



ELITE TACTICAL TRAINING

MODULE CRISIS PSYCHOLOGY AND NEGOTIATION

DURATION : 3 DAYS

24 hours

**Audience: Negotiators,
Commanders, Team
Leaders, Personnel in
Contact with Civilians**

Learning Objectives

- Understand psychological responses during crisis situations.
- Learn effective negotiation techniques in hostile or high-pressure contexts.
- De-escalate violent or suicidal behavior safely.

Contact :

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**Understand, manipulate,
convince.**





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Module Content

Day 1 – Crisis psychology fundamentals

- Acute stress and human behavior: physiological reactions.
- Emotional states in extreme conditions (fear, panic, dissociation).
- Profiles of violent or unstable individuals.
- Verbal and non-verbal communication during standoffs.

Day 2 – Negotiation tools and techniques

- Legal framework (France/international).
- Communication tools: active listening, mirroring, controlled empathy.
- Hostage-taker, barricaded suspect, suicidal subject handling.
- Role-play: high-stress negotiation drills.

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Day 3 – Full scenarios and debriefing

- Simulated incidents (non-compliance, civil unrest, barricaded gunman).
- Liaison with tactical units: information flow, time management.
- Post-incident stress handling and lessons learned.
- Final MCQ and group debrief.

Equipment

- Negotiation rooms, recording tools, simulation scripts.
- Behavior analysis sheets, scenario templates.

Certification

- Simulation grading (verbal/non-verbal coherence, adaptation).
- 30-question MCQ.
- Certificate: Crisis Negotiation Specialist.