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| Florida Association of Hostage Negotiators***for those who make the call…***October 08, 2021 from 0800-1700Conversation startersItinerary: 730a-8a F.A.H.N Registration / sign-in and refreshments 8a-1145a Course Presentation1145a-1p Lunch on your own1p-5p Group training and presentation closeCourse 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%3A/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 MembersNon-members fee: $20.00 per registration |