

Crisis/Hostage Negotiation Level III (Advanced)

Presented by Crisis Systems Management, LLC

July 7-11, 2025 8 a.m.–5 p.m. | Anchorage, Alaska

HOSTED BY

Anchorage
Police Department



COURSE DESCRIPTION

The third in a series of three progressive courses, Crisis Hostage Negotiation – Level III (Advanced) prepares you for the most complex and challenging aspects of crisis negotiation – leading crisis negotiation teams and managing crisis incidents. We will take you from policy development, to recruiting, selecting, and training crisis negotiation teams, and to managing legal risk.

We will begin with an in-depth look at policy development for crisis negotiation teams and addressing a number of issues including responsibilities, procedures, training, and critical liabilities related to policy.

Selecting the right personnel to serve on a negotiation team may be the most important decision a team makes; we will discuss the core competencies of effective crisis negotiators and methods for their selection.

Operational case studies are an integral aspect of developing teams and establishing best practices within the field of crisis negotiation. Students will learn how to prepare case studies for presentation for peer audiences. Many of the case studies prepared within this academic environment have gone on to be popular at state negotiation association conferences around the country.

Among the most challenging aspects of being a Crisis Negotiation Team Leader is planning, facilitating and evaluating scenario-driven training. You will learn how to turn relevant training objectives into a valuable training day for your team. An in-depth look at writing meaningful team-oriented scenarios will assist team leaders in creating realistic training.

Students will also learn how to conduct meaningful operational debriefings that help your team grow from both training and operational experiences.

An advanced special population negotiation topic will be presented, giving insight and tools for negotiating with a particular special population. Past topics have included: Negotiating in a Corrections Environment, Negotiating with the Fellow Officer, Negotiating with Sovereign Citizens, and more.

'20 Team Hacks' is a contemporary look at what Team Leaders can do to improve team performance and standing within their agency and community. Each of the Team Hacks presented are steps Team Leaders can take back to their agencies and begin to implement immediately.

In keeping with the advanced nature of this course, students will plan, facilitate, and evaluate a culminating scenario-driven practical exercise. Student performance will be carefully evaluated and in-depth feedback will be provided during a comprehensive after-action debriefing.

Students will also participate as a member of a small group responsible for developing and presenting projects in one of five topic areas: Case study preparation, team selection, training facilitation, scenario writing or policy development.

Topics include:

- Policy Development for Crisis Negotiation
- Recruiting, Selecting, and Training Crisis Negotiation Teams
- Preparing Case Studies for Crisis Negotiation
- Planning, Facilitating, and Evaluating Scenario-driven Training
- Operational Debriefings
- Contemporary Issues in Crisis Negotiation
- 20 Team Hacks for Crisis Negotiation Teams

LOCATION

Anchorage Police
Dept. Regional
Training Center
3760 W. Dimond Blvd
Anchorage, AK 99502

REGISTRATION

\$595.00

Register at
crisisnegotiation.net

RECOMMENDED LODGING

Captain Cook Hotel
939 W. 5th Avenue
Anchorage, AK 99501
907-276-6000

Or Marriott Hotel
820 W. 7th Avenue,
Anchorage, AK 99501
907-279-8000

Ask for government rate.

QUESTIONS

Registration and Curriculum/
Prerequisite Questions:

Troy King
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Regarding the Training Site:

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CRISIS SYSTEMS MANAGEMENT LLC