

3RD ANNUAL BLUE RIDGE NEGOTIATOR'S CHALLENGE

Presented by Crisis Systems Management, LLC

April 9-10, 2024 8:00 a.m.–4:30 p.m.

Cary, NC (Raleigh)

HOSTED BY
Cary Police
Department



COURSE DESCRIPTION

Day 1

Team Building for CNTs: Brainstorming and Decision Making

Decisions made by a group are usually better than decisions made by a single person. Teams must take advantage of their time off the phone to engage in structured brainstorming. It is a powerful technique to help negotiators assess risk and plan tactics.

Structuring brainstorming is more than just kicking around good ideas about what the negotiator is going to say the next time he or she is on the phone – it's about strategizing toward a successful and risk-effective resolution.

Students will learn tried and true techniques for making the best of structured brainstorming sessions.

The most significant decision made during a crisis incident will involve a decision to use deadly force. Decisions will be based on the information available and the best decisions will be based on timely and accurate information.

Proficiency in making decisions during a chaotic and emotionally driven incident requires teams to develop strategies for gathering information as quickly as possible with an understanding there is not enough time to apply traditional decision-making models.

This course prepares students to develop effective techniques for both structured brainstorming and the important decisions that follow.

Negotiating with Domestic Terrorists

This course will provide an overview of the current domestic terrorist groups operating within the United States, including

racially-motivated violent extremists, anti-government / anti-authority extremists, animal rights / environmental extremists, and other domestic terrorism threats. Students will learn ideologies espoused by the different groups as well as verbal, visual, and behavioral indicators for each group.

Negotiating with domestic terrorist groups requires an active and ongoing intelligence effort on the part of the team. Methods for researching and obtaining intelligence regarding these groups will be presented.

Students will learn to apply effective techniques and strategies for negotiating with individual(s) espousing domestic terrorist beliefs.

Day 2

Negotiator Challenge

Day 2 consists of a competitive scenario-driven event for up to ten teams. This complex scenario is based on a domestic terrorist based incident full of interesting learning objectives for crisis negotiation teams. Teams will be judged by experienced peers and subject matter experts using a 10-category format including 'Intelligence Management', 'Communication', 'Risk Assessments', and 'Documentation'. All teams will be competing using the same scenario and judging criteria. Teams are limited to 8 persons each, but teams are encouraged to bring as many people as they would like. Additional team members may observe other teams, assist in facilitation, participate as role players, or serve as judges. Each team must provide one experienced person to the judge's pool.

LOCATION

The Shepherd's Church
6051 Tryon Rd
Cary, NC 27518

REGISTRATION FEE

\$95 per person
Register at crisisnegotiation.net

LODGING

Homewood Suites by Hilton
555 Crossroads Blvd
Cary, NC
919-745-8589
Ask for government rates.

QUESTIONS

**Registration, Curriculum
and Prerequisite Questions:**
Christel Boeck
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Regarding the Training Site:
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