



Training in Ocala, 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.

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.*

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.

Course Fee: \$795

**August 22-26, 2022
Ocala, Florida**

**Course will be held at the:
Ocala Police Department
402 South Pine Avenue
Ocala, FL 34471**

REGISTRATION AND FEES

Full payment must accompany all registrations. You may register online at 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.

COURSE CONFIRMATIONS

A minimum number of registrations must be received for a class to run as scheduled. When the minimum criterion has been met, written confirmation will be mailed, faxed, or emailed to you.

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

TRANSPORTATION AND LODGING

Most locations are served by several major airlines. Ground transportation, food and lodging are the responsibility of the student. However, hotels in the listed areas offer a special rate to IPTM program participants. For more information, please visit our website at www.IPTM.org or call us at (904) 620-4786.

To register for this course online, please visit our website at:

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 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
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