



## BRACE Analysis

2840 South College Road  
PMB 435  
Wilmington, NC 28412

BRACEAnalysis.com  
Phone: 910-395-6870

Russell L. Smith, M.S., LPA, HSP-PA, MAC, CCBT, NCP, FABFCE  
Owner

Barbara C. Smith, B.A.  
CEO

Behavioral Relativity And Cognitive Economics

BRACE Character Profile™

BRACE™ Work Adjustment Profile

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### BRACE™ for Interviewing, Interrogation, Negotiation, and Profiling for Law Enforcement

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**Purpose and Rationale:** This program is designed to provide cognitive, behavioral, and motivational information about any well known individual (e.g., suspect, terrorist, world leader) or well conceptualized individual, dead or alive (e.g., an UNSUB, historical character, prototypical type). It is designed to be used by Law Enforcement, Homeland Security, intelligence agencies, and criminal justice professionals. It requires minimal training and provides a wealth of information for clinical and non-clinical professionals. In addition to informing approaches to interviewing and interrogation, it can also be use to inform clinical opinions, inform profiles of an UNSUB, inform a task force's problem-solving, inform strategies and tactics for hostage negotiation --- i.e., to profile an individual's characteristics in order to improve related decision-making and outcomes.

The "good cop – bad cop" role playing scripts are essentially *what-to-do and what-not-to-do* interpersonal guidelines based on the subject's personality characteristics. Generally, there should be one outstanding "good cop," but there may be one composite "bad cop" or several "bad cops." Of course, hostage negotiators would generally want to follow the "good cop" guidelines and to specifically avoid relating as a "bad cop." This program can also be used by a task force or private investigator to build a consensus set of input ratings for any "person of interest" to be used for any legal purpose (e.g., narrowing the focus of an investigation). It can also be used by a psychiatrist, psychologist, or clinical social worker to inform clinical opinion for a wide range of diagnostic considerations. Of course, the output graphics and charts are only as good as the input ratings and the input ratings represent the person rated as conceptualized by one or more raters. **Anyone using this program agrees to read the Disclaimer, which is at the end of these instructions.**

In the final analysis, the BRACE Character Profile™ merely puts the image that is in the rater's mind into an objective and meaningful format, which can be shared and considered from many different angles, much like a hologram or a virtual reality tour of a house. The bits and pieces of information included in the input ratings are transformed into a virtual persona of the individual in the mind of the rater. This process is certainly affected by the knowledge base for input ratings, the objectivity and critical thinking skills of the rater, and the adherence of the rater to the BRACE Character Profile™ rating procedures, which are printed on the top of the BRACE Character Profile™ input form.

Simply rate the target subject and match the color coded output to the corresponding roles.

**Step 1: Complete the 75 input ratings** for the BRACE Character Profile™. The instructions are on the first page of the input form, which is a Word for Windows document (also in Adobe format). Actually, all that is needed to complete step 1 is the 75 ratings. The 75 items to rate are also available at [www.BRACEanalysis.com](http://www.BRACEanalysis.com). The basic instructions and form can be copied (yes, this is a copyright release for making copies of the BRACE Character Profile™ input form) and made available in a variety of ways to those providing the input ratings (hard copy, email attachment, etc.).

**Step 2: Enter the input 75 ratings** into the *Raw Data Entry* page of the Microsoft Office Excel template. Save the new file as a Microsoft Excel Workbook with a new file name. Click on the *Cover Page* tab at the bottom of the page. This will take you to the *Cover Page*. On the *Cover Page*, double click on row 14 to enter the identifier (name or file number) for the person rated. This identifier should be short as possible, but no more than 9 consecutive spaces. This identifier will automatically appear on the graphics and charts throughout the spreadsheet. Next, double click on row 15/16 on the *Cover Page* to enter any other essential information, such as the date rated and by whom, or a longer case identifier. This information will only appear on the *Cover Page* as entered.

[At this point, the BRACE Character Profile™ *Basic Graphic*, *DSM-IV-TR\* Profile Comparison* graphic, and the color coded *Analysis Aide* charts have been automatically generated in the Excel program. Note that using the *BRACE Character Program™ for I&I, & Negotiation & Profiling* program only requires completing the input ratings, entering the ratings into the Excel spreadsheet, viewing the *Analysis Aide* charts to locate the appropriate color coded Personality Disorder and matching it to the corresponding role playing script in the Microsoft PowerPoint program. No interpretation or analysis of the graphics and charts is required. However, information about the structure and general interpretive guidelines for the BRACE Character Profile™ are available online at [www.BRACEanalysis.com](http://www.BRACEanalysis.com). Other BRACE™ programs are available at [www.lulu.com/BRACEanalysis](http://www.lulu.com/BRACEanalysis). ]

Click on the *Analysis Aide* tab at the bottom of the Excel workbook. This takes you to the *Analysis Aide* page, which correlates the person or UNSUB rated with prototypical types (the 10 DSM-IV-TR™<sup>1</sup> personality disorders, a 40-point Hare PCL-R™<sup>2</sup>, and Asperger's Disorder). The Analysis Aide chart is color coded throughout, but it is the top section, the *Overall* section, that is most important for the current procedure.

- **green** is a *GO* for high positive correlation (.05 or higher).
- **yellow** is a *CAUTION* for a positive correlation which deserves consideration (.1 to .06).

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<sup>1</sup> American Psychiatric Association: Diagnostic and Statistical Manual of Mental Disorders, Fourth Edition, Text Revision. Washington, DC, American Psychiatric Association, 2000.

<sup>2</sup> Hare, R.D. (1991) The Psychopathy Checklist-Revised. Toronto Canada: Multi-Health Systems

- **red** is a *STOP*, which indicates a negative correlation of .1 or higher.

The 10 numbers across row 5 are the diagnostic codes for the 10 personality disorders from DSM-IV-TR™.

**Analysis Aide chart**

Column 1 =	Paranoid Personality Disorder (301.0)
Column 2 =	Schizoid Personality Disorder (301.20)
Column 3 =	Schizotypal Personality Disorder (301.22)
Column 4 =	Antisocial Personality Disorder (301.7)
Column 5 =	Borderline Personality Disorder (301.83)
Column 6 =	Histrionic Personality Disorder (301.50)
Column 7 =	Narcissistic Personality Disorder (301.81)
Column 8 =	Avoidant Personality Disorder (301.82)
Column 9 =	Dependent Personality Disorder (301.6)
Column 10 =	Obsessive-Compulsive Personality Disorder (301.4)
Column 11 =	prototypical 40-point Hare PCL-R
Column 12 =	Asperger's Disorder (299.80)

It is these codes that are used to link the Excel program to the interpersonal guidelines and role playing scripts in the PowerPoint presentation program. The PowerPoint presentation program contains the interpersonal guidelines for “good cop – bad cop” based on the BRACE Character Profile™. Additionally, summary information about each of the 10 DSM-IV-TR™ personality disorders is included in the Note Pages.

**Green** is a good match in terms of characteristics, the higher the correlation number (r = +0.xx) the stronger the match. **Note that the BRACE Character Profile™ does not make diagnoses**, but rather identifies clusters of cognitive, behavioral, and motivational characteristics which are consistent with a diagnostic category or other prototypical type. **The BRACE Character Profile™ reflects patterns, characteristics of thought, behavior, and motivation --- but there are many potential clinical paths to any cluster of cognitive-behavioral-existential characteristics.** But, any and all personality disorders color coded green are a significant match in terms of characteristics, regardless of what those characteristics mean diagnostically to a clinician (e.g., psychologist, psychiatrist).

**Step 3:** Based on the green color codes from the Excel program, **identify the potential role playing scripts in the PowerPoint program.** The PowerPoint program is designed for training and ongoing implementation. The PowerPoint program includes the interpersonal guidelines for “good cop – bad cop” for each of the 10 DSM-IV-TR™ personality disorders. Depending on the particular interviewing, interrogation, negotiating, or profiling situation and available staff resources, one or more of the personality disorders that were color coded green in the Excel program can be selected for implementation. The information provided in the “good cop – bad cop” scripts is essentially a series of what-to-do and what-not-to-do interpersonal guidelines. Note that one investigator can make good use of the information.

## DISCLAIMER

The BRACE Character Profile™ profiles patterns of maladaptive thought, behavior, and motivation, but it is not a personality assessment. It is as much informed art as science. The BRACE Character Profile™ is designed to profile the “virtual character” that exists in the imagination of one or more people. This “virtual character” need not exist in reality because what is being profiled by the BRACE Character Profile™ is a character as it exists in the mind of one or more people. The BRACE Character Profile™ is not designed to identify an unknown person, to analyze a person’s personality, or to develop a character for a novel, but it can certainly be a useful tool for an investigator, a clinician, or an author. The BRACE Character Profile™ is not designed to anticipate the actions of political leaders, provide consistency for the characters in a TV series, or anticipate the decisions of corporate executives, but it can be used to inform such decision-making. The BRACE Character Profile™ is not designed to profile alleged criminals, their victims, or prospective jurors, but such a database might be of use in focusing an investigation or formulating legal strategies. The BRACE Character Profile™ is not designed to profile your relatives, your next door neighbor, or you, but it can be used to profile the core characteristics of anyone who can be imagined. The point of this disclaimer is to make it explicitly clear that what the BRACE Character Profile™ generates is merely a figment of someone’s imagination. Even the virtual character reflected is distorted to the degree that the instructions were not followed or poor critical thinking skills were applied by those supplying the ratings. Those supplying the ratings are responsible for both the quality of the results and how the results are used. BRACE™ Analysis accepts no responsibility for the input ratings people provide, who people choose to rate, or how people use the results of their ratings. BRACE™ Analysis makes no claims or guarantees related to the usefulness of output graphics or correlation charts or the accuracy of any related narrative analysis. Neither may have any basis in reality. The only guarantee BRACE™ Analysis makes is that the output graphics and correlation charts will be generated by the input ratings. The BRACE Character Profile™ is just a tool that organizes bits and pieces of information in the input ratings into a potentially useful profile. You assume all related ethical, moral, and legal liabilities.

Consequently, BRACE™ Analysis disclaims any and all implied warranties including, without limitation, warranties of fitness for a particular purpose. BRACE™ Analysis does not guarantee, warrant, or make any representation regarding the use, or the results of the use, of the BRACE Character Profile™ or any related graphics or correlations generated by the BRACE Character Profile™ or any related analysis of input ratings and/or output graphics, in terms of usefulness, accuracy, correctness, completeness, reliability, or otherwise. The entire risk as to the results and uses of the BRACE Character Profile™ and related content or information or analysis generated based on your ratings is assumed by you. BRACE™ Analysis, its consultants, and management will not be liable to you or anyone else for consequential, incidental, indirect or special damages arising out of the BRACE Character Profile™ you create, your interpretation or uses of any graphics generated, or any analysis of your ratings or related graphics conducted by BRACE™ Analysis or anyone else.

If you do not agree with this disclaimer, do not use the BRACE Character Profile™.  
Russell L. Smith, owner/developer of the BRACE Character Profile™