

NEGOTIATION POSITION PAPER (NPP)

SAR Briefing Cheat Sheet — Situation · Assessment · Recommendation



NPP # I / II / III ...	DATE / TIME	INCIDENT / LOCATION	PREPARED BY (CNT)
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S STATUS *Statements of fact (since last NPP, if applicable)*

- **Identifiers of subject(s)**
 - Name / employment / mental health / criminal history / medical conditions
- **Identifiers of people inside crisis site** (victim / hostage / pseudo-hostage)
 - Name / employment / mental health / criminal history / medical conditions / relationship to subject / welfare / last proof of life
- **Crisis site location** (selected / opportunistic / public / private residence / identified / not yet identified)
- **Established means and number of two-way communications**
 - Communication initiated by whom (subject / hostage / victim / 911 / other)
 - Last contact / degree of communication with subject / how initiated (subject or negotiator) / duration (noncommunicative / brief exchanges / willing to talk / number of contacts / call schedule)
- **Demands / threats / deadlines / consequences** (most recent and historical if relevant)
 - If/when violence occurred (after contact / relative to issued demand / initially)
- **Relevant verbiage from subject/victim** as related to indicators of high risk / progress
- **Current law enforcement tactical and negotiations posture**

A ASSESSMENT *Risk of violence based on facts — LE, hostage(s)/victim(s), suicide / suicide by cop, and/or public (an increase in one can decrease another)*

- **Risk level** (imminent / increasing / decreasing / staying the same)
 - Risk level considerations may include (but are not limited to):
 - Expressive / instrumental articulable nature of incident
 - Expressive rants, irrational/illogical, suicidal ideation
 - Nature of demands / imposed on whom / reasons why subject was unable to obtain on own power
 - Substantive: identified individuals and what they can provide
 - Nonsubstantive: unrealistic / trivial / inconsistent with apparent subject motives
 - Assessed significance of crisis site (subject residence / selected / random)
 - Apparent motivations
 - Indications of preparation (planned / prepared / unplanned / spontaneous)
 - Type of threat issued and significance
 - Unconditional / defensive / offensive
 - Significance/impact of loss (relationship / job / status / self-esteem / health / money / freedom)
 - Relevant indicators of high risk and indicators of progress (reference FBI checklists)

R RECOMMENDATIONS *What we want to do based on this assessment*

Provide an outline of the negotiation strategy and emphasize what CNT expects to accomplish during the next contact(s).

- **Based upon the incident assessment**, future negotiation strategy and justification
 - If relevant, recommended tactical posture / perimeter presence — CNT to facilitate a delivery / release / intervention
 - If relevant, any identified intermediaries / (social) media strategy and potential messaging themes to develop, and any opined impact to ongoing negotiations