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IAI Helps Interviewers Strengthen Their Rationalizations

CHICAGO, October 15, 2014 – The International Association of Interviewers (IAI) just released 10 new rationalizations to help interviewers strengthen their interviewing tool box. Members of IAI have access to more than 80 rationalizations via the “Rationalization Matrix” on its Website, www.certifiedinterviewer.com.

“Rationalizations are always a valuable tool for interviewers new to the field or even veterans looking to sharpen their skills,” said Wayne Hoover, CFI, executive director of IAI. “Rationalizations are one of the top tools when conducting an interview.”

During an interview rationalizations are used for many different reasons, for example it helps the subject minimize what they have done, save face, makes it easier for them to admit, gives them hope, and it promotes the benefit of cooperation. When using a rationalization there are four parts in the construction: State the rationalization so they understand what they are about to hear, Story the rationalization which lets them understand the stresses or influences in our everyday lives that lead us to make the decisions that we make, give the Moral of the rationalization-really this is the conclusion of the story, why are we telling the rationalization, and Link the rationalization back to the investigation so that it makes sense in the context of the interview.

With the help of IAI’s Rationalization Committee, IAI has selected 10 new rationalizations to introduce to the IAI community.

The new rationalizations are:

- **Smarter Than You:** Computer/Tech Savvy
- **Credit Cards:** Excessive credit card charges resulting in crime to pay money owed
- **Weak Loss Prevention Department:** There never has been someone, anyone more caring about this before than Loss Prevention
- **Love:** I would do anything for love
- **Get out of Debt:** Too much too fast
- **Financial:** Big Taste on Beer Budget
- **Divorce:** Child Support Payments
- **Relocation:** Sometimes things that are out of control force people to relocate even when they don’t really want to.
- **Lack of Benefits:** Stealing due to lack of medical benefits
- **Spouse:** To many people, our spouses can be a huge influence in our daily lives and actions

Join IAI to add more rationalizations to your tool box at www.certifiedinterviewer.com

About the International Association of Interviewers

The International Association of Interviewers (IAI) is the only association specifically for CFI designees as well as all those dedicated to the art of interviewing and interrogation. The IAI mission is to provide educational, business and networking opportunities to interviewers from all disciplines through valuable resources such as instructive events, useful Web content, exclusive Webinars and much more. To learn more about IAI membership and existing educational resources visit www.certifiedinterviewer.com.

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