Mark Waterfill, President
National Criminal Justice
Public Safety Continuing Education
Sponsored By:
Walla Walla Police Department
Walla Walla, Washington

Training Seminar
Hostage Negotiations &
Crisis Intervention
Phase I & II
Instructor:
Sam Farina

Sam Farina received his B.S. in Criminal Justice from Niagara University. He furthered his education by receiving his Masters in Criminal Justice Administration from Niagara University and a Master's 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, Farina was promoted to Deputy Chief of Operations which included 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 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 and is now the Police Chief 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.

November 15, 16, 17, 18 & 19, 2021
Walla Walla, Washington
Register online at: www.patc.com
Phase I & II Hostage Negotiations and Crisis Intervention

Who Should Attend:
Chief's, 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 (1968), United States v. Crosby (1983), N. Y. v. Qualities (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 fitness 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 in-depth 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.