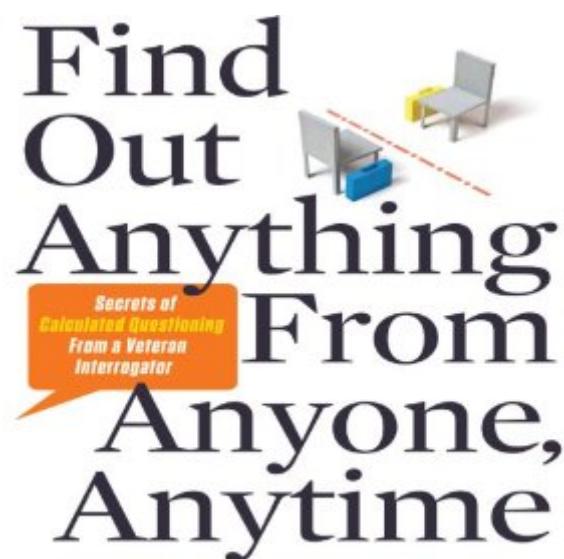


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# Find Out Anything From Anyone, Anytime: Secrets Of Calculated Questioning From A Veteran Interrogator



James O. Pyle & Maryann Karinch



## Synopsis

The secret to finding out anything you want to know is amazingly simple: Ask good questions. Most people trip through life asking bad questions - of teachers, friends, coworkers, clients, prospects, experts, and suspects. Even people trained in questioning, such as journalists and lawyers, commonly ask questions that get partial or misleading answers. People in any profession will immediately benefit by developing the skill and art of good questioning. *Find Out Anything From Anyone, Anytime* will give you the power to: Identify and practice good questioning techniques. Recognize types of questions to avoid. Know the questions required when hearing unconfirmed reports or gossip. Practice good listening techniques and exploit all leads. Determine when and how to control the conversation. Gain real expertise fast. Within professional interrogation circles, Pyle is known as a strategic debriefer - meaning there is no one around him more skilled at asking questions and getting answers. He has been training other interrogators in questioning techniques since 1989.

## Book Information

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## Customer Reviews

The author did a wonderful job putting this book together (with the help of others implied). What I liked: The first few chapters were very clear to understand--it's like taking the dumbed-down approach to, "You speak my language, and thank you for keeping it simple." In the first few chapters, the author vividly (and so simply) explains his ideas in the form of vignettes and analogies. In relation, there is an interesting section in the book called, 'question types'. Read it, and you will

be amazed by the amount of thought, simplicity, and organization that has been put into it. It's like dipping a mini hand-shaped, solid-gold-bar into a cake funnel filled with dark chocolate that is rich, melted, and oozing out. The author also gives you techniques, tips, and highly-thought-out insights at the end of the book--even t.v. references--to help you solidify your journey into asking good questions.

-----What I didn't like about this book:I wish the author's abstract ideas were a little more consistent from cover to finish. As you delve deeper into the chapters, you will begin to wonder and ask yourself, "Huh, .. how am I supposed to associate with this?" There is a subtle chapter in the book, that gives you advance techniques (such as the PNA method, and SCAN) to help you work around the art of deception, and to whittle down abstract-lies to surface-finding truths. The way the author explained some of the advance techniques, were a little bit unclear to me--only a brief introductory of the concepts, and nothing more. Maybe I am a little biased here, because I am more of the nitty-gritty guy who likes to know the details of things.

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The paradox of questioning is that simple questions can lead to detailed, on-target answers, but complicated questions get you single-word answers from a subject who doesn't want to talk, and unrestrained answers from a person who does. James O. Pyle and Maryann Karinch write in their book, "Find Out Anything From Anyone, Anytime: Secrets of Calculated Questioning from a Veteran Interrogator." At two hundred and eighty-nine pages, this paperback targets those interested in learning how to get information from others, usually by evaluating how questions are formed. After a foreword by Gregory Hartley and introduction, nine chapters cover the topic of interrogation, ending with a conclusion, appendix, notes, glossary, index, and the authors' biography. There are a few charts and black and white photographs. Pyle is a human intelligence instructor who has served in the U.S. Army, and Karinch is the author of nineteen books. Written mainly for those in the position to be asking questions, not answering them, the book is helpful for anyone who wants to improve their communication skills. Within nine chapters, changes need to be made when structuring a question. There are six different types of questions that include direct, control, repeat, persistent, summary, and non-pertinent. By learning the four discovery areas of people, places, things, and events in time, one can address personal, professional, and relationship issues to get needed information. The book reiterates the key to getting answers is to ask good questions.

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