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NEGOTIATIONS FOR PATROL 2-DAY & SCENARIOS

Are you ready to master the moments that matter most, before tactical teams arrive? Elevate skills in effective and field-tested negotiation and communication techniques. Led by a hostage negotiator, this training equips officers to stabilize volatile scenes, influence behavior, and gather critical information when you are the first responders.



- ✓ **Build confidence** handling volatile street encounters. No hesitation.
- ✓ **Influence behavior confidently under real-world pressure. No shortcuts.**
- ✓ **Stabilize crises with thorough planning and information gathering.**
- ✓ **Manage crises before tactical support arrives. Stay steady.**

Benefit from practical negotiation techniques designed for real patrol investigations. Build confidence stabilizing scenes, gathering critical information, and preparing incidents for tactical response when specialized teams arrive. Through hands-on exercises and realistic scenarios, officers develop reliable skills to manage volatile encounters and move cases forward safely. These aren't theories—they're field-tested practices built through repetition in real-world situations.

May 12 & 13, 2026
Tuesday & Wednesday
8 am - 5 pm

Hosted by:

Salina Police Department
Salina Regional Training Center
3770 Yost Dr.

Salina, Kansas



AI Practice Scenarios!

Curriculum

[Register
Here](#)

- Crisis Negotiation for Patrol
 - Skills to stabilize volatile encounters and establish communication control before tactical resources arrive.
- Active Listening & Verbal Containment (ALS / MOREPIES)
 - Increase cooperation, reduce resistance, & gather critical real-time information during high-stress encounters.
- Scene Stabilization & Tactical Preparation
- Command Triangle & Team Roles
 - Understand how patrol, supervisors, and negotiators integrate effectively during evolving incidents.
- Behavioral Change Stairway & Decision Dynamics
 - Apply behavioral progression frameworks to influence cooperation and guide voluntary compliance.
- Phases of Negotiation
 - Move incidents through Venting, Dialogue, and Surrender
- Suicide Intervention Skills
- Direct engagement techniques, suicide ladder assessment, crisis qualification, and next-step planning.
- Practical Decision-Making for Patrol
- Scenario-Based Training & Role-Playing
- Hands-on tactical communication exercises
- Back-to-Back Communication Drills.

AI Practice Scenarios!

