

Training Conference

March 29-April 1, 2021

Las Vegas, Nevada

Location: Palace Station Hotel & Casino

Course Name	Start	End	Fee
The Essentials of Conducting an Internal Affairs Investigation	March 29	March 30	\$350
Identifying Implicit-Explicit Bias	March 29	March 31	\$395
Hostage Negotiators Training Conference	March 29	March 31	\$395
Basic Criminal Investigation for Street Patrol and New Criminal Investigators	March 29	March 31	\$375
Leadership for Troubling Times	March 30	April 1	\$375
Managing the Property and Evidence Room	March 31	April 1	\$350
Internet Crimes Against Children and in Domestic Violence Settings	March 31	April 1	\$350
Supervising and Managing the FTO Unit	March 31	April 1	\$350

~ **2 WAYS TO REGISTER** ~

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Mark Waterfill, President



National Criminal Justice
 Public Safety Continuing Education

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Training Seminar

Hostage Negotiations & Crisis Intervention Phase I & II

Instructor:
Sam Farina

Sam Farina received his B.S. in Criminology from Niagara University. He furthered his education by receiving his Masters in Criminal Justice Administration from Niagara University and a Master's Degree in Forensic Psychology from Walden University. In 1988, he took a position as a Monroe County Sheriff Road Patrol Deputy and has been assigned to a number of specialized assignments including: Criminal Investigations – Warrant Unit, VICE, Research, Planning Unit, and Recruitment Unit. Chief Farina resigned from the Sheriff's Office to attend the Federal Bureau of Investigation Academy in Quantico, Virginia. After completion of the FBI Academy, Deputy Chief Farina was assigned to the Washington Field Office in the District of Columbia as a Special Agent where he conducted investigations pertaining to asset seizures and forfeitures resulting from a variety of criminal and national security cases. Deputy Chief Farina was assigned to the Inspectional Services Unit responsible for internal inspections of the agency's operations, accreditation management and internal investigations. Once promoted to Lieutenant in 2002, Farina worked as the Aide to the Sheriff.

In 2004, he was promoted to Commander as the Staff Services Bureau Chief. The position of Commander consisted of oversight for all multi-bureau administrative functions. Chief Farina transferred to the Rochester Police Department to oversee the Special Operations Division. As a Police Commander, he maintained responsibility and oversight for the Tactical Unit, the Special Investigations Section, Special Teams, K9, Mounted Unit, and the Youth Services Section. In 2010, Commander Farina was promoted to Deputy Chief of Operations which included oversight of all operational and investigative components for the Rochester Police Department. In September of 2011, Deputy Chief Farina retired from the Rochester Police Department after almost 23 years of police service to Monroe County and Rochester.

Upon retirement, Deputy Chief Farina provides Hostage and Crisis Negotiations Training for the US State Department to foreign governments. Deputy Chief Farina is the former special team supervisor for the Hostage Recovery Team and is a certified hostage negotiator. In addition, he is a national police accreditation assessor with CALEA and a state accreditation assessor with the NYS Department of Criminal Justice Services.

He is a certified police instructor and former Adjunct Professor of Criminal Justice at the Rochester Institute of Technology, St. John Fisher College, and Roberts Wesleyan College. His professional memberships include: President and founder of the New York Association of Hostage Negotiators and member of the International Association of Chiefs of Police. In 2015, Farina was appointed as the Chief of Police for the Village of Fairport in New York. With respect to hostage negotiations, Chief Farina received FBI Basic Negotiator Training in 2001 and has been a hostage team commander for the Monroe County Sheriff's Office, the Rochester Police Department and now with the Fairport Police Department. Since 2001, Farina has been involved with almost 100 hostage/barricade situations.

February 8, 9, 10, 11 & 12, 2021

Nampa, ID

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Phase I & II Hostage Negotiations and Crisis Intervention

Who Should Attend:

Chiefs, Sheriffs, Street Patrol Officers, First Responders, Jail Corrections Officers, Prison Personnel, Drug – Narcotic Officers, Emergency Response Teams and any agency contemplating the structuring of a Crisis Negotiation / Response Team or Crisis Intervention Team.

Course Objectives:

This course is designed to develop the student's abilities to bring crisis situations, which often involve hostages, to successful conclusions through negotiation. Students will learn and be evaluated through their participation in practical scenarios applying the theory learned in classroom sessions. The ideal candidate for selection as a negotiator for barricaded or hostage situations will be a sworn officer with several years of experience, a strong team player, and possess above average interviewing, communication and listening skills.

Introduction/Orientation: This opening block of instruction includes instructor and class self-introductions and an overview of the class curriculum, historical context of negotiations, provided materials and suggested readings. This portion of the training will be presented in lecture format.

History of Negotiations: Upon completion of this section the student will have a working knowledge of how hostage negotiations got its origin. The course will cover the progression of negotiation techniques from its early inception until present day.

Fundamentals of Hostage Negotiation: Students will receive general theoretical concepts on hostage negotiations that include the three different types of response incidents, the reason law enforcement agencies negotiate, emotion verses rationality, managing an incident, profiles of hostage-takers and hostages, negotiator selection, time management; amongst others. This portion of the training will be presented in lecture and PowerPoint and video format.

Active Listening: Students will receive information on listening techniques used in hostage or crisis negotiations. They will understand the basic concepts of actively listening and restating or paraphrasing what they heard in their own words, confirming that they heard and understood the message being stated. This portion of the training will be presented in lecture and PowerPoint and video format.

Legal Issues: This block of instruction will give the student an understanding of the various court cases that have laid the legal foundation for hostage negotiations in the United States. Precedent setting cases, such as *Downs v. the United States* (1971), *U.S. v. Crosby* (1983), *N.Y. v. Quarles* (1984), and others, will be discussed in giving awareness and avoiding civil liability issues. This portion of the training will be presented in lecture and PowerPoint format.

Negotiating with Inadequate Personalities: Upon completion of this section the student will have a working knowledge of the different personality disorders and mental illness which a negotiator may encounter. The student will be exposed to negotiation techniques which can assist in dealing with inadequate personalities.

Corrections: This block of instruction will address the specialized response within a correctional environment focusing on advantages and disadvantages from a patrol perspective. This portion of the training will be presented in lecture, PowerPoint and video format.

Special Groups: This component of the training addresses strategies when responding to incidents involving special populations, such as, veterans, the elderly, and juveniles. This portion of the training will be presented in lecture, PowerPoint and video format.

Suicide Intervention and Depression: Upon the completion of this section the student will have a working knowledge of suicide intervention techniques which may assist in the negotiation process. Awareness of depression and suicidal cues will be discussed.

Case Study: This block of study will examine an actual hostage situation that occurred in Rochester, New York with indebt analysis and lessons learned. This portion of the training will be presented in lecture, PowerPoint, video format with group participation and analysis.

Tactical Negotiations and Incident Command: This block of instruction will address the role of tactical teams in a hostage situation response. It will examine the interagency cooperation that is required between tactical teams, negotiators and incident commanders. This portion of the training will be presented in lecture, PowerPoint and video format.

Class Exercises: Students will participate in a class role play exercises to practice the learned concepts.

Seminar Agenda Phase I & II Hostage Negotiations & Crisis Intervention

February 8, 9, 10, 11 & 12, 2021

February 8, 2021

8:00 a.m. – 8:30 a.m.

Registration

8:30 a.m. – 9:00 a.m.

Introduction

9:00 a.m. – 10:00 a.m.

History of Negotiations

10:00 a.m. – 12:00 p.m.

Fundamentals of Negotiations

12:00 p.m. – 1:00 p.m.

Lunch (On Your Own)

1:00 p.m. – 3:00 p.m.

Fundamentals of Negotiations

2:00 p.m. – 4:00 p.m.

Legal Aspects of Negotiations

February 9, 2021

8:00 a.m. – 12:00 p.m.

Active Listening & Conflict Management

12:00 p.m. – 1:00 p.m.

Lunch (On Your Own)

1:00 p.m. – 3:00 p.m.

Suicide Intervention & Depression

3:00 p.m. – 4:00 p.m.

Role Play Exercise

February 10, 2021

8:00 a.m. – 10:00 a.m.

Negotiation with Inadequate

Personalities

10:00 a.m. – 12:00 p.m.

Negotiating with Veterans

12:00 p.m. – 1:00 p.m.

Lunch (On Your Own)

1:00 p.m. – 2:00 p.m.

Tactical Negotiations & Incident

Command

2:00 p.m. – 3:00 p.m.

Negotiation Position Papers, Situation

Boards, Checklists

3:00p.m. – 4:00 p.m.

Corrections

February 11, 2021

8:00 a.m. – 10:00 a.m.

Case Study

10:00 a.m. – 12:00 p.m.

Terrorism & Sovereign Citizens

12:00 p.m. – 1:00 p.m.

Lunch (On Your Own)

1:00 p.m. – 4:00 p.m.

Role Plays & Assessments

February 12, 2021

8:00 a.m. – 10:00 a.m.

Complex Case – Group Exercise

10:00 a.m. – 11:00 a.m.

Special Groups

11:00 a.m. – 12:00 p.m.

Course Summary and Review

12:00 p.m.

Certificate Presentation

3 Ways to Register for a Seminar!

1. **Register Online** at www.patc.com — Yellow link in upper left corner
2. **Fax Form** to Public Agency Training Council **FAX: 1-317-821-5096**
3. **Mail Form** to

Public Agency Training Council
2230 Stafford Road
STE 115, PMB 379
Plainfield, IN 46168

Federal ID# 47-4078912

*** Pre-payment is not required to register ***

Upon receiving your registration we will send an invoice to the department or agency.

Checks, Claim Forms, Purchase Orders should be made payable to:

Public Agency Training Council

If you have any questions please call
317-821-5085 (Indianapolis)

800-365-0119 (Outside Indianapolis)



Seminar Title: Hostage Negotiations, Phase I & II

Instructor: Sam Farina

When: February 8, 9, 10, 11 & 12, 2021

Registration Time: 8:00 A.M. (February 8, 2021)

Seminar Location: Tilton Police Department
45 Sanborn Rd. (Rt. 132)
Tilton, NE 03276

Hotel Reservations: Holiday Inn Express
4104 E Flamingo Ave
Nampa, ID 83687
1-208-466-4045
Contact Hotel for Current Rate (plus tax)

Registration Fee: \$525.00 Includes Phase I & II Hostage Negotiations & Crisis Intervention Course Material, and Certificate of Completion.

Seminar ID
#17660

Names of Attendees 1. _____

2. _____

3. _____

4. _____

Agency _____

Invoice To Attn: _____

(Must Be Completed)

Address _____

City _____ State ____ Zip _____

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