



When coming to an interview, several studies show that most witnesses have not yet decided on a specific strategy for the interview or whether they will be cooperative.

No conflict between the interviewer and the interviewee has yet had an opportunity to arise. Still, the interviewee may be conflicted about what to say, how to behave, and how to react to questions an interviewee anticipates being asked.

Our experience over thousands of interviews has shown us that you can take steps to overcome an interviewee's internal uncertainty about whether to be forthcoming. Such steps can help to avoid affirmatively creating potential roadblocks to a successful interview.

In this article we specifically discuss interviewees' inertia, resistance, and reactance and how to avoid each.

[Read the full article on *Bloomberg Law*.](#)

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