SEMINAR PROGRAMME 2027

Seminar No. 27 | 07

Negotiations in Crisis Situations: The Role of the Police

Monday, 5 – Thursday, 8 April 2027



Informations- und Bildungszentrum
Schloss Gimborn e.V.
Schloßstraße 10 · 51709 Marienheide
+49 2264 40433-0 · info@ibz-gimborn.com
www.ibz-gimborn.com

International meeting and training centre of the IPA since 1969
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SEMINAR CONTENT

In critical situations, the right words can save lives. Hostage incidents, suicide interventions, domestic violence and acute mental health crises require clear communication, accurate risk assessment and sound decision-making under pressure. This intensive four-day international seminar at IBZ Schloss Gimborn provides practical strategies for professional hostage and crisis negotiation. Expert input and realistic exercises strengthen the skills needed to manage critical incidents safely and effectively.

Key topics include:

- Active Listening Skills (ALS)
- Influence and persuasion
- Crisis communication and de-escalation
- Teamwork in negotiation units
- Incident assessment and tactical coordination
- Suicide intervention and mental health
- Cooperation with psychologists, interpreters and intermediaries

Through realistic scenarios, team exercises and case studies, participants practise communicating under pressure, coordinating operational responses and adapting to rapidly changing situations. The seminar also promotes international exchange between law enforcement professionals and crisis responders, enabling participants to share best practices, compare approaches and build professional networks. It is designed for police officers, negotiation-unit members and other crisis-response professionals who are willing to share their experience and actively participate in practical exercises.

TARGET GROUP

The seminar is aimed at members of police negotiation and crisis intervention teams, as well as operational personnel and commanders involved in managing hostage incidents, suicide interventions, barricade situations, threats or acute mental health crises. It is particularly relevant for patrol and investigative officers, specialist units, control-room and command staff, and police psychologists. Interpreters, intermediaries and other professionals supporting police negotiations are also welcome.

COURSE LEADERS AND SPEAKERS

Tony Collinson, Seminar Chair and Trainer

Luke Coulson, Trainer

Rowan Saunders, Trainer

AT A GLANCE

Start / End	Start: Monday, 5 April 2027, 09:00 End: Thursday, 8 April 2027, 16:30
Language	English
Fee	IPA/IBZ members – early bird until 31.01.2027 **399 €** IPA/IBZ members from 01.02.2027 **449 €** Standard / authorities **569 €** *Package price incl. single room and full board · Member price also available with IBZ membership (€40/year)*
Registration	Register online via the booking portal
Terms of participation	www.ibz-gimborn.com/teilnahmebedingungen

DAILY PROGRAMME

DAY 1 Monday, 5 April 2027

TIME	PROGRAMME	SPEAKER
until 08:30	**Arrival**	
09:00 - 09:15	**Welcome by the conference centre management to Gimborn, introduction of the seminar chair, and seminar agenda.**	
09:15 - 10:00	**Meet the Delegates: Introductions, Experience and Expectations**	
10:00 – 12:15	**Session 1 Introduction to negotiation**	
12:15 – 13:15	*Lunch*	
13:15 – 16:45	**Session 2 Communication and Active Listening** Session 3 Practical Exercises in Active Listening Skills Session 4 Working as a Team	
16:45 – 19:00	*Free time: sports activities, discussions*	
19:00 – 19:45	*Evening meal*	

DAY 2 Tuesday, 6 April 2027

TIME	PROGRAMME	SPEAKER
08:00 – 08:45	*Breakfast*	
09:00 – 12:15	**Session 5 Developing Communication Awareness** Session 6 Responding to Individuals in Crisis	
12:15 – 13:15	*Lunch*	
13:15 – 16:45	**Session 7 Practical Exercise in Teams** Session 8 Third Parties Intermediaries/Advisors	
16:45 – 19:00	*Free time: sports activities, discussions*	
19:00 – 19:45	*Evening meal*	

DAY 3 Wednesday, 7 April 2027

TIME	PROGRAMME	SPEAKER
08:00 – 08:45	*Breakfast*	
09:00 – 10:30	**Session 9 Introduction to Incident Assessment**	
10:45	– TBA	
12:15 – 13:15	*Lunch*	
13:15 – 16:45	**Presentations and Discussions**	
16:45	**- TBA**	
21:00	**Return to Gimborn**	

DAY 4 Thursday, 8 April 2027

TIME	PROGRAMME	SPEAKER
08:00 – 08:45	*Breakfast*	
09:00 – 12:15	**Session 10: Case Study – Managing an Incident**	
12:15 – 13:15	*Lunch*	
13:15 – 15:00	**Session 11: Practical Exercise**	
15:30 - 18:00	**Session 12: Reflection and Learning** A review of the week, including key takeaways, an exercise, action planning and knowledge testing	
from 18:00	**Departure**	