This course will further enhance the knowledge and skills you acquired in IPTM’s Crisis Hostage 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

**Prerequisite:** You must have successfully completed IPTM’s Crisis Hostage 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.

**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

**Course Fee:** $650