



Member National Council of Negotiation Associations

## **WESTERN STATES HOSTAGE NEGOTIATORS' ASSOCIATION**

President's Message  
February, 2018

As your President I am reaching out to share with you some ideas for 'selling' this year's seminar and competition to your command staff, in case you may be having some challenges getting approved. I have heard from some that there is a perception problem with 'conferences' in general, as they are viewed by some command staff as a way to go out of town and goof off. I have heard from others that this perception is intensified when the conference location is held in a 'get away' city like Reno. If this is the case for your organization, please consider a few thoughts below which you may want to use to address the training event with your command staff.

1. Conference vs. seminar and competition. It may seem like a small distinction, but we have re-named our event to demonstrate the serious focus on training. Whereas a conference is usually heavy on debriefs, the seminar balances debriefs with instructional sessions including PhD and nationally recognized instructors. In addition, WSHNA will have sign in sheets for each training block which attendees may use for state credit, where applicable. For example, Oregon attendees can earn DPSST credit for attending each session, including the competition.
2. Why Reno? WSHNA sought a location which could maximize your training dollars. We were able to negotiate discounted airfare, discounted rooms with no resort fee, and the ability for WSHNA to pay for lunches on two of the three days as well as covering the cost of the competition.
3. Fiscally responsible training. As mentioned above, the overall cost of the training is more affordable than it would be if held at other locations. In addition to that, the amount of training provided for the cost is greater than at most other negotiator training events. In addition to two and a half days of instructional blocks in the main session, WSHNA is offering three break-out sessions, a Wednesday evening training block and a full day scenario on Thursday. The scenario is written, set up, and facilitated by experienced trainers who run these competitions in other parts of the country. Supplies for the competition (pens, paper, situation board paper, etc.) are all provided at no additional cost.
4. Important, relevant training topics help prepare your organization for current national trends. Lone terrorists, also known as violent true believers (VTB's), are popping up all over our country. The Pulse Nightclub is one example. We will hear first hand from those who managed that situation. Furthermore, we are providing an instructional block specifically on negotiating with VTB's, and our scenario will be based on a violent true believer situation. Extremist groups

*WSHNA is on Facebook or [www.wshna.com](http://www.wshna.com)  
2018 Training Seminar & HNT Competition  
Reno, Nevada - April 30, 2018 - May 3, 2018  
Atlantis Resort & Conference Center*

are yet another phenomenon we are seeing in our communities and correctional institutions. We will hear a debrief from those who managed the months-long Malheur Wildlife standoff to help prepare us for some of the unique challenges these groups pose. Dr. Tammy McCoy will lecture on Suicide by Cop, a common challenge which has resulted in loss of life to police officers, law suits for excessive force, and public perception challenges. Negotiator wellness and long term efficacy will be addressed through two break-out sessions: One focusing on wellness and the other focusing on team building and becoming a greater resource within the organization.

5. Lastly, it is important to remind ourselves that attending regional training is one of the aspects of national best practices as established by the National Council of Negotiation Associations (NCNA). For reference, these recommendations are published on their website at [www.ncna.us](http://www.ncna.us).

I hope you find this helpful in your efforts to regularly attend this quality regional training. Please feel free to call or email if you would like to discuss this or other topics. I am happy to talk with your command staff as well. Email me for my cell number, Troy King.