

Behaviour analysis: the power of relational intelligence

The International Research and Training Centre Internoveco brings together the latest discoveries and the most comprehensive training in behavioural analysis, relational communication, emerging risk analysis and other complementary disciplines.



INTERNOVECO

INTERNATIONAL BEHAVIORAL ANALYSIS FIRM



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Welcome to **Internoveco**, your training and innovation centre for behavioural analysis

COMPLETE TRAINING COURSES

The Internoveco International Research and Training Centre brings together the latest discoveries and the most comprehensive training courses in behavioural analysis, relational communication and other human behavioural disciplines.

RECOGNISED EXPERTISE

We have been training your favorite experts and the elite in the fields of security, sales, personal development, human resources, law, health, leadership and all things related to behavioural analysis for over 20 years. Leading private and government organizations use our expertise in over 23 countries.

CONTINUOUS EVOLUTION

Our mission and commitment is to remain open and curious and to continually study body language in the video lab and in the field in order to evolve the discipline and provide the latest developments and global advances to our clients with transparency, integrity, humility, efficiency and excellence.

MISSION

To analyze and equip the professional and the entrepreneur in order to improve their relational skills and communication strategies, through behavioural analysis.

Trainings, conferences and workshops

BEHAVIOURAL ANALYSIS CAN BE OBSERVED LIVE

You can now access over 20 years of innovation and the most complete expertise in behavioural analysis, linguistic markers, questioning and other human behavioural disciplines to use ethically in your professional and daily life.

Our students and clients have been using this knowledge in 23 countries for over 20 years to negotiate with a head start, uncover hidden information, improve relationships, improve communication, close more deals, prevent attacks, learn more about themselves and much more.

Start learning today with self-paced online workshops at your convenience and without commitment. Earn only the badges that interest you according to your needs or graduate and become a certified expert with our complete behavioural analysis training.

Enjoy outstanding conferences with exceptional ratings. Elevate your development programs and offer dynamic and innovative conferences and workshops that generate excitement and curiosity through unique, highly interactive, energetic presentations with concrete, immediately applicable concepts.



VISIT

our catalogue of training courses and conferences on page 10.



Our services



**TRAININGS AND
WORKSHOPS**



CONFERENCES



**INNOVATION
CENTRE**



PROFILERS



**CONSULTING
AND COACHING**



IMPACT ANALYSIS



SCAN



DSI

Impact Analysis

For better interpersonal communication | To improve communication with your teams, in front of an audience or even in your everyday relationships, we can be there for you.

Would you like our experts to accompany you or your team in order to carry out a project or to achieve a specific goal?

Our team has the experience and knowledge to achieve your goals of excellence and we have been coaching people around the world for almost 20 years.

- ✓ **Innovate and maximize the impact of your actions**
- ✓ **Innovative approach**
- ✓ **Proactive and unprecedented grouping of modern measurement units**
- ✓ **Collection of information based on a questioning strategy**



CONSULTATION

Do you have a complex situation or a specific aspect that requires the expertise of our specialists? Contact us!

SIMPLE STEPS, SOLIDLY INTERWOVEN

The ultimate goal of evaluations: impact work and detection of emerging risks.



Innovation Centre

To develop and share knowledge with our customers.

ALWAYS GOING THE EXTRA MILE

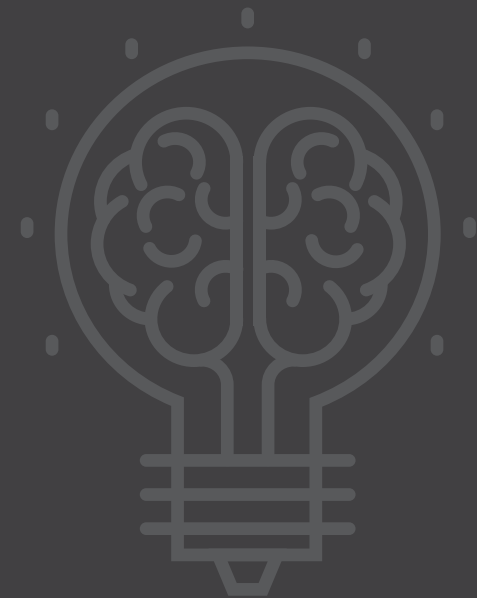
Explore our analysis and data centre and participate in the validity process and latest discoveries and advances in behavioural analysis.

The mission of this department is to advance knowledge and share our observations following the study of all spheres of human behaviour with our students and clients.

The themes addressed are, among others; gestural deciphering analysis of several behaviours and nonverbal communication, voice and phonation, linguistic analysis, questioning according to observed indicators, physical security and artificial intelligence.

The research department therefore encompasses the study of interpersonal communication, group communication and mass communication, with or without technology. The collaboration between certified experts guarantees the thoroughness of each study and its collected observations. We are always open to progressing, clarifying, validating, invalidating and going further.

Share with us interesting research, a complementary discipline or your expertise to advance the discipline.



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Our commitment as leaders in our field is to constantly discover the meaning of more and more gestures, behaviours, attitudes, and micro-movements. We strive to specify and clarify our data using rigorous methods to prove, validate, and invalidate our findings. We regularly update our knowledge to remain the most advanced and comprehensive in our field.

Profilers

To better understand the development of interpersonal conflicts.

WHAT IS A PROFILER?

The Profiler service brings together specialists in the assessment of communication and human behaviour, individuals, groups and complex situations who, depending on the mandate given to them, can help to understand the development and intertwining of interpersonal conflicts that lead to impasses and propose interventions.

The core team consists of experts in behavioural analysis and linguistic markers, a voice and paraverbal indicators analyst and a doctor of psychology who is also an analyst in personality psychology and cybercrime.

This core team is assisted by several practitioners in the fields of law, economic fraud, psychology, criminology, investigation, national and international security, mental health and medicine.

IDENTIFY AND ASSESS EMERGING RISKS

Inviting a consultant to an important meeting to analyse the risks related to communication, relationships, complex situations, hiring an executive, major projects, creating your next strategic plan. The risk is detectable in the unspoken words, the speech, the tone of voice, the relationships, attitudes and behaviour. A report on emerging risks is given to you after the meeting.

ETHICS AND QUALITY STANDARDS

The services provided by the team of profiling analysts are subject to the highest standards of quality and meet the ethical standards and regulations of professional practice in force as established by the professional associations and orders to which each of the specialists belongs.





WHAT DO OUR PROFILERS DO?

With their tools, analysts can also build a detailed representation of the composition of circumstances of complex situations, according to the following categories: dates, facts, places, objects, people, communication and interactions.

These individuals or groups, under the observation of analysts, may mask traits that are characteristic of them, as well as latent and manifest psychodynamics.

Applications of this type of analysis can be very useful in the following situations:

- ✓ **Determining the role and behaviour of individuals in a group**
- ✓ **Understanding the development and complexity of interpersonal conflicts between individuals**
- ✓ **Determining the degree of accuracy or inaccuracy of a subject in an interview or interrogation**
- ✓ **Interactional and behavioural analysis of a board or a new board member**
- ✓ **Analysis of a candidate in an election or of the other party in court**
- ✓ **Getting to know the potential client before a meeting**
- ✓ **Negotiations of all kinds: political or commercial, in crisis situations, during hostage taking, terrorist threats or military interventions**
- ✓ **Mediation: analysis of the parties before the mediation**
- ✓ **Problems within a group**
- ✓ **Drama and conflict**

SCAN Services

SCAN services fill an urgent and real need by integrating innovative tools.

SCAN CELL

Surveillance team specializing in the detection of suspicious behaviour patrolling at risk locations and surveillance cameras in order to prevent the occurrence of a harmful, dangerous or disastrous situation.

The objective of SCAN CELL is to make behavioural analysis specialists and security experts available to organizations (festivals, shows, travel of dignitaries, demonstrations, underground stations, shopping centres, casinos, aggressive individuals, terrorist act detection, shoplifting, rioters, etc.)

The SCAN services fill an urgent and real need by integrating innovative and exclusive tools that aim to increase the level of security within a proactive framework of preventive measures.

Behavioural analysis and gestures decoding are a logical complement to the work of the various security agents in terms of threat detection.



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The time has come for prevention with “state-of-the-art” agents capable of reading the threat before it is too late

DSI - International Security Division

Proud founding member



YOUR ALL-IN-ONE SECURITY REFERENCE POINT

Founded in 2019, the DSI - Division Sécurité Internationale collaboration centre operates in the field of security and offers 360° solutions to our clients via experienced and certified partners with complementary expertise in all areas of security.

Our private group is composed of companies specializing in all areas of security, totalling more than 200 recognized experts, 40 multidisciplinary mentors and a workforce of more than 24,000 people.

Our global expertise includes cyber-protection, physical security and the protection of IT environments.

AFFORDABLE SECURITY FOR ALL

Our international group's mission is to democratise the security industry by making it affordable and transparent for everyone.

INTERNOVECO REPRESENTS THE HUMINT AND PREDICTIVE INTELLIGENCE DEPARTMENT

Benefit from the availability and pooling of our resources and knowledge to protect your business!



Training courses and Keynotes

Relational communication and behavioural analysis help to promote quality interactions with mutual respect for each interlocutor and to establish harmonious and healthy relationships at both professional and personal level.

The main objective is to give participants a good grasp of how to identify the process of gathering information by analysing human behaviour, in order to intervene more effectively.

Let's start!



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Behaviour analysis training LEADERSHIP AND MANAGEMENT



Your mission is to:

- Increase your business relationships
- Get your teams ready for action
- Anticipate and react effectively
- Boost your impact and influence

Behaviour analysis training HUMAN RESOURCES AND LABOUR RELATIONS



Your mission is to:

- Find the perfect candidate for the position
- Recognise the candidate's strengths and weaknesses
- Predict and manage labour relations and crises

Behaviour analysis training BUSINESS DEVELOPMENT AND SALES



Your mission is to:

- Use behavioural analysis to optimise your results
- Intervene according to the customer's reactions
- To be one move ahead in negotiations

Behaviour analysis training SOCIAL WORK PRACTICE



Your mission is to:

- Help individuals, families, groups and communities
- Read the unspoken in order to respond swiftly
- Understand needs by strategic questioning

Behaviour analysis training NONVERBAL CUES IN VIRTUAL MEETINGS



Your mission is to:

- Identify passive and active participants
- Interpret reactions
- Understand the importance of your own communication
- Increase your positive impact online

Behaviour analysis training JUSTICE, LAW AND MEDIATION



Your mission is to:

- Collect information and analyse the client
- Enhance the art of questioning
- Observe in real-time
- Improve the accuracy of predicting behaviour reactions in interviews

Behaviour analysis training DOMESTIC AND FAMILY ABUSE



Your mission is to:

- Detect violence to protect yourself (victims)
- Help vulnerable people (social worker)
- Ask strategic questions (police officers, probation officers)



Behaviour analysis training
START-UPS AND YOUNG ENTREPRENEURS



Your mission is to:

- Create impact with your communication
- Lead meetings like a leader
- Find out what the customer isn't saying!
- Practice the art of questioning to create business

Behaviour analysis training
MENTAL AND PHYSICAL HEALTH



Your mission is to:

- Analyse and assess for a deeper diagnosis
- Detect indicators and prevent certain mental states
- Evaluate the level of motivation in clients/patients

Behaviour analysis training
CUSTOMER SERVICE AND CUSTOMER EXPERIENCE



Your mission is to:

- Analyse your own nonverbal behaviour
- Distinguish signs of interest, annoyance, hesitation, openness, etc.
- Create a climate of trust

Behaviour analysis training
THE ART OF QUESTIONING



Your mission is to:

- Confirm or refute received information
- Redirect questions to obtain reactions
- Ask questions based on the interviewer's words, gestures and tone of voice

Behaviour analysis training
SECURITY, INVESTIGATIONS, CYBERSECURITY



Selecting a programme:

- Intelligence
- Physical security and threat detection
- Investigation
- CCTV and drone analysis
- Surveillance
- Cybersecurity

Behaviour analysis training
TEACHER/STUDENT COMMUNICATION



Your mission is to:

- Decode needs and motivations
- Understand the impact of your words and nonverbal
- Ask questions to better assess the student

Behaviour analysis training
MEDIA AND PUBLIC RELATIONS



Your mission is to:

- Make a successful interview through adapted relational communication
- Give powerful and effective speeches
- Deal with delicate questions

Behaviour analysis training
36-HOUR CERTIFICATION PROGRAMME




Relational communication

- Analysing nonverbal, words, tone of voice and master the art of questioning
- Identifying your interlocutors strategies
- Excelling in relationships

Contacts

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