



*Presents*

# Advanced Crisis (Hostage) Negotiations

**20 hours | Two and one-half days | Tuition \$357 – POST Plan IV**

**Description:**

This two and one-half day course is designed to prepare further the experienced crisis negotiator for the various challenges they can expect during negotiations events. The course structure takes actual case examples and anticipated troubling issues negotiators have faced to assist students in identifying and addressing various incident influences and challenges. The highly popular segment, “Incident Autopsies,” engages the experienced negotiator student in an open discussion forum wherein challenges of negotiations are examined and strategies developed to help others overcome similar future issues.

This course is presented entirely from the practitioner’s perspective through interactive discussion, practical exercises, and specific case studies examining real challenges negotiators have faced during actual events. Our experienced instructors from across California have extensive backgrounds in crisis negotiations.

**Topics:**

Team building // Leadership roles // Scenario based training // “Incident Autopsies” // Psychological issues // Cultural and language issues // Worst-case scenarios // Challenges of the subject type // Incident influences – internal and external// More...

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