

# € TRAINING

Negotiators of Kidnapping or Hostage Taking



22 - 26 December 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



# Negotiators of Kidnapping or Hostage Taking

REF: S1574 DATE: 22 - 26 December 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 5850 Euro

## Introduction::

This training program equips participants with the specialized knowledge and skills required to negotiate in situations involving kidnapping or hostage-taking. Through it, participants will emerge as proficient negotiators capable of handling high-stakes scenarios with confidence and compassion.

## Program Objectives:

At the end of this program, participants will be able to:

- Apply advanced negotiation tactics to effectively communicate in high-pressure situations.
- Strategically manage crisis scenarios involving kidnapping or hostage-taking with confidence and proficiency.
- Conduct psychological profiling to understand the motivations and behaviors of perpetrators.
- Navigate complex legal and ethical considerations while prioritizing the safety and well-being of hostages.
- Utilize specialized techniques to negotiate successfully and bring about peaceful resolutions to hostage situations.

## Program Outlines:

### Unit 1:

#### Tactical Communication Strategies:

- Active Listening Techniques.
- Empathy and Rapport Building.
- Negotiation Phases and Strategies.
- Managing Emotional Escalation.
- Establishing Trust and Credibility.

### Unit 2:

#### Crisis Management Protocols:

- Risk Assessment and Analysis.

- Developing Contingency Plans.
- Coordinating with Law Enforcement Agencies.
- Crisis De-escalation Techniques.
- Adapting Strategies to Dynamic Situations.

### Unit 3:

#### Psychological Profiling and Analysis:

- Understanding Perpetrator Behavior.
- Identifying Motives and Intentions.
- Analyzing Group Dynamics in Hostage Situations.
- Managing Stockholm Syndrome.
- Negotiating with High-Profile or Ideologically Motivated Captors.

### Unit 4:

#### Legal and Ethical Considerations:

- Compliance with International Laws and Protocols.
- Balancing Negotiation Tactics with Legal Constraints.
- Ethical Dilemmas in Negotiating for Human Lives.
- Ensuring Victim Safety and Well-being.
- Post-incident Debriefing and Evaluation.

### Unit 5:

#### Advanced Crisis Negotiation Techniques:

- Tactical Empathy in High-Stakes Situations.
- Dealing with Time Pressure and Deadlines.
- Negotiating in Extreme Environments.
- Handling Multiple Demands and Requests.
- Implementing Negotiation Closure Strategies.

