



**NOVEL DATA**  
INVESTIGATIVE LEARNING

# ICPI 100

**INTRODUCTION TO A CAREER AS A  
PROFESSIONAL INVESTIGATOR**

**COMMON MISCONCEPTIONS  
ABOUT THE PRIVATE  
INVESTIGATION INDUSTRY**

**SAMPLE DOWNLOAD**



# COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

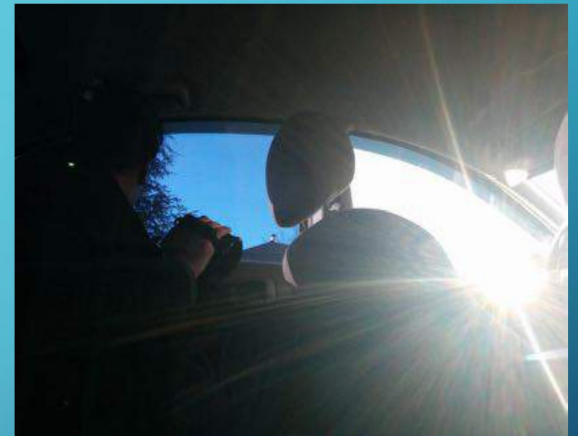
## Objective

Students will learn what the misconceptions of the private investigation industry are and provide insight into true realities

## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

The private investigation industry is highly specialized and widely misunderstood. One of the biggest misconceptions is that private Investigators mostly work on infidelity/matrimonial/domestic assignments or, as the general public might refer to them, cheating husbands/wives' cases. This misconception could not be further from the truth. There are firms that specialize in these types of files, but these files represent about 1% of all investigative work.

Other frequent misconceptions are there is always a lot of excitement; there is no excitement; PIs are granted special power or rights by government; it's easy to become a PI; and PIs are not tech-savvy people, who work only in surveillance







## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

The most common clients of agencies and private investigators are insurance companies, law firms, and private corporations. Investigations conducted for these clients frequently involve potential fraud. Others seek to obtain more detailed information in order to adjudicate or manage a claim.

Many of these cases are mitigated through the hiring of an Investigator. They can include both surveillance and non-surveillance efforts. Investigations often obtain more information faster than legal processes such as discovery (the pretrial disclosure of relevant evidence), thus providing the investigator's clients more information for decision-making.





## EXAMPLE

1. An auto insurance agency could hire an Investigator to discover evidence of a fraudulent auto accident claim.
2. A law firm could hire an Investigator to locate a witness.
3. A business could hire an Investigator to investigate theft.

## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

Two contrasting misconceptions are that the work of a private investigator is exciting and, at the opposite extreme, boring. The truth is somewhere in the middle. There will certainly be exciting days; however, not to the degree television depicts. On the other hand, an investigator will have days with no excitement and little activity, but this should not occur often. A day without activity is usually a day where the client's budget was used ineffectively or incorrectly. Professional Investigators work to maximize the efficient use of the client's budget.







## Exercise

Please take a few moments and provide some examples of special powers, privileges and rights that a private investigator has while conducting investigations for his or her clients?

Please provide as many examples as possible...



# Answer

Investigators do not have special powers, privileges, and rights.





## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

Another misconception is that private investigators are granted extra provincial, state, or legislative powers; however, this is not entirely accurate. A licensed investigator has developed more tools than the general public and is more skilled and aware of how best to leverage those tools. Furthermore, in some jurisdictions, they legally have the right to conduct surveillance. Make no mistake, investigators have legal means and methodologies that make them effective. In contrast, the police have access to vastly more verifiable information, such as nationwide data bases only accessible by law enforcement. Much of the time for most investigations is spent in establishing or verifying information.

## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

“It is easy to become a successful private investigator.” This misconception is fueled by television shows, as well as people’s overestimation of their own abilities and rudimentary grasp of social media. An average person might be able to find one key piece of information on an individual’s social media account, a good Investigator will find all. An average person might be able to follow someone once or twice. They definitely could not follow someone all day every day without being detected or observed.



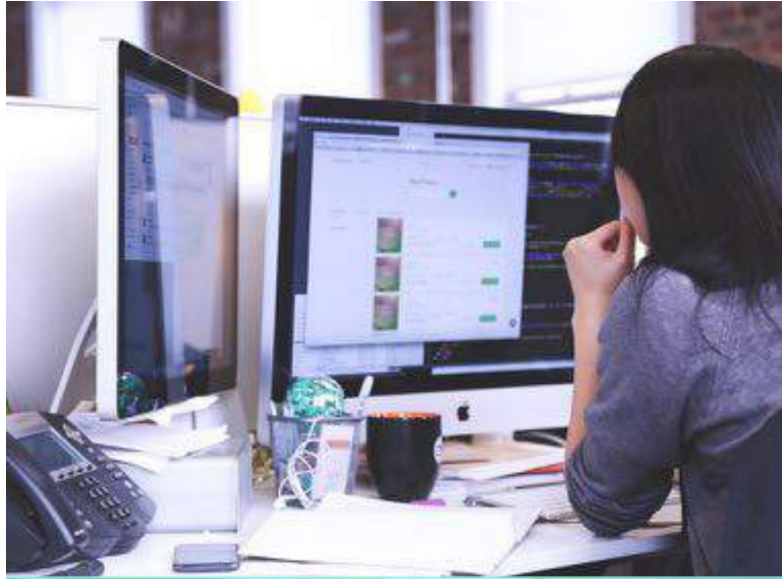


## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

Even the most intelligent person cannot enter this industry and expect to consistently deliver good results in the beginning.

Anyone who wants to be successful as an investigator must consider it to be a profession, not simply a job. In a profession, people continually increase their knowledge and skills, and this is especially true for dedicated private investigators. The term “professional investigator” will be used throughout the course to refer to investigators who have received their unrestricted license.






## COMMON MISCONCEPTIONS ABOUT THE PRIVATE INVESTIGATION INDUSTRY

Finally, the idea that investigators are not tech-savvy is a misconception that is totally out of date. The world of technology is changing daily. As an investigator, you will need to adapt and keep up with the use and effects of technology. Social media has evolved and will continue to do so. Unlike in years past, hiring a new investigator for non-surveillance work is becoming more common. While technological skill is important, it cannot replace learning to think like an investigator. Possessing tools to build a house doesn't make you a house builder.





Provide 5 examples of how technology has changed the way investigations are conducted today vs. 10 years ago?


1.

2.

3.

4.

5.



Provide 5 examples of how technology may change the way investigations are conducted over the next 10 years?

1.

2.

3.

4.

5.