



# Crisis Negotiations: Managing Critical Incidents and Hostage Situations in Law Enforcement and Corrections

*By Michael J. McMains, Wayman C. Mullins*

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Leading authorities on negotiations present the result of years of research, application, testing and experimentation, and practical experience. Principles and applications from numerous disciplines are combined to create a conceptual framework for the hostage negotiator. Ideas and concepts are explained so that the practicing negotiator can apply the principles outlined.

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### **Editorial Review**

#### **Review**

*"The 5<sup>th</sup> edition of this classic text presents a user friendly source for practicing negotiators and a ready reference for courses in crisis management in criminal justice, psychology, and criminology programs. The new edition has added summary bullet points for easy reference when negotiators are in the field."--**The Journal, Spring 2014***

#### **About the Author**

Michael McMains consults with local, state, and federal law enforcement agencies, and private and public organizations, on crisis management issues. He has developed and presents training on workplace violence, hostage/crisis negotiations, family violence, crisis intervention for first responders, suicide intervention, hostage survival strategies, and traumatic stress. From 1982-2004, he was the Chief Psychologist and Director of the Victims Advocacy Section of the San Antonio Police Department. In 2010, he co-wrote curricula on negotiation with terrorists for the United States Department of State. In the course of his career he has consulted on more than 400 hostage/barricaded subject incidents. He is a certified Master Peace Officer in Texas and a certified Police Instructor.

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