

# Conversational Elicitation & Advanced Communication



**This course will be divided into 3 sections**, all of which are designed to increase communication effectiveness. We will focus on aspects of human behavior, psychology, and advanced conversational techniques.

**1. *The Body Language of Communication and Deception:*** The participants will learn how to read body language, evaluate stressful situations and identify deceptive cues. We will also focus on increasing the effectiveness of communication by creating better rapport and more comfortable environments.

**2. *The Psychology of Communication:*** In this section, we will focus on how to read others in order to increase the effectiveness of communication strategies. Students will be taught how to effectively use a personality profiling inventory designed by the instructor. This inventory will allow students to utilize what they've learned to build rapport faster and control interactions more effectively.

**3. *Conversational Elicitation and Elicitation Countermeasures:*** students will learn conversational elicitation techniques and elicitation countermeasures to protect themselves from becoming the target of elicitation attacks. This class will focus on 10 conversational elicitation techniques and their countermeasures. Students will be given examples and time to utilize their new skills in the field.



# Conversational Elicitation & Advanced Communication

Course Description: 24 hours

Virginia Location:

Sgt J. Reynolds Community College -Lipman Auditorium

1651 East Parham Rd Parham Campus

Richmond, Virginia

Date: October 3<sup>rd</sup> to 5<sup>th</sup>, 2023

Time: 8:30 am to 4:30 pm

\* HIDTA is working to get the course approved for in-service credit

## HIDTA Registration Instructions

Online Registration in HOTT is as follows:

Open your web browser

to <https://www.nhac.org/hidtatraincalendar/events/27>

Select (**course name**). Select register

Fill in the **HOTT Online Application** and select **Complete Registration**

### Questions:

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Serving the District of Columbia, Maryland, Virginia, and West Virginia

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