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| Florida Association of Hostage Negotiators  ***for those who make the call…***    October 08, 2021 from 0800-1700  Conversation starters  Itinerary:  730a-8a F.A.H.N Registration / sign-in and refreshments  8a-1145a Course Presentation  1145a-1p Lunch on your own  1p-5p Group training and presentation close  Course Description:  Conversation Starters is a course designed to prepare negotiators for the beginning of a difficult conversation. Rather than memorizing what to say, this course introduces strategies for starting a conversation and the science behind why those strategies work. Students will discuss:   * In-group / Out-group biases and the effects they have on the negotiator, the subject, and the relationship between the two. * The three components of empathy, how to recognize which is most appropriate, and how to employ them effectively on the negotiator's behalf. * Attentional blindness, cognitive capacity, and the critical nature of team participation in a negotiation. * Improving negotiation tactics and negotiator responses by changing the way we look at the negotiator/subject dialogue.   \*\*Certificates will be provided following the training. For more information, please visit [https://www.communicationcynergy.com/](https://urldefense.com/v3/__https:/www.communicationcynergy.com/__;!!B2xI4aecgFRDuw!CcHZ3K0U7eSprmF_O304EXsiPH0iRuP4XntgQgxZsTiJFcFSBR2Bkrt0xDI5JzCcGTqLKg$) | Join us for an 8- hour Conversation Starter training────Presenter:Charles (Chuck) CrosbyCommunication CynergyHosted by:Region 5 Director -Det. Ashley OrndorffPasco Sheriff’s OfficeFAHN Region 5 DirectorFor Questions reference FAHN / Course registration:aorndorff@pascosheriff.org813-447-9754\*Please send a training request up the chain for approval and registrationLocation:Grace family church   22920 State road 54,  Lutz, Florida 33549 \*Cost to Attend: FREE for FAHN Registered Members  Non-members fee: $20.00 per registration |