



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Hostage and Suicide Negotiation Fundamentals

Law, Military Science and Security / Safety in Society

Unit Standard 256014 · NQF Level 6 · 12 Credits · 9 Days

COURSE OVERVIEW

This course equips learners with the theoretical and practical skills required to effectively manage hostage and suicide negotiation incidents. It focuses on communication strategies, crisis intervention techniques, and ethical decision-making within a South African context.

Category	Law, Military Science and Security
Subfield	Safety in Society
Unit Standard	256014
Accreditation	SAQA Accredited · NQF Level 6 · 12 Credits
Duration	9 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Demonstrate an understanding of the principles and phases of hostage and suicide negotiations.
- Apply effective communication techniques, including active listening and empathy, during negotiation scenarios.
- Analyze the psychological dynamics of perpetrators and victims in crisis situations.
- Evaluate the legal and ethical considerations relevant to hostage and suicide negotiations.
- Implement de-escalation strategies and crisis intervention techniques to resolve incidents safely.
- Design a negotiation plan incorporating risk assessment and multi-agency coordination.

WHO SHOULD ATTEND

- This course is designed for law enforcement officers, security personnel, emergency responders, and mental health professionals who may be involved in crisis negotiation situations.

COURSE OUTLINE

Day 1: Introduction to Hostage and Suicide Negotiation

- History of hostage and suicide negotiation
- Key terminology: hostage, barricade, suicide, crisis
- Roles of negotiators, command, and tactical teams
- Psychological principles: crisis theory, emotional states
- Ethical and legal considerations

Day 2: Communication Skills for Negotiators

- Active listening: paraphrasing, reflecting, summarising
- Verbal de-escalation: tone, pacing, word choice
- Open-ended vs. closed questions
- Building rapport: empathy, validation, trust
- Non-verbal communication cues

Day 3: Crisis Intervention and Suicide Assessment

- Suicide warning signs and risk factors
- Suicide risk assessment tools
- Crisis intervention models: Roberts' Seven-Stage, SAFER-R
- Collaborating with mental health experts
- Safety planning and referral

Day 4: Negotiation Strategies and Tactics

- Time as a tactical resource
- Behavioral Change Stairway Model: active listening, empathy, rapport, influence
- Problem-solving: identifying interests, generating options
- Handling demands: delaying, reframing, trading
- Deadline management and stalling tactics

Day 5: Hostage Situations – Dynamics and Management

- Hostage dynamics: Stockholm syndrome, survival mechanisms
- Phases of hostage negotiation: assessment, containment, negotiation, resolution
- Liaison with tactical and command elements
- Hostage safety protocols
- Case studies of successful resolutions

Day 6: Special Populations and Cultural Considerations

- Negotiating with mentally ill subjects: psychosis, personality disorders
- Substance abuse and withdrawal crises
- Cultural sensitivity: language barriers, religious beliefs
- Juveniles and elderly: developmental considerations
- Gang and extremist ideologies

Day 7: Team Dynamics and Command Structure

- Negotiation team roles: primary, secondary, coach, scribe
- Command post setup: equipment, log keeping
- Communication protocols: radio, phone, written
- Stress management for negotiators

- Debriefing and after-action reviews

Day 8: Legal and Ethical Dimensions

- South African criminal procedure and mental health acts
- Use of force continuum and legal limits
- Ethical dilemmas: deception, manipulation, promises
- Documentation and evidence preservation
- Confidentiality vs. duty to warn

Day 9: Scenario-Based Integration and Final Assessment

- Multi-phase simulated hostage and suicide incidents
- Role-play with actors and real-time feedback
- Team coordination and command post operations
- After-action debriefing
- Written examination covering all unit standards

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **12 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 36,600.00	R 36,600.00
1	In-House	R 47,600.00	R 47,600.00
1	On-Campus (Pretoria)	R 55,000.00	R 55,000.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	20 Aug 2026	On-Campus	Durban, South Africa
10 Aug 2026	20 Aug 2026	On-Campus	Mauritius
11 Aug 2026	21 Aug 2026	On-Campus	Cape Town, South Africa
12 Aug 2026	24 Aug 2026	On-Campus	Dubai, UAE
13 Aug 2026	25 Aug 2026	On-Campus	Pretoria, South Africa
14 Aug 2026	26 Aug 2026	On-Campus	Abu Dhabi, UAE
17 Aug 2026	27 Aug 2026	On-Campus	Shenzhen, China
18 Aug 2026	28 Aug 2026	On-Campus	Dubai, UAE

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 256014) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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