



NEGOTIATING HOSTAGE CRISES WITH THE NEW TERRORISTS



**ADAM DOLNIK
KEITH M. FITZGERALD**



Negotiating Hostage Crises With The New Terrorists

Fuat Aksu, Helin Sari Ertem



Negotiating Hostage Crises With The New Terrorists:

Negotiating Hostage Crises with the New Terrorists Adam Dolnik, Keith M. Fitzgerald, 2008 Illuminates the role of negotiation in resolving terrorist barricade hostage crises If one assumes that negotiation is only about bargaining making deals or concessions then of course we should not negotiate with terrorists as this action is likely to ultimately lead to some rewards for their bad behavior However if one understands that negotiation ultimately is the use of communication to exercise influence in order to change someone's thinking behavior and decision making the Negotiating Hostage Crises with the New Terrorists Adam Dolnik, Keith M. Fitzgerald, 2007-11-30 This book is about the role of negotiation in resolving terrorist barricade hostage crises What lessons can be learned from past deadly incidents so that crisis negotiators and decision makers can act with greater effectiveness in the future What are the lessons the terrorists are learning and how will they affect the dynamics of future incidents What can we learn about the terrorist threat and about preventing the escalation of future terrorist hostage taking situations While there are many trained crisis negotiators around the world almost none of them has ever had contact with a terrorist hostage taking incident Further the entire training program of most hostage negotiators focuses on resolving crises that do not take into consideration issues such as ideology religion or the differing sets of strategic objectives and mindsets of ideological hostage takers This is especially true with regard to the terrorists of the new breed who have become less discriminate more lethal and more willing to execute hostages and die during the incident Further many of the paradigms and presumptions upon which the contemporary practice of crisis negotiation is based do not reflect the reality of the new terrorists The main focus of this book is on the detailed reconstruction and analysis of the two most high profile cases in recent years the Moscow theater and the Beslan school hostage crises with a clear purpose of drawing lessons for hostage negotiation strategies in the future This is an issue of top priority Terrorist manuals from countries such as Saudi Arabia and Iraq reveal that terrorist organizations are very closely observing and analyzing the lessons learned from these two incidents suggesting that we are likely to see this type of new terrorist hostage taking involving large numbers of suicide fighters and executions of hostages at some point in the future This raises a wide array of questions about appropriate responses and negotiation strategies From the first glance it is clear that we are not prepared Hostages and Human Rights Sofia Galani, 2021-07-08 The first comprehensive study of the human rights of hostages Negotiating with Terrorists Guy Olivier Faure, I. William Zartman, 2010-02-25 This edited volume addresses the important issue of negotiating with terrorists and offers recommendations for best practice and processes Hostage negotiation is the process of trying to align two often completely polarised parties Authorities view hostage taking as unacceptable demands made by unacceptable means However terrorists view their actions as completely justified even on moral and religious grounds If they are to try and reconcile these two sides it is essential for hostage negotiators to understand terrorist culture the hostage takers profiles their personality their view of the world and also the authorities their

values and their framing of the problem raised by the taking of hostages Although not advocating negotiating with terrorists the volume seeks to analyse when why and how it is done Part I deals with the theory and quantifiable data produced from analysis of hostage situations while Part II explores several high profile case studies and the lessons that can be learnt from them This volume will be of great interest to students of terrorism studies conflict management negotiation security studies and IR in general I William Zartman is the Jacob Blaustein Distinguished Professor Emeritus of International Organization and Conflict Resolution and former Director of the Conflict Management and African Studies Programs at the Paul H Nitze School of Advanced International Studies Johns Hopkins University Washington DC He is a member of the Steering Committee of the Processes of International Negotiation PIN Program at the International Institute of Applied Systems Analysis IIASA in Laxenburg Austria He is author editor of over 20 books on negotiation conflict and mediation Guy Olivier Faure is Professor of Sociology at the Sorbonne University Paris I and a member of the Steering Committee of the Processes of International Negotiation PIN Program at the International Institute of Applied Systems Analysis IIASA in Laxenburg Austria He has served as an advisor to French government on hostage negotiations

Disordered Actions John Skalko, 2021-12-01 The first two decades of the twenty first century witnessed a rapid change in Western societal acceptance of homosexual activity This change however remains fundamentally unstable unless founded upon an adequate moral theory Today many within the Western world assume that any argument against homosexual activity must be founded upon religious premises This book questions that narrative for the history of philosophical thought manifests a strong non religious consensus against such practices This book bridges the gap within current philosophical scholarship by painstakingly examining the non religious argument as found within the great philosopher Thomas Aquinas In the process the author advances a novel claim the traditional account against homosexual activity also applies to untruthful assertive speech acts Lying and homosexual activity are both wrong for mutually illuminating reasons

Cross-Cultural Crisis Negotiations Terry D. Royce, Wendy L. Bowcher, Jing Zhao, 2025-03-25 A comprehensive presentation of cross cultural crisis negotiation principles and strategies this book relates established communication models to the practical knowledge and experience of crisis negotiators across international organisations and contexts Early chapters discuss prominent communication theories and discourse analysis models used to analyse interaction in crisis negotiation case studies A central theme is the practice of active listening highlighting the crucial role of active listening in building rapport Rapport is a communicational concept deemed essential to successful negotiations but is seldom defined This book expands upon this concept in depth providing relevant communication theories that can be applied to understanding the interactional processes in successful crisis negotiations By presenting perspectives on crisis negotiation by scholars and practitioners engaged in vastly differing contexts it is a robust guide to developing constructive crisis negotiation strategies in cross cultural and cross linguistic situations An essential read for students and practitioners in crisis negotiation who find themselves working in increasingly

cross linguistic and cross cultural scenarios **Psychological Aspects of Crisis Negotiation** Thomas Strentz,2012-05-17

While there are many books on crisis negotiation most of the current literature focuses on the history and mechanics of this dynamic process leaving out critical elements that are required for a successful encounter with a hostage taker or other malfeasant **Psychological Aspects of Crisis Negotiation** Second Edition explores the methods and strategies for confronting the nine types of subjects typically encountered in hostage suicide sieges by correctional staff and law enforcement crisis negotiators Drawn from articles published by Thomas Strentz while serving at the FBI Academy along with written versions of lectures developed and delivered since his retirement the book highlights psychological dynamics of negotiations as they apply to the negotiator the hostage and the subject It discusses the predictors of surrender versus the need for a tactical intervention and examines the phases of a hostage crisis and the changing focus as the crisis develops Referencing historical events such as The Bay of Pigs invasion and the Challenger and Columbia incidents the book demonstrates how faulty group decision making can spell tragedy Enhanced with case studies to put the material into context this second edition also includes new chapters on the first responder hostage survival and the Islamic belief system and culture Steeped in sage advice from a national expert this volume arms those tasked with confronting dangerous offenders with the knowledge and tools they need to subvert disaster and ensure the preservation of human life Articles were reviewed by the Academy Editorial Review Board and approved by the Bureau for publication **Analyzing Foreign Policy Crises in Turkey** Fuat Aksu,Helin Sari Ertem,2017-05-11

This collection explores foreign policy crises and the way the states leaders deal with them Being at the juncture of a highly sensitive political zone consisting of the Middle East Europe and Central Asia the Republic of Turkey has been the subject of various foreign policy crises since its foundation These political military economic or humanitarian crises were triggered either by the states themselves or by the NGOs and armed non state actors By examining literature in the field of foreign policy crises literature this volume scrutinizes some of the most prominent Turkish foreign policy crises Among these there are protracted crises such as that of Cyprus and the Aegean Sea a humanitarian one such as the 1989 migration of the Bulgarian Turks an NGO triggered crisis such as the Mavi Marmara Confrontation and an ongoing case such as the Syrian civil war Looking at these crises from various aspects the text sheds light on whether or how the reactions of the Turkish ruling elite change while trying to manage these crises The book is a timely contribution to literature in the field of Politics and International Relations and will be useful to academics diplomats and historians interested in foreign policy crises in general and Turkish foreign policy crises in particular **Conflict and Crisis Communication**

Carol Ireland,Martin Fisher,Gregory Vecchi,2012-08-06 Conflict and crisis communication is the management of a critical incident which has the potential for resolution through successful negotiations This can include negotiating with individuals in crisis such as those threatening self harm or taking individuals hostage as part of emotional expression and also critical incidents such as kidnapping and terrorist activities By focusing on the empirical and strong theoretical underpinnings of

critical incident management and including clear demonstrations of the practical application of conflict and crisis communication by experts in the field this book proves to be a practical comprehensive and up to date resource Discussion of relevant past incidents such as the 1993 WACO siege in the United States is used to enhance learning whilst an examination of the application of critical incident management to individuals with mental disorder offers groundbreaking insight from clinicians working in this area Conflict and Crisis Communication is an excellent source of reference for national and international law enforcement agencies professionals working in forensic settings and also postgraduate students with an interest in forensic psychology and forensic mental health *ICISPE 2021* Andi Akhmad Basith Dir,Satwika

Paramasatya,Hendra Try Ardianto,2022-09-20 We proudly present the proceedings of 6th International Conference on Social and Political Enquiries 2021 ICISPE 2021 with the main theme The Politics of Pandemics Governing Social and Communal Resilience in Times of Crises It focuses on the relation of policy and global network regional integration pandemics regulation human security and local government These issues are important today not only globally but also Indonesia nationally to the local level There are several important issues relating to this both institutionally and the relationships between individuals and groups in supporting the agenda in managing the pandemics More than 130 manuscripts were presented at this conference around 60 of which are selected to be published in proceedings We hope by this conference discussions on the importance of sustainable development will increasingly become an important concern together and bring better response from the government and social relations for development *Preventing the Maritime Facilitation of Terrorism* Robin Bowley,2022-12-30 In the aftermath of the 9 11 attacks concerns that terrorists might utilise vessels to transport weaponry terrorist operatives and or to finance their activities prompted several international legal developments This book evaluates the extent to which the international maritime security measures developed following the 9 11 attacks would be likely to prevent the utilisation of vessels to facilitate terrorist activities It considers the likely effectiveness of the International Ship and Port Facility Security Code for improving vessel and port security and the 2005 Protocol to the Convention for the Suppression of Unlawful Acts Against Maritime Navigation in facilitating the interdiction of suspected terrorist vessels It also explains how the US led Proliferation Security Initiative a cooperative effort through which participant governments agree to prevent the illicit transfers of Weapons of Mass Destruction and related materials has provoked debate about the legality of vessel interdictions under the United Nations Convention on the Law of the Sea the LOSC After exploring alternative interpretations of the LOSC and states self defence rights under Article 51 of the Charter of the United Nations it formulates suggested guidelines for the unilateral interdiction of suspected terrorist support vessels in exceptional circumstances The book also discusses the relevant recommendations by the OECD s Financial Action Taskforce for preventing the financing of terrorism and the national maritime security legislation for preventing the maritime facilitation of terrorist activities in the United Kingdom and in Australia The book concludes by emphasising the importance

of the continual active implementation of ship port facility and supply chain security measures and of further enhancing international cooperation to facilitate vessel interdictions It will be of interest to those working in the areas of Law and Terrorism Law of the Sea Maritime Law and Insurance and International Law Coercion and Trust Saradamoyee Chatterjee, Jill Jameson, 2024-06-17 The first volume in the Lucy Cavendish College Lecture Series Coercion and Trust provides a unique multi disciplinary dialogue on the complex links between coercion and trust from perspectives in the social sciences medicine and literature combining high quality academic research with professional recommendations Part I analyses adolescent adult relationships in youth fiction alongside research on the sexual coercion of women and the link between animal and domestic violence Part II investigates blind trust and coercion in social media grooming challenges and solutions to coercion by misinformation Part III investigates coercion and trust in migration detention deportation kidnapping in violent political campaigns and sentencing in rehabilitation The book makes a significant original contribution to multi disciplinary research professional practice and advanced development with theoretical and empirical chapters linking theory practice and training This book will be of interest to academic researchers professional practitioners and postgraduate students in research and training in multiple fields across the social sciences humanities and medicine for whom there is no comparable book available worldwide Terrorism, 2008-2012 Edward Mickolus, 2014-03-17 This comprehensive chronology provides coverage of every international terrorist attack covered in public literature including newspapers news magazines radio television websites and other media from 2008 through 2012 plus updates on events that occurred before that period It notes trends in suicide bombings violence against Western and local hostages letter bombs food tampering major assassinations and other attacks by terrorists of all stripes Changes in security measures around the world are also included as are the key players in each event ranging from terrorists to victims to individuals trying to prevent the next attack **World Of Negotiation, The: Theories, Perceptions And Practice** Amira Galin, 2015-10-16 The book will take its readers on a short tour of the world of negotiation and provide them with a systematic understanding of a wide array of negotiation topics The book includes the most essential points of importance and interest related to negotiation such as theories and conceptions basic negotiation processes and situations including negotiating a hostage crisis the impact of culture negotiation values and the uses of third party intervention in negotiation Each chapter concludes with a Practical Application section giving readers an opportunity to implement the insights and make better decisions in future negotiation situations *Successful negotiation with the Driver-Seat Concept* Hermann Rock, 2023-06-05 With this book Hermann Rock provides time structured core negotiation strategies that can be immediately applied in practice The author s expertise comes primarily from negotiations in the context of M A transactions and management investments However the concepts presented are equally applicable to negotiations of financing car purchase lease or service contracts and thus universally applicable Three scientifically based basic strategies are presented which the reader can adapt to his or her specific

negotiation situation The examples chosen for illustration are concrete cases negotiated by the author himself With the certainty of having understood the three basic strategies the reader enters the negotiation with a positive basic mood and thus creates the basis for his negotiation success Hermann Rock has successfully presented his strategies for negotiation management many times in lectures and magazines Focus and now presents them for the first time in book form as a consistent further development of the Harvard concept

Communicating Terror Joseph S. Tuman, 2009-10-15 The only book to examine terrorism as a rhetorical act This is an excellent text in furthering our understanding of the web of language and how it creates our mediated realities which reflect our culture politics religion economics etc Students really like the case studies and how it complements the theory and practice of rhetoric I think this book has applications for almost any course in communication J Gregory Payne Emerson College Concise succinct and provocative *Communicating Terror* Second Edition explores multiple rhetorical dimensions of terrorism connects terrorism to communication theories and helps readers understand how this violence creates a public discourse for multiple target audiences Author Joseph S Tuman uses fascinating case studies and examples as he explores both dissent terrorism and state terror and looks at terrorism from a communicative perspective Presenting terrorism as a process of communication between terrorists and multiple audiences this book examines a range of rhetorical components including definitions and labels symbolism in terrorism the relationship between terror and the media and public oratory about terrorism by both victims of terrorism and terrorists themselves New to the Second Edition Includes three new chapters on public address and speeches concerning terrorism symbols and targets of terror and terrorism rhetorical theory and mass media Offers new examples case studies speeches and topic coverage including expanded coverage of the Internet and the War on Terror new material on Iran Cambodia Rwanda Hamas and Hezbollah and dirty bombs Provides expanded treatment of rhetoric and theory with a focus on ideological criticism neo classical criticism dramatism and media centered terrorism Examines diverse acts of terrorism not just 9 11 or the recent events in the Middle East to show the history and various usages of these acts as a medium for communication Includes real case studies of terrorists and terror acts that make applying rhetorical theory practical and accessible Intended Audience *Communicating Terror* Second Edition is ideal for use in a wide range of courses including Media Politics Terrorism Media Society Rhetorical Theory Analysis Criticism Defense and National Security and Political Communication

The SAGE Encyclopedia of Terrorism, Second Edition Gus Martin, 2011-06-15 This thoroughly updated edition with expanded coverage explores the impact of terrorism on economics public health religion and pop culture and also includes details of ethical issues and debates relating to terrorism

Understanding The Lord's Resistance Army Insurgency Adam Dolnik, Herman Butime, 2016-12-15 Understanding the Lord's Resistance Army Insurgency provides a concise overview of the LRA which has for almost 30 years conducted untold atrocities across the central African nations of Uganda Southern Sudan the Democratic Republic of the Congo and the Central African Republic This book examines the LRA's emergence and

evolution the ideology strategy and tactics behind it motivational aspects of its recruitment its engagement in peace processes and a detailed description of leadership and group dynamics This work is based on a wide range of written sources and extensive interviews with individuals intimately related to the group including top LRA commanders government sources victims child soldiers abductees and wives of Joseph Kony Moving past stories of unimaginable brutality forced recruitment and the group s mystical belief system the book provides a well grounded analysis of the different stages of the LRA s development It demonstrates how the group represents an obscure case study that challenges many of the common assumptions about the operational dynamics of terrorist organizations Written to fill a gap in academia in relation to African and Christianity based terrorism this book is suitable for students researchers and practitioners in political sciences war conflict and terrorism studies African politics and international relations and development **Understanding Terrorism** Gus Martin,2013 With a particular emphasis on terrorist incidents this fourth edition has been fully updated to provide readers with a wide ranging and crucial resource on contemporary terrorism

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