

INTERVIEWING

Strategy,
Techniques,
and Tactics

*RAYMOND L.
GORDEN*

FOURTH EDITION

Interviewing Strategy Techniques And Tactics

Janet Salmons



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Basic Interviewing Skills Raymond L. Gorden,1998-05-22 Interviewing skills are not simple motor skills Rather they involve a high order combination of observation empathic sensitivity and intellectual judgment This guidebook now available from Waveland Press provides a process model and a corresponding set of classroom tested exercises designed to improve basic interviewing skills The model called the Skill Learning Cycle provides an initial guided experience for the complete interview learning process including planning doing and analyzing phases It also stands as a model for the student to use in the future for continued growth in interviewing skills In order to focus on the most basic interviewing skills only the information gathering function which is common to all interviews is discussed **The Interview** Andrea Fontana,Anastasia H Prokos,2016-07-22 In this concise student friendly guide Fontana and Prokos give a cogent introduction to the history types and methods of interviewing in the social sciences **The SAGE Handbook of Interview Research** Jaber F. Gubrium,2012-02-14 The complete handbook on interviewing the Second Edition deals with conceptual and methodological challenges to interviewing in addition to the nuts and bolts of the interview process **Handbook of Interview Research** Jaber F. Gubrium,James A. Holstein,2002 The Handbook of Interview Research is the most ambitious attempt yet at examining the place of the interview in contemporary society Interviewing is the predominant mode of research in the social sciences It is also the stock in trade of information seekers in organizations and institutions of all kinds as well as in the mass media Across the board interviews provide today's leading window on the world of experience The Handbook offers a comprehensive examination of the interview at the cutting edge of information technology Drawing upon leading experts from a wide range of professional disciplines this book addresses conceptual and technical challenges that confront both academic researchers and interviewers with more applied goals From interview theory to the nuts and bolts of the interview process the coverage is impressively broad and authoritative The Handbook of Interview Research is both encyclopedic and thematic As an encyclopedia it provides extensive discussions of the methodological issues now surrounding interview practice offering a multi faceted assessment of what has become the method of choice for obtaining personal information in today's society But the Handbook also is a story which spins a particular tale of interviewing one that moves from the commonly recognized individual interview to what is called the interview society The gist of the presentation is that we can no longer regard the interview as simply an instrument for gathering data but must now also view it an integral part of society The Art of Investigative Interviewing Charles L. Yeschke,2003 This text details the techniques that can be used by interviewers in any setting to identify indicators of deception and respond to them appropriately The author bases his approach on the application of the theory of human need to the process of investigative interviewing and argues that

replacing coercion and confrontation with persuasion and communication will increase the productivity of the process. Interrogators are shown how to recognize and respond to the human needs of the interviewee thus increasing the chance that the interviewee will talk and cooperate. Other topics covered include recognition of deception responses to deception the ethics of interrogation preparation for the interview and several case studies.

Recording Oral History Valerie Raleigh Yow, 2005-04-07 In *Recording Oral History* Second Edition Valerie Raleigh Yow builds on the foundation of her classic text with a fully updated and substantially expanded new edition. One of the most widely used and highly regarded textbooks ever published in the field, Yow's updated edition now includes new material on using the internet, an examination of the interactions between oral history and memory processes and analysis of testimony and the interpretation of meanings in different contexts. It will interest researchers and students in a wide variety of disciplines including history, sociology, anthropology, education, psychology, social work and ethnographic methods.

Qualitative Research David Silverman, 2010-11-17 Lecturers click here to request an electronic inspection copy, no waiting for the post to arrive. This hugely successful textbook has been fully updated and revised to make it even more accessible and comprehensive than previous editions. New chapters have been added on a range of key topics including grounded theory, research ethics and systematic review. This book draws on a stellar list of leading qualitative researchers, each of whom is writing on their own specialized area in qualitative research but doing so in a way that is clear and accessible to students and those new to the field of qualitative methods. All chapters also have added features such as internet links, questions for readers and recommended readings. Alongside its engaging and accessible style, these new features make *Qualitative Research* the ideal textbook for all students working within this field. This is a comprehensive and accessible first text on qualitative methods that boasts a who's who of leading qualitative methodologists and is a must-have book for any student involved in doing research.

The Oral History Reader Robert Perks, Alistair Thomson, 2015-11-19 *The Oral History Reader* now in its third edition is a comprehensive international anthology combining major classic articles with cutting edge pieces on the theory, method and use of oral history. Twenty-seven new chapters introduce the most significant developments in oral history in the last decade to bring this invaluable text up to date with new pieces on emotions and the senses, on crisis, oral history, current thinking around traumatic memory, the impact of digital mobile technologies and how oral history is being used in public contexts with more international examples to draw in work from North and South America, Britain and Europe, Australasia, Asia and Africa. Arranged in five thematic sections, each with an introduction by the editors to contextualise the selection and review relevant literature, articles in this collection draw upon diverse oral history experiences to examine issues including key debates in the development of oral history over the past seventy years, first-hand reflections on interview practice and issues posed by the interview relationship, the nature of memory and its significance in oral history, the practical and ethical issues surrounding the interpretation, presentation and public use of oral testimonies, how oral history projects contribute to

the study of the past and involve the wider community The challenges and contributions of oral history projects committed to advocacy and empowerment With a revised and updated bibliography and useful contacts list as well as a dedicated online resources page this third edition of The Oral History Reader is the perfect tool for those encountering oral history for the first time as well as for seasoned practitioners Qualitative Online Interviews Janet Salmons, 2014-04-28 The Second Edition of Qualitative Online Interviews by Janet Salmons provides researchers the guidance they need to extend the reach of their studies beyond physical boundaries Focusing on designing conducting and assessing data drawn from online interviews as well as from observations materials and artifacts collected online the book emphasizes the use of in depth interviews in qualitative research or mixed methods designs Written in an easy to read manner the thorough Second Edition offers the practical information and scholarly foundations needed to make thoughtful decisions in technology infused research **The Active Interview** James A. Holstein, Jaber F. Gubrium, 1995-04-20 The book provides an academic basis for discussion and development of active interviewing methods The ideas raised will be interesting and valuable to those involved in developing new methodologies in qualitative research and interviewing Helen Masey in Social Research Association News The interpretive turn in social science has taken the interview and turned it upside down Once thought to be the pipeline through which information was transmitted from a passive subject to an omniscient researcher the new active interview considers the interviewer and interviewee as equal partners in constructing meaning around an interview event This changes everything from the way of conceiving a sample to the ways in which the interview may be conducted and the results analyzed In this brief volume James A Holstein and Jaber F Gubrium outline the differences between the active interview and the traditional interview and give novice researchers clear guidance on conducting an interview that is the rich product of both parties Students and professionals who use qualitative methods in the fields of sociology anthropology communication psychology education social work gerontology and management will find The Active Interview to be a helpful and cogent guidebook

The Tape-recorded Interview Edward D. Ives, 1995 Since 1980 The Tape Recorded Interview has been an essential resource for folklorists and oral historians indeed for anyone who uses a tape recorder in field research Now Sandy Ives has updated this manual to reflect the current preferences in tape recording technology and equipment When this book was first published the reel to reel recorder was the favored format for fieldwork Because the cassette recorder has almost completely replaced it Ives has revised the first chapter How a Tape Recorder Works accordingly and has included a useful discussion of the differences between analog and digital recording He has also added a brief section on video updated the bibliography and reworked his original comments on tape cataloging and transcription As in the first edition Ives's emphasis is on documenting the lives of common men and women He offers a careful step by step tour through the collection process finding informants making advance preparations conducting the actual interview obtaining a release and then describes the procedures for processing the taped interview and archiving such materials for future use He also gives special treatment to

such topics as recording music handling group interviews and using photographs or other visual material during interviews

Principles of Kinesic Interview and Interrogation Stan B. Walters, 2002-09-17 How do you interpret a person's behavior during their interview Some people say it's an innate quality that can't be taught But anyone who's read Stan Walters' *Principles of Kinesic Interview and Interrogation* knows that is FALSE The overwhelming success of the first edition and the numerous success stories credited to the book prove that

Cases in Online Interview Research Janet Salmons, 2011-11-08 In an era of constrained research budgets online interviewing opens up immense possibilities a researcher can literally conduct a global study without ever leaving home But more than a decade after these technologies started to become available there are still few studies on how to utilize online interviews in research This book provides 10 cases of research conducted using online interviews with data collected through text based videoconferencing multichannel meetings and immersive 3 D environments Each case is followed by two commentaries one from another expert contributor the second from Janet Salmons as editor

Practical Aspects of Rape Investigation Robert R. Hazelwood, Ann Wolbert Burgess, 2008-06-25 U S Justice Department statistics indicate that only 26 percent of all rapes or attempted rapes are reported to law enforcement officials and only slightly more than half of these result in the arrest of a suspect Part of the problem lies in the public's lack of faith in the criminal justice system's ability to effectively deal with rape victims and the offenders *Practical Aspects of Rape Investigation: A Multidisciplinary Approach* Fourth Edition presents several new research findings and forensic techniques which enable agencies to overcome past impediments to successful intervention and prosecution This revision of the perennial bestseller adds several new chapters and expertly advances the state of knowledge for police health professionals rape crisis staffs and other criminal justice professionals The book begins with a focus on the victim and reviews contemporary issues in the field of sexual violence discusses the impact of sexual assault on the victim and outlines victim care services Then from an investigative perspective the book examines the relevance of fantasy impulsive and ritualistic behavior the personality of the offender victim and offender interviews geographic profiling false allegations and false confessions A discussion of forensics and the court includes topics on collection of evidence medical examinations and treatment and trial preparation issues Lastly the book examines special populations with sections on pedophiles female and juvenile offenders drug facilitated rape sexual sadism abuse of the elderly and the timely topic of educator misconduct This work was compiled by former FBI Agent Robert R Roy Hazelwood and Ann Wolbert Burgess Professor of Psychiatric Nursing at Boston College The comprehensive text they have assembled is the definitive resource for those who must contend with the crimes of rape and other sexual assaults

Essential Guide to Qualitative Methods in Organizational Research Catherine Cassell, Gillian Symon, 2004-04-28 *Essential Guide to Qualitative Methods in Organizational Research* is an excellent resource for students and researchers in the areas of organization studies management research and organizational psychology bringing together in one volume the range of methods available for

undertaking qualitative data collection and analysis The volume includes 30 chapters each focusing on a specific technique The chapters cover traditional research methods analysis techniques and interventions as well as the latest developments in the field Each chapter reviews how the method has been used in organizational research discusses the advantages and disadvantages of using the method and presents a case study example of the method in use A list of further reading is supplied for those requiring additional information about a given method The comprehensive and accessible nature of this collection will make it an essential and lasting handbook for researchers and students studying organizations

Successful Nonverbal Communication Dale G. Leathers, Michael Eaves, 2015-10-16 Successful Nonverbal Communication Principles and Applications demonstrates how knowledge of nonverbal messages can affect successful communication in the real world Now with fifteen chapters the fifth edition draws students in through applications of the latest nonverbal communication research and through current examples of celebrities sports and politicians This extensive revision describes nonverbal cues and their desirable and undesirable functions while offering original tests for measuring and developing nonverbal communication skills Updates include new attention to Donald Trump Hillary Clinton and Barack Obama and discussion of nonverbal communication within same sex partnerships

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