

BASIC NEGOTIATIONS HANDBOOK

SCO COMMAND



Basic Negotiations Handbook - SCO-19

Made by SCO-19 Command

Please note: This is a simplified document so you can achieve the trained role of “Basic Negotiator” and to assist you to get the skills and confidence which may help if you ever decide to join SCO-19 in the future.

There are 2 Types of Negotiators: **Basic** and **Trained**.

Basic Negotiator- This document will cover the information you need to know for progressing and getting better at negotiating.

Trained Negotiator - SCO-19 and Divisional / Gold Command

Introduction

As a basic negotiator you are to communicate with people who appear to be holding peoples lives at risk and making that first initial contact is important. You need to be calm, control the situation and try to deescalate the situation to the best of your ability.

The best way to start is by doing the following -

“Hello my name is [Rank+Name] with the Metropolitan Police, I am going to be taking basic negotiations for this hostage's life.

On Scene

As a basic negotiator, it is your job to find out all of the valuable information that can be passed on to the trained negotiator in order for them to conclude the situation in the best way they possibly can.

What to say:

While waiting for a trained negotiator, you can ask the following questions:

- Why they have taken this person hostage

- If they have a vehicle ready on scene or if they need an impound vehicle
- If they want money

You should also assess:

- Their behaviour when speaking to you - are they aggressive?
- Are their demands realistic?
- Do you need the NHS on standby?
- Is it a standard store robbery or is there more roleplay behind it?

During your time at the scene it is important to have your weapon out at all times and if a trained negotiator is required then you are to radio **ASAP**.

Rules

There are certain rules you need to follow during negotiations, such as things you can and cannot offer;

Hostage Prices:

- **MAXIMUM** Price of hostages:
 - Civilian - 20k,
 - NHS and Police - 50k,
 - Silver Command - 150k,
 - Gold Command - 200k.

These prices mean that the hostage taker is entitled to any amount **UP TO** the maximum amount depending on rank/status

What not to give

- You can't give any government issued police weapons, cars or helicopters.
- You cannot offer any illegal items.

If you believe that the hostage takers are here to roleplay then please radio in for a trained negotiator in order to facilitate their demands.

After negotiations are finalised and the suspects are leaving, your priority as the negotiator is the hostage. It is your job to secure the hostage in situations as you will have other officers ready to pursue the vehicle.

It is also very important that you **do not** shoot the tyres of the vehicle unless you are 100% sure that you have no chance of catching the vehicle.

If the negotiations have escalated and you are required to call off negotiations you MUST get authorisation from SCO-19 and/or Divisional Command before doing so.