



*Training Course:
Security Crisis Management and Negotiation
Skills*

*24 - 28 January 2027
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe*

Training Course: Security Crisis Management and Negotiation Skills

Training Course code: SC235497 From: 24 - 28 January 2027 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe Training Course Fees: 6300 ₺ Euro

Introduction:

The significant development in various fields of contemporary life has led countries, organizations, and individuals to face a range of crises that vary in size, impact, and intensity from one sector to another and over time. Crises, in all their forms and areas, have become an undeniable reality that we must face head-on.

Objectives:

By the end of this training program, participants will be able to:

- Manage security crises.
- Conduct security negotiations and follow up on their steps and procedures.
- Implement advanced methods for managing security crises, both preventively and remedially.
- Make decisions in crisis situations.
- Understand information systems in the context of security crises.

Target Audience:

- Security center managers.
- Police officers.
- Police personnel.
- Private security employees.
- Anyone looking to develop their skills and expertise and who sees the need for this course.

Outlines:

Day 1:

- Introduction to security systems.
- Key determinants of security systems.
- Basic concepts of crises - relationships between crises and related concepts.

- Forms and types of crises.
- The importance of the topic in governmental and private administrations.

Day 2:

- Stages of security crisis management.
- Types of crises and analyzing their dimensions.
- Constraints and stages of dealing with crises.
- The role of information systems in supporting security decision-making.
- Scenario systems in security crisis management.

Day 3:

- Security crisis portfolio - sabotage, terrorism, and disasters.
- Technical guide to security crisis management systems.
- Planned and unplanned causes of security crises.
- Field examples and discussions.
- The nature of causes and crisis dimensions.
- Advanced methods and approaches for managing security crises.

Day 4:

- Decision-making approaches in crisis situations: preventive approaches.
- Decision-making approaches in crisis situations: remedial approaches.
- Security negotiations, their steps, and procedures.
- Crisis-specific needs and requirements, and related models.
- Confidentiality vs. transparency in information handling during security crisis management.

Day 5:

- Potential reasons for confidentiality regarding crisis information.
- Potential effects of information confidentiality in security crisis situations.

- Criteria for information confidentiality during security crises.
- Information systems in security crises.
- Required traits in security crisis management leaders and how to develop and enhance them.

Registration form on the Training Course: Security Crisis Management and Negotiation Skills

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