



# Training in Jacksonville, Florida!

## Hostage Crisis Negotiations - Level I

(40 Hours)

### FIRST IN A SERIES OF THREE COURSES

The first in a series of three progressive courses, IPTM's *Hostage Crisis Negotiations—Level I* addresses the fundamental skills of a successful negotiator. We will prepare you to work as part of an agency negotiation team by teaching you the skills required to respond to a hostage incident or a person in crisis and de-escalate the situation.

You will learn techniques for engagement, de-escalation, team roles and responsibilities, managing intelligence, equipment use and set-up, as well as strategies to overcome resistance and emotional arousal.

Challenging practical exercises are an integral part of the course and provide you with an opportunity to practice and improve your negotiation skills.

#### Topics include:

- Introduction to negotiation
- Negotiation philosophy
- Negotiation team responsibilities
- Negotiation techniques
- Behavioral profiles
- Initial response and team set-up (Negotiation Operations Center)
- Personnel and equipment resources
- Information gathering and maintenance
- Stress management
- Use of force issues
- Practical training exercises: individual, pair and team

**Audience:** You must be a sworn member of law enforcement or corrections, hostage negotiator, patrol officer, military investigative personnel, non-law enforcement member of a crisis negotiation team, mental health professional or clergy member supporting law enforcement activities. Requests for exceptions must be approved by IPTM. *Class is restricted to sworn and non-sworn law enforcement personnel.*

**Note(s):** For Florida officers, this course will not qualify for Salary Incentive Credit for FDLE course "Hostage Negotiation." This course meets the Florida Department of Law Enforcement/CJSTC standards and national standards.

**Course Fee:** \$795

**Nov. 28-Dec. 2, 2022**

**IPTM/University of North Florida  
12000 Alumni Drive  
Jacksonville, FL 32224**

#### REGISTRATION AND FEES

Full payment must accompany all registrations. You may register online at [www.IPTM.org](http://www.IPTM.org) and pay with your Visa, MasterCard, Discover or American Express credit card, or you may download a registration form and mail it to IPTM with a check.

#### CANCELLATION/REFUND POLICY

Complete the Cancellation Request Form and return it to IPTM. No telephone cancellations will be accepted. A 20% administrative fee will be assessed to all refunds if the cancellation request is received within 14 days of the course start date. In lieu of a refund, student substitutions can be made or a credit can be issued for a future course. No refunds will be given for no-shows.

#### LODGING

Most locations are served by several major airlines. Ground transportation, food and lodging are the responsibility of the student. For more information, please visit our website at [www.IPTM.org](http://www.IPTM.org) or call us at (904) 620-4786.

#### COURSE CONFIRMATIONS

A minimum number of registrations must be received for a class to run as scheduled. When the minimum criterion has been met, you will receive confirmation by email.

**Please do not make airline reservations until you receive written notification confirming that the course will run as scheduled.**

**To register for this course online, please visit our website at: [www.IPTM.org](http://www.IPTM.org)**



# Institute of Police Technology and Management

University of North Florida

## Registration Form

### STUDENT INFORMATION

First Name: \_\_\_\_\_ Day Phone: \_\_\_\_\_  
 Middle Initial: \_\_\_\_\_ Student Fax Number: \_\_\_\_\_  
 Last Name: \_\_\_\_\_ Student Email: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Address 2: \_\_\_\_\_  
 Zip Code: \_\_\_\_\_  
 City: \_\_\_\_\_  
 State: \_\_\_\_\_  
 Occupation (Rank): \_\_\_\_\_  
 Employer (Agency Name): \_\_\_\_\_

*Americans with Disabilities Act Program Accessibility:*  
 Individuals who require reasonable accommodation in order to participate must notify the registrar at (904) 620-IPTM at least five working days prior to the class.

### COURSE INFORMATION

Course Title: \_\_\_\_\_  
 Course Dates: \_\_\_\_\_  
 Course Location: \_\_\_\_\_  
 Course Fee: \$ \_\_\_\_\_

**Full payment must accompany all registrations!**

*Please do not make airline reservations until you receive written notification confirming that the course will run as scheduled.*

### PAYMENT INFORMATION

*Payment must be submitted with your registration.*

Check enclosed for: \$ \_\_\_\_\_ *Make check payable to: Institute of Police Technology and Management*  
 Bill my:  Visa  MasterCard  American Express  Discover for \$ \_\_\_\_\_  
 Card #: \_\_\_\_\_ 3- or 4-digit security code: \_\_\_\_\_  
 Name as it appears on card: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
 Email receipt to: \_\_\_\_\_

#### CANCELLATION/REFUND POLICY:

Complete the Cancellation Request Form found at [www.iptm.org](http://www.iptm.org) and return it to IPTM. No telephone cancellations will be accepted. A 20% administrative fee will be assessed to all refunds if the cancellation request is received within 14 days of the course start date. In lieu of a refund, student substitutions can be made or a credit can be issued for a future course. No refunds will be given for no-shows. Refunds will normally be processed in 6-8 weeks.

### REGISTERING PERSON'S INFORMATION (If different than student)

Registering Person's Name: \_\_\_\_\_  
 Registering Person's Title: \_\_\_\_\_ Phone Number: \_\_\_\_\_  
 Registering Person's Email: \_\_\_\_\_

**Return to:** Institute of Police Technology and Management/University of North Florida  
 12000 Alumni Drive • Jacksonville, Florida 32224-2678  
 Phone: (904) 620-IPTM (4786) • Fax: (904) 620-2453 • E-mail: [info@iptm.org](mailto:info@iptm.org)