

# Crisis/Hostage Negotiation Level II (Intermediate)

Presented by Crisis Systems Management, LLC

February 22-26, 2021 8 a.m.–4:50 p.m. | Spokane, Washington

**HOSTED BY**  
Washington  
State Patrol



## COURSE DESCRIPTION

This course will further enhance the knowledge and skills acquired in the Crisis Hostage Negotiation Level I – Basic course, or its 40-hour equivalent. Theme-based Crisis Negotiation, Deliberate Strategy, Using Third-party Intermediaries and Interpreters, High Element Negotiation and Tactical Considerations are among the intermediate topics.

Theme-based Crisis Negotiation requires the negotiator to develop strategies which incorporate factors present in an incident, including the subject's capacity to empathize with others, the subject's character traits, and the scene dynamics; you will learn how to effectively leverage these factors. This block focuses on theme development as an advanced communication technique for building rapport and influencing the subject toward resolution.

There will be an in-depth discussion of deliberate strategy that features concepts of risk assessment, structured brainstorming and decision-making as they relate to crisis negotiation. Included in this block is a dynamic table-top exercise that challenges teams to consider critical elements in developing a meaningful team-oriented strategy.

The use of third-party intermediaries (TPIs) is a frequent consideration in police stand-offs. An in-depth discussion introduces the use of a TPI vetting tool which is later reinforced during practical exercises.

In regard to the hostages involved, we will show you how to interpret the behavior of hostages while in captivity and techniques you can use when dealing with them directly. The consideration of hostages when developing a deliberate strategy will be explored as well as considerations for managing released hostages.

Uniquely presented in this program are advanced techniques related to the questions posed to subjects and appropriate responses based on the "Bunches of Five." You will learn how to say "no," how to show empathy, and how to keep dialogue moving forward in a positive direction.

We will discuss in depth tactical considerations during crisis incidents involving high-risk warrant service, hostage taking and barricaded subject incidents.

We will examine Subject Precipitated Homicide, Suicide-by-Cop, and behaviors meant to compel law enforcement to respond with deadly force. You will learn how to assess behavior, evaluate risk, and apply techniques in consideration of behavior and risk.

Lastly, situations that create unique challenges for law enforcement, such as jumpers from bridges, cell towers and overpasses, will be among the advanced concepts discussed. You will also learn guidelines for scene management and working with rescue personnel at the scene.

Challenging, team-oriented, scenario-driven practical exercises are an integral part of the course and will allow you the opportunity to practice and refine your crisis negotiation skills.

### Topics include:

- Theme-based Crisis Negotiation
- Applying Deliberate Strategy
- Use of Third-party Intermediaries and Interpreters
- The Hostage Experience
- Advanced Communication Techniques (Questions/Responses)
- Tactical Considerations
- Subject Precipitated Homicide
- High Element Negotiation

## LOCATION

Valleyford Community Church  
13015 S. Madison Road  
Valleyford, WA 99036

## REGISTRATION FEE

\$545.00 per person  
Register at [crisisnegotiation.us](http://crisisnegotiation.us)

## RECOMMENDED LODGING

Tru by Hilton Spokane Valley  
13509 E. Mansfield Ave  
Spokane Valley, WA 99216  
509-782-9878  
*Ask for Government Rate*

## QUESTIONS

### Registration Questions:

Troy King  
[troydking@crisisnegotiation.us](mailto:troydking@crisisnegotiation.us)  
360-702-6773

### Curriculum/Prerequisite Questions:

Deb McMahon  
[crisisnegotiation@gmail.com](mailto:crisisnegotiation@gmail.com)  
417-594-1499

### Regarding the Training Site:

Trooper Steve Morphy  
[Steven.Morphy@wsp.wa.gov](mailto:Steven.Morphy@wsp.wa.gov)  
425-941-3875



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Visit [crisisnegotiation.us/events](http://crisisnegotiation.us/events) for current training opportunities.



CRISIS SYSTEMS MANAGEMENT LLC

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CSM is committed to providing training and consulting services to law enforcement and Department of Defense agencies throughout the world in the fields of crisis/hostage negotiation, law enforcement resiliency, and peer support.  
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