

Course Announcement: **Crisis Hostage Negotiation - Level II (Intermediate)**

Dates: March 20-24, 2017 Hours: 8AM-5PM

Location: IPTM-Jacksonville, Florida

Instructors: Crisis Systems Management Staff

SECOND IN A SERIES OF THREE COURSES

This course will further enhance the knowledge and skills you acquired in IPTM's *Crisis Hostage Negotiations – Level I* course, or its 40-hour equivalent. A more in-depth study of abnormal psychology, subject precipitated homicide, high element negotiation, use of third party intermediaries, hostage reactions and advanced communication techniques will be a primary focus during the course.

There will be an in-depth discussion of a deliberate strategy for an integrated intervention based on the R.E.A.C.C.T. model, as well as presentations on negotiating with both the elderly and hearing impaired.

Uniquely presented in this program are advanced techniques related to the questions posed to subjects and appropriate responses based on the “clusters of five.” You will learn how to say “no,” how to show empathy and how to develop and apply a communication strategy during a negotiation.

In a continued discussion of abnormal psychology, we will examine additional mental health disorders as they relate to crisis negotiation, including depression, bipolar disorder and schizophrenia. We will examine the Subject Precipitated Homicide and behaviors meant to compel law enforcement to respond with deadly force.

Situations that create unique challenges for law enforcement, such as jumpers from bridges, cell towers and overpasses, will be among the advanced concepts discussed. You will also learn guidelines for working with rescue personnel at the scene.

In regards to the hostages involved, we will show you how to interpret the behavior of hostages while in captivity and techniques that you can use when dealing with them directly. The consideration of hostages when developing a deliberate strategy will be explored.

Challenging, team-oriented, scenario-driven practical exercises are an integral part of the course and will allow you the opportunity to practice and refine your crisis negotiation skills.

Topics include:

- Subject precipitated homicide
- Developing a deliberate strategy with the R.E.A.C.C.T. model
- Use of third party intermediaries and interpreters
- Advanced communication techniques (questions)
- Advanced communication techniques (responses)
- Abnormal Psychology II
- The hostage experience
- Negotiating with the hearing impaired
- Negotiating with the elderly

Note: This course is trained in accordance with guidelines established by the National Council of Negotiation Associations.

Prerequisite: You must have successfully completed a basic negotiation course. This class is not recommended for students who have not had previous negotiation training. Requests for exceptions must be submitted and approved by IPTM.

(CEH: 16-hours Technical Skill; 10-hours Interpersonal Perspectives; and 14-hours Skill Development)

Course length: 40 hours