



## BASIC CRISIS NEGOTIATIONS

### SCHEDULE

#### DAY 1

- Course Introduction, Overview and Administration
- Foundations for Crisis Negotiations
- Active Listening
- Practical Exercises (Principles from Day 1)

#### DAY 2

- Group Takeaways and Discussion
- Team Roles, Communication, and the Use of the Media
- Negotiation Dynamics
- Practical Exercises (Principles from Day 2)

#### DAY 3

- Group Takeaways and Discussion
- Suicide Intervention
- Intelligence Exploitation
- Practical Exercises (Principles from Day 3)

#### DAY 4

- Group Takeaways and Discussion
- Behavioral Assessments and Types of Subjects
- Influence
- Indirect Negotiations
- Practical Exercises (Principles from Day 4)

#### DAY 5

- Briefing
- Scenario Training
- Briefing
- Scenario Training
- Debrief / Course Closeout

### 40 HOURS OVER 5 DAYS

This entire course is conducted online via Zoom and covers the same material as the residency version.

This is a basic level course designed for law enforcement and corrections personnel, mental health professionals, supervisors / team leaders and commanders who are assigned to, work with, or oversee the functions of a crisis/hostage negotiations team. This course is also appropriate for law enforcement and corrections personnel who aspire to join a crisis/hostage negotiations team. This curriculum is designed to meet the standards set forth by the National Council of Negotiations Associations for a basic course of study for police crisis/hostage negotiators. Although it is a “basic” course, it represents a robust and comprehensive view of the most likely negotiation problems and best techniques to resolve them peacefully. It is suitable for experienced negotiators desiring a refresher course.

***NOTE: Students will participate in group discussions and produce written documents to enhance team preparedness. This version of Basic Crisis Negotiations is conducted entirely online through a live instructor-led process. Students will need a computer or tablet with webcam and microphone capabilities in order to participate in this course.***

### LEARNING OBJECTIVES

- Foundations for Crisis Negotiations
- Active Listening Skills
- Team Roles, Communication, Use of the Media Negotiation Dynamics
- Suicide Intervention Skills
- Intelligence Exploitation
- Behavioral Assessments and Types of Subjects Influence and Gaining Compliance
- Managing Indirect Negotiations