

# FRANK STOPA



## The Human Skills

Elicitation & Interviewing  
2nd Edition

**The Human Skills: Elicitation  
& Interviewing**  
Frank Stopa

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## The Human Skills Elicitation & Interviewing (2<sup>nd</sup> Edition)

Frank Stopa

Proven techniques for collecting the accurate  
information you need to make critical decisions

Learn techniques used in counter terrorism, police interrogations and in the business world to fend off competitors and win business.

Maximize your interpersonal information collection skills whether you're in the military, law enforcement, intelligence or business. Now you can use The Human Skills to gather the information you need to succeed!

The 2nd Edition provides additional elicitation & interview techniques, exercises to improve your skills, and more.

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Frank Stopa is a former CIA officer who has trained students in the military, intelligence, law enforcement, and business in cutting edge human intelligence and counter terrorism techniques for over a decade. He is also a novelist and has written The Brotherhood and The Long Winter: Intrigue at Valley Forge.

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