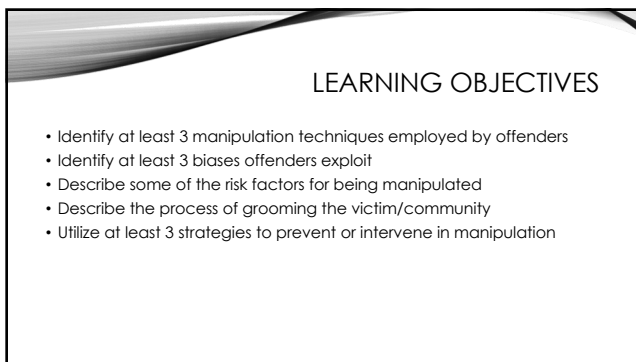
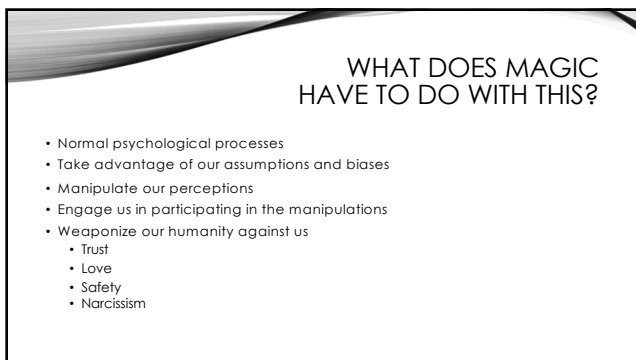


1



2



3

BELIEVE IT

- Offenders rely on manipulation and our own ignorance to
 - Gain power
 - Gain control
 - Influence perceptions and the "truth"
 - Full needs
 - Get away with things
 - Satisfy deviance
 - For the fun of it

4

The thrill and pleasure some get from lying and deceiving

DUPING DELIGHT

(Ekman, 2009)


5

RULES FOR HOEZ

A list of "rules" taken from a trafficker reveals the consciousness of the manipulations and the knowledge of how to create power and control.

- 1) Always make them need and depend on you so you have power over them. (Power is control)
- 2) Make them understand that you don't need them they need you, and they are replaceable. Never let them no if you need them deep down inside.
- 3) Never let no get away with shakin anything cause once they feel they can get away they will always scheme.
- 4) No matter how much you like or care for do or any of them don't trust none of them. (Like Scarface who do I trust? Me that's who.)
- 5) Always stay 2 steps ahead of the game you lose then playin.
- 6) Don't let them no all your plans, but always try 2 no theirs.
- 7) Make sure you own there mind's, body's, and soul. (N test that every often 2 me because)
- 8) Keep your lip on the bar as possible when it comes 2 family and friends. (Cause you can't trust none of them)
- 9) Always try 2 no what 2 get on. (make them tell on each other)

6



WE ARE THE BEST WEAPON OF THE OFFENDER

“Who needs manipulation when you have us?”


7

WE STILL

- Blame victims
- Excuse offenders
- Accept myths about rape, violence, and motivations
- Blame external factors
- Deny bad intentions
- Don't want to accept that people do bad things on purpose
- Need our narcissism stroked
- Have traits of humanity that can be weaponized, including biases

(Booth et al., 2018; Casaria, 2020; deRoos & Jones, 2020; Epsleish & Goodman, 2019; Lapsley et al., 2022)

8



OUR OWN NARCISSISM


- That's not the way he treats me.
- I could tell if she is like that.
- Well, he never abused me.
- I never saw him act like that.
- I'm a good judge of character.
- I have a lot to lose.
- "You are worthy and exceptional"
- Flattery

(Konnika, 2016)

9

BIASES THAT ARE EXPLOITED

- Default to truth
- Conflict avoidance
- Confirmation Bias
- Choice support bias
- Status Quo Bias
- Loss Aversion
- Ostrich effect



[Valliere, 2023]

10

RISK FACTORS TO BE MANIPULATED

<ul style="list-style-type: none"> • Helping role** • Working independently • Have authority/influence • Kind, compassionate, sympathetic • Ethical • Problem solver • Optimistic or hopeful • Peace maker, distress avoider 	<ul style="list-style-type: none"> • Forgiving • Dissatisfaction at work • Believe self special • Complacent • Inexperience • Isolated • Hurting or emotionally involved
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

[Tullock, n.d.]

11

PLAY TO PEOPLE'S FANTASIES OF THEMSELVES AND YOU

- Offer someone something they need, be helpful
- Look "nice" feeding someone's self-interests
- Offer favors to foster indebtedness
- Be costly to lose
- Be a "good" client who learns all the jargon
- Foster familiarity

"Young boys love to think they're big boys working on cars."
- Jeff, abuser of boys

12

BECOME VALUABLE

- Athletes
- Priests
- Financial Providers
- "Success Story" to treatment providers, supervising agents
- Keep costs down
- "Feel good = Be Good"
- Make it easy
- Helpfulness
- Offer something the target wants

13

14

SIMPLY LYING

15

LIES ARE COOPERATIVE
PAM MEYER

"We are deeply ambivalent about the truth."

"What are you hungry for? Lies connect our wishes and fantasies about who we are or how life is with how it really is."

16

WAYS TO LIE WITHOUT LYING

- Unfinished business - an admission there's more –
 - "that's about it, that's all I can say"
- "I can't" - unintentionally honest admission of suppression
- "That's a hard question"
- Unverifiable assertions/righteous claims – "Ask anyone!"
- Non-reflective or extreme/overgeneralized denial
- Maintaining dignity to the offensive question
- Non-clarifying question response – parroting
- Distancing – That woman, the child, those people

(Rudacille, 1994)

17

WAYS TO LIE WITHOUT LYING

Projection/Labeling the subject - "You'd have to be sick/crazy/stupid"

"You have no proof" - challenging without denying

"Are you accusing me?" - offensive tactic

"The answer is" - Miller's Law

Too much information, too many details

The answer does not equal the question

Denial of their own presence - "Who?" "Are you asking me?"

Speech errors, Freudian slips

(Rudacille, 1994)

18

OTHER VERBAL INDICATORS

- **Overgeneralizations** - A response that does not deny, but makes a sweeping statement is deceptive - "no one here would do that!"
- **Negative Answers** - Instead of saying what is or did happen, says what isn't or didn't happen. May also indicate an assurance not asked for.
- **Aggression** - Attacking the facts, the victim, the proof.
- **Qualifiers** - "I know you won't believe me," "I'm not trying to avoid the question," "You may not believe this, but."
- **Flag Expressions** - "really," "To tell you the truth" "To be honest" "I swear to God/on my mother's grave" "I have no reason to lie"
- **Three times you're out** - three attempts to get a question answered without success means deception

(Vrij, 2000; Nance, 2003)

19

ATTITUDE OF INTERVIEWEE

Truthful

- Cooperative, open
- Tries to answer and elaborate to erase confusion
- Offers suggestions and attempts to remember
- Strict punishment

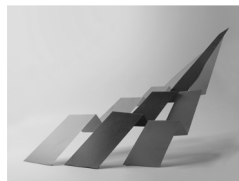
Deceptive

- Comfortable with lack of memory
- Hostile and indignant
- Transient anger or passivity
- Perceives questions as accusations
- Lenient punishment

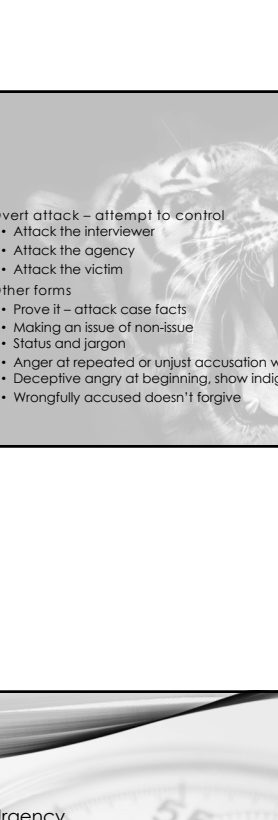
20

MAXIMIZATION/MAGNIFICATION

"I feel that FTS thinks its GOD and all sex offenders are lower than whale shit. That every client of FTS is judged by the actions of previous clients . . . Will this madness never end? They want us to reintegrate back in society but only if you do nothing, go nowhere, talk to no one but them. Do not do anything for anyone and on and on it goes. With all the negativity, it's hard to feel good."



21

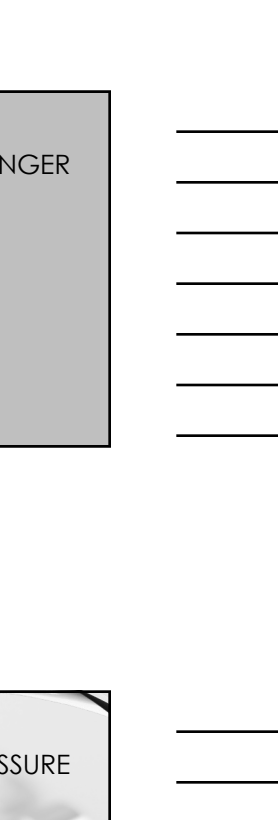


USE OF ANGER

- Overt attack – attempt to control
 - Attack the interviewer
 - Attack the agency
 - Attack the victim
- Other forms
 - Prove it – attack case facts
 - Making an issue of non-issue
 - Status and jargon
 - Anger at repeated or unjust accusation with truthful
 - Deceptive angry at beginning, show indignation to take control
 - Wrongfully accused doesn't forgive

[Walters, 2003]

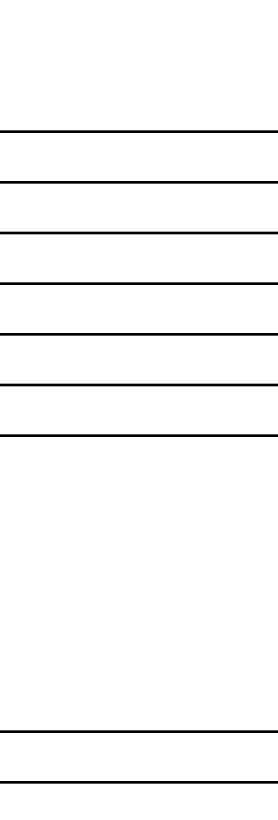
22



TIME PRESSURE

- Urgency
- False Intensity
- Limited Time only!
- Aroused emotional reasoning
- Activates loss aversion
- Activates helpfulness and problem solving

23



PREPARING THE TARGET - GROOMING

- Happens with the victim, the community, and the helpers
- Process
- First step – select the victim and LEARN about that person
 - Intrusive questions
 - Inappropriate help-seeking
 - Boundary testing
 - Helpfulness
 - Niceness
 - Flattery
 - Sharing confidences and vulnerability

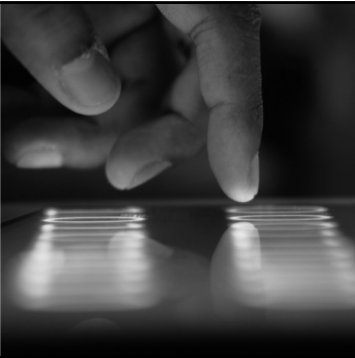
[Kornika, 2014; Lanning, 2014; Tullock, n.d.; Wolf et al., 2021]

24

ONLINE GROOMING

- Regular and intense contact
- Secrecy
- Kindness, flattery, "love"
- Attain the victim's cooperation
- Erratic, temperamental, nasty
- Coercion comes in later online than in person

(Black et al., 2015)



25

PLAYING THE VICTIM

- Invoking Sympathy
- Seeming harmless
 - Old, weak, sick
 - Repentant, regretful, "changed"
 - Nice
 - Pathetic, poor social skills
- It is easier for us to care for a victim than an offender


Me calling my self ugly in front of her so that she has to reply "haha no you're cute"



26

BEING "SICK," NOT BAD

- "Addiction"
- "Sad sack," "Pathetic"
- Impulse, not act
- Deny the choices
- "Relapse" not rape
- How many steps did Will Smith take?



27

BEING THE VICTIM

- Embellishment
- False allegations
- Retaliation
- Vindictive accuser
- Past
- Losses associated with accusation

28

BEING A GOOD LISTENER

- Get to know the target so you know
 - What to say
 - What to offer
 - What to promise
 - What to flatter
 - What to deny


29

USING EMOTIONAL CROWBARS

- Selling hope
- Exploiting the Optimism Bias
- Getting the target "under the ether"
 - Fear
 - Greed
 - Urgency
 - Hope
 - Love
 - Guilt
- Phantom rewards
- Rare or limited
- Threats
- Manipulation of beliefs

(Kornika, 2016)

30



ATTACK THE GOODNESS OF THE LISTENER

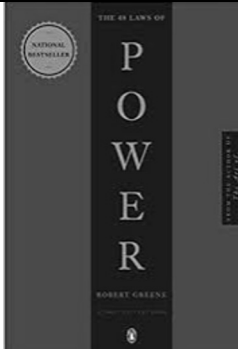
- You only do this for the money
- You don't care about me
- You are so hard/cold
- You are unfair
- You won't even give me the benefit of the doubt
- Ask for something you will reject, then use your guilt against you

31

BEING THE DREAM

- Hi Honey. . . . You won't agree to talk to me or see me to say these things, so I am using my only option that you allow at this point.
- ... I read and spend time with God . . . I pray frequently. I have grown tremendously as a person. . . . I have become the man you remember when we started dating. . . . You are the most beautiful person to me in every way and I would like the opportunity to be with the most beautiful woman I have ever met or seen.

32



COMMON MANIPULATIONS

- Never outshine the master
- Conceal your intentions
- Use selective honesty
- Play a sucker to catch one
- Practice misdirection
- Play to people's fantasies
- Seduce and disarm

[Greene, 2000]

33

USE
DISTRACTION
&
MISDIRECTION

- Admit one thing to hide the other
- Bring up crises constantly
 - Health
 - Death
 - Work
- Give information sought about others
- Share vulnerability or victimization
- Cry

34

"PLAY A
SUCKER TO
CATCH A
SUCKER"

- Play dumber than you are
- Confused
- "Don't remember"
- Act Hurt
- Language barrier
- Hearing problem
- Pretend you are misunderstood if confronted

35

I FELT GUILTY
EVERY TIME I
DID IT

- Guilt makes us think he is not "that bad"
- Apologizing can be a significant manipulation
 - Supposed to reflect awareness of wrongdoing
 - Suppose to show character of "good"
 - Burdens the victim with having to accept
- Guilt is no deterrent
- Ask – "What are you sorry for?"
"What makes it wrong?"

36

SEE WHAT YOU MADE ME DO!

- Nag me
- Disappoint me
- Frustrate me
- Challenge me
- Break my rules
- Disrespect me
- Get in my way
- Have expectations
- Don't do what I ask

I DON'T NEED ANGER MANAGEMENT. I NEED PEOPLE TO STOP PISSING ME OFF.

40

STRATEGIES TO AVOID BEING MANIPULATED

- Know yourself –
 - Soft spots
 - Vulnerabilities
 - Values
 - Identity
- Have the ability to self-reflect
- Have humility and the ability to ask for help
- Use supervision
- Be aware of being emotionally involved or vulnerable

41

BOUNDARIES

- CLEAR AND CONSISTENT
- Rules - written
- Understand professional roles and responsibilities
- DO NOT TRY TO RESCUE
- To reiterate
 - Boundaries
 - Boundaries
 - Boundaries
 - Boundaries

42

USE YOUR TEAM

- Takes away individual power for decision-making
- Mitigates urgency and crisis power of offender
- Allows supervision and feedback
- Hard to target a team
- Address job dissatisfaction
- Get support and self-care with the team
- Get emotional needs met through the team, not clients

43

POINTS TO REMEMBER

- You will need to be impolite, break social rules, and not be put off. It is uncomfortable.
- The offender will use social rules to control you.
- The offender will use what s/he knows about creating an honest impression to dissuade you.
- Your needs will be used against you.
 - Nice
 - Fair
 - Liked
 - Competent
 - Caring
 - Honest

44

REMEMBER . . .

- If you are hoping, you are doubting.
- A promise reflects doubt.
- "I can't" versus "I won't"
- If someone ignores your no, pay attention.
- Do not take favors or be bound by promises.
- Pay attention to unsolicited promises.
- You can change your mind.

45

ASK

- How does this make sense?
- How does the offender benefit by . . . ?
- Am I trying to make this fit?
- Am I putting myself in his/her shoes?
- What are they attempting to conceal?
- What is the offender protecting?

These questions are easier when you take the stand that it is never okay to make excuses for maltreatment or abuse or violence

46

UNMASKING THE SEXUAL OFFENDER

UNDERSTANDING VICTIMS OF INTERPERSONAL VIOLENCE
A Guide for Investigators and Prosecutors

of Intimate Violence
Making it Offender-Focused
BRIDGET H. RYAN AND VERONIQUE N. VALLIERE

• drvalliere@vallierecounseling.com
www.vallierecounseling.com
 • PO Box 864
 • Fogelsville, PA, 18051
 • (610) 530-8392

SCAN ME

47

REFERENCES

- Booth, N., Wilhoff, D. & Boduszek, D. (2018). Rape myths and misconceptions. *The Law Society Gazette*. <https://www.lawsociety.co.uk/commentary-and-opinion/rape-myths-and-misconceptions/5268719/article>
- CBS Mornings. (2019, March 6). R. Kelly breaks his silence on sex abuse claims: "I'm fighting for my f*cking life!" <https://www.cbs.com/shows/cbsmornings/episodes/2019/03/06/20190306>
- Cassin, A. (2020). *Closing the Justice Gap for Adult and Child Sexual Assault*. Palgrave MacMillan.
- de Roos, M., & Jones, D. (2020). Self-affirmation and false allegations: The effects on responses to disclosures of sexual victimization. *Journal of Interpersonal Violence*, 35(2), doi:10.1177/0886260519892887
- Ekman, P. (2009). *Telling Lies*. W.W Norton
- Epstein, D. & Goodman, L. (2019). Doubling Domestic Violence Survivors' Credibility and Diminishing Their Experiences. 167 U. Pa. L. Rev. 399. https://scholarship.law.upenn.edu/penn_law_review/vol167/iss2/3
- Greene, R. (2000). *48 Laws of Power*. Penguin Books.
- Key & Peele (2019, Oct 21). You can't con a con artist if you're also a con artist - Key & Peele. <https://www.youtube.com/watch?v=2W329s>
- Konnikova, M. (2014). *The Confidence Game: Why We Fall for It Every Time*. Penguin Books
- Kwong, D. (2017, Aug 1). Magician breaks down how illusions works. https://www.youtube.com/watch?v=-_2mjjpwveo

48

REFERENCES

- Lapsley, D., Campbell, B., & Plumlee, B. (2022). Focal concerns and police decision making in sexual assault cases: A systematic review and meta-analysis. *Trauma, Violence, & Abuse, 23*(4), 1220-1234. doi: 10.1177/1524838021991285
- Nance, J. (2003). *Coerced Decision*. Kansas City: Irwin-Berham.
- Rudacille, W. (1994). *Identifying Lies in Disguise*. Dubuque, IO: Kendall/Hunt Publishing Co.
- Tulloch, B. (n.d.). Guarding against manipulation by criminal offenders. *Australian Journal of Correctional Staff Development*. https://www.researchgate.net/publication/369774561_Guarding_against_Manipulation_by_Criminal_Offenders_pdf.
- Valliere, V. (2023). *Unmasking the Sexual Offender*. Routledge Press.
- Wej, A. (2003). *Deception Lies and Deceit*. New York: John Wiley & Sons, Ltd.
- Wolter, S. (2003) *Principles of Forensic Interview and Interrogation*. CRC Press.
- Wolf, M., Pruitt, D., & Leal, T. (2021). Lessons learned: Creation and testing of a new instrument (Sex Offender Grooming Assessment) for measuring sex offenders' perceptions of their grooming behaviors. *Journal of Child Sexual Abuse, 30*(7), 785-805. DOI: 10.1080/10538712.2021.1970681
- WRTV Indianapolis (2017, Nov 9). Convicted child predator Jack Reynolds describes how he groomed young boys before molesting them. <https://www.wrtv.com/story/news/crime/2017/11/09/convicted-child-predator-jack-reynolds-describes-how-he-groomed-young-boys-before-molesting-them/10538712.2021.1970681>
