



# Training in Jacksonville, Florida!

## Hostage Crisis Negotiations - Level II

(40 Hours)

**SECOND IN A SERIES OF THREE COURSES**

This course will further enhance the knowledge and skills you acquired in IPTM's Hostage Crisis Negotiations—Level I course, or its 40-hour equivalent. As advanced negotiation concepts are introduced, the primary focus shifts to team building and team roles and responsibilities. In addition, we will take an in-depth look at a subject's psychological state and examine methods to de-escalate situations involving subjects displaying psychosis/psychotic behavior and schizoid affective disorders, domestic violence and the cycle of violence, paranoid personality types and avoidance/dependent personality disorders to achieve cooperation.

Communication techniques are the primary means of event resolution. Therefore, a continual study and practice of communication skills developed during the basic course of training will be enhanced. Developing trust and empathy between the subject and negotiator, de-escalation, appropriate listening and responsive techniques will be integral parts of the training.

We will also discuss uniquely challenging events for responders and negotiators – such as murder/suicide, suicide-by-cop, locational suicidal activity, planned stand-offs, annihilators and domestic violence crises – and explore methods for resolution.

You will have an opportunity to practice and advance your negotiation skills with more complex scenario-based practical exercises, including negotiation problems, team driven training, use of negotiation equipment and managing a crisis event.

**Prerequisite:** You must have successfully completed IPTM's Hostage Crisis Negotiations—Level I course or its 40-equivalent. This class is not recommended for students who have not had previous negotiation training. Request for exceptions must be submitted and approved by IPTM.

### Topics include:

- Subject suicidality: suicide-by-cop, murder/suicide, location suicidality
- Negotiation strategies for mentally-ill, psychotic and paranoid personalities
- Advanced negotiation techniques
- Managing stress during the negotiation process
- Managing intelligence (Advanced)
- Special problems
- Preparing for the protracted event

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

**Course Fee:** \$795

**June 27-July 1, 2022**

**December 5-9, 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)