



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, Suicide and Kidnapping Negotiation Fundamentals

Law, Military Science and Security / Safety in Society

Unit Standard 256015 · NQF Level 6 · 15 Credits · 12 Days

COURSE OVERVIEW

This course equips learners with the fundamental skills and knowledge required to effectively participate in hostage, suicide, and kidnapping negotiations. It covers the principles of crisis negotiation, communication strategies, and psychological dynamics, enabling learners to contribute to resolution efforts in high-stress environments.

Category	Law, Military Science and Security
Subfield	Safety in Society
Unit Standard	256015
Accreditation	SAQA Accredited · NQF Level 6 · 15 Credits
Duration	12 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Apply the principles and phases of hostage, suicide, and kidnapping negotiations.
- Demonstrate effective communication techniques, including active listening and rapport building, in crisis situations.
- Analyze the psychological and behavioural dynamics of perpetrators and victims during negotiation incidents.
- Evaluate the risks and ethical considerations involved in negotiation processes.
- Implement strategies for managing stress and maintaining personal safety during negotiations.
- Coordinate with multi-disciplinary teams to support negotiation objectives.

WHO SHOULD ATTEND

- This course is designed for security personnel, law enforcement officers, emergency response team members, and corporate security managers who may be involved in or support negotiation incidents.

COURSE OUTLINE

Day 1: Introduction to Crisis Negotiation

- Overview of negotiation types
- Historical case studies
- Legal framework in South Africa
- Ethical responsibilities
- Communication basics
- Stress management for negotiators

Day 2: Psychological Aspects of Crisis

- Hostage taker psychology
- Suicide intervention theory
- Kidnapper motivations
- Stockholm syndrome
- Crisis behaviour patterns
- Mental health first aid

Day 3: Communication Techniques

- Active listening components
- Open-ended questioning
- Paraphrasing and summarising
- Emotional labelling
- Silence as a tool
- De-escalation language

Day 4: Negotiation Process and Stages

- Pre-negotiation assessment
- Opening statements
- Bargaining phase
- Concession management
- Closing techniques
- Post-incident debrief

Day 5: Hostage Negotiation Specifics

- Hostage taker demands
- Barricade situations
- Communication with tactical units
- Intelligence gathering
- Surrender procedures
- Case studies

Day 6: Suicide Intervention Negotiation

- Suicide assessment tools
- Lethal means counselling
- Crisis hotline protocols
- Building trust
- Safety planning

- Postvention support

Day 7: Kidnapping Negotiation

- Types of kidnapping
- Ransom negotiation
- Communication channels
- Evidence preservation
- Family liaison
- International considerations

Day 8: Team Dynamics and Command Structure

- Primary and secondary negotiator
- Command post operations
- Intelligence officer role
- Logistical support
- Debriefing processes
- Stress management for teams

Day 9: Legal and Ethical Dimensions

- South African criminal procedure
- Human rights considerations
- Duty of care
- Confidentiality issues
- Cultural competence
- Ethical dilemmas

Day 10: Advanced Communication and Tactical Integration

- Persuasion principles
- Handling resistance
- Crisis decision-making
- Multi-agency coordination
- Technology in negotiation
- Scenario adaptation

Day 11: Scenario-Based Training

- Hostage scenario simulation
- Suicide intervention role-play
- Kidnapping negotiation exercise
- Tactical team integration
- Performance feedback
- Lessons learned

Day 12: Assessment and Course Integration

- Written examination
- Practical assessment
- Peer evaluation
- Course summary
- Action planning
- Certification requirements

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 **15 NQF credits** at **NQF Level 6**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 45,100.00	R 45,100.00
1	In-House	R 58,600.00	R 58,600.00
1	On-Campus (Pretoria)	R 67,600.00	R 67,600.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	25 Aug 2026	On-Campus	Pretoria, South Africa
11 Aug 2026	26 Aug 2026	On-Campus	Abu Dhabi, UAE
12 Aug 2026	27 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	27 Aug 2026	On-Campus	Mauritius
13 Aug 2026	28 Aug 2026	On-Campus	Cape Town, South Africa
14 Aug 2026	31 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	01 Sep 2026	On-Campus	Abu Dhabi, UAE
18 Aug 2026	02 Sep 2026	On-Campus	Durban, South Africa

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 256015) 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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