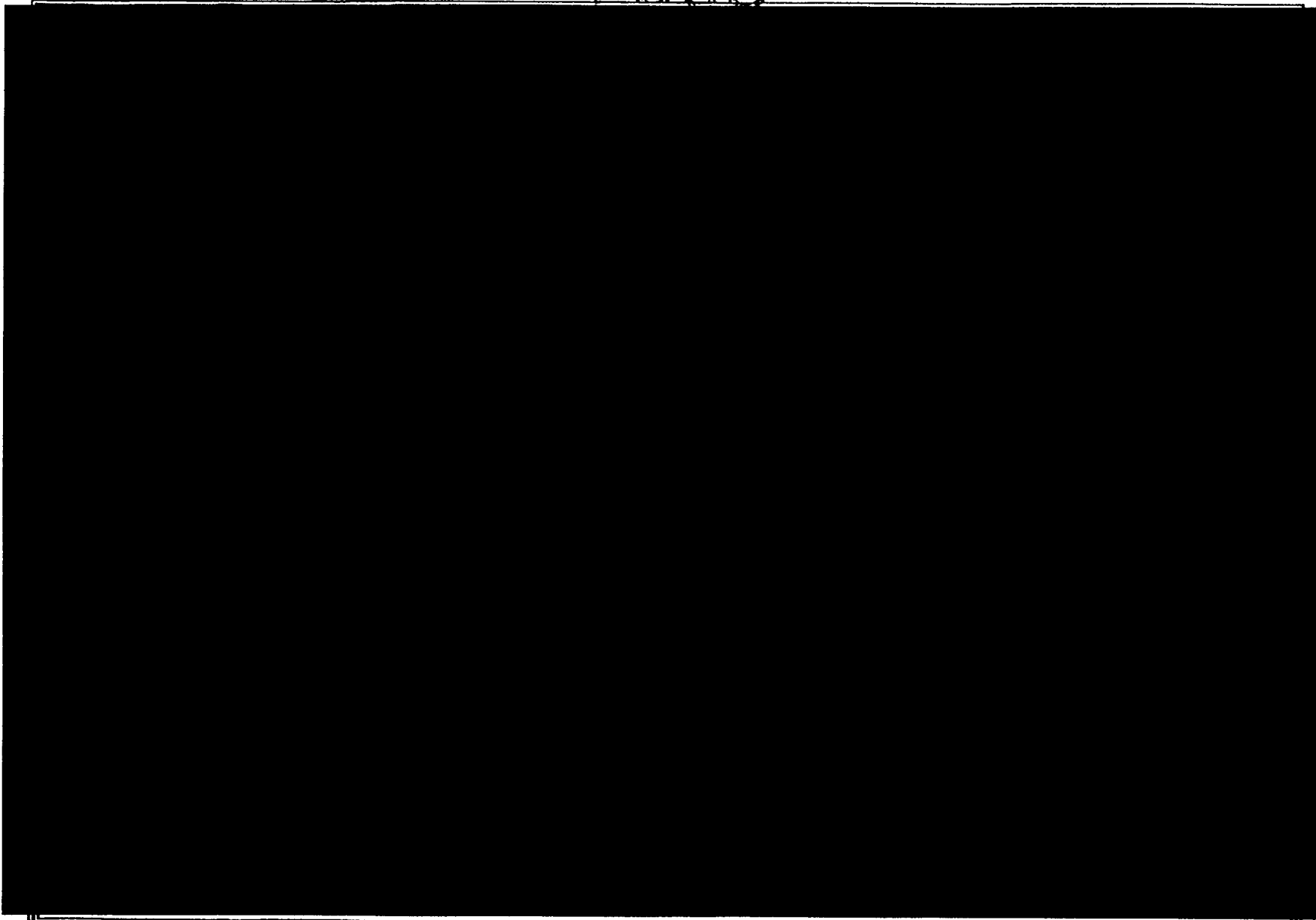
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HOW TO CLARIFY VAGUE STATEMENT

- **Do not take anything for granted**
- **Ambiguous answers**
- **Vague Adjectives**
- **Should – Could – Would**
- **“What Do You Mean By That?”**
- **Following up is Essential**

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QUESTIONS?

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