

NEGOTIATION

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Definitions

- trying to influence others.
- bargaining towards a compromise / agreement.

Hostage Negotiation

Scenario is :

- hostage(s) (H) seized by hostage taker(s) (HT) ;
- demands issued, back with
 - threats,
 - deadline ;
- Gov't wants the H released / rescued unharmed.

Objective

- to talk the HT into releasing the H :
- without violence ;
- conceding as little as possible, and subject to the proviso that nothing be said or done while might pre-empt as successful hostage rescue.

Threatened Suicide

Objective

to talk the subject into making his / her own decision to move to safety.

WHY NEGOTIATE ?

Hostage situations

Our options

- assault ;
- chemical agents : gas, drugs etc
- containment and demand for surrender
- containment and negotiation ; &
- etc.

While talking

- Incident Cdr will plan assault in case the negotiations fail ;
- Immediate action in case HT change their minds ;

We do contain the situation

Time is usually on our side

- (i) extend deadlines, broaden Gov't options by providing time :
 - for intelligence gathering
 - for Police to prepare an Action plan, SDU etc
 - for Gov't to formulate a face-saving compromise package ;
 - as a hedge against unforeseen delays.

HT more amenable to compromise

- increase basic human needs for food etc ;
- reduces stress, anxiety, emotion ;
- increase rationality ;
- allows the Stockholm Syndrome to develop ;
- permits the development of rapport and trust ; &
- reduces expectations.

The Stockholm Syndrome

- The H will begin to have positive feelings towards their captors ;
- The H will begin to have negative feelings towards the authorities : &
- The HTs will begin to develop positive feelings towards their hostages.

Practicality

- (i) Assault ;
- (ii) Using chemical agents ;
- (iii) Starve-out HT ; &
- (iv) etc.

Threatened Suicides

- dealing with a human tragedy ;
- saving life ; &
- etc.

Why we need you (Police Negotiator)

- pre-trained
- gain greater co-operation from other Departments
- clear objectives

We are going to help !

Thank You !