
★ CHAPTER 16 ★

Crisis Negotiations in a Military Context

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Those interested in the field of crisis negotiation have a wide selection of resources available to develop this important trade craft. There are comprehensive books written by consulting psychologists (e.g., McMains & Mullins, 2015), research articles with conceptual models published in peer-reviewed journals (e.g., Taylor, 2004; Taylor & Donald, 2009; Taylor & Thomas, 2008), and books written by experienced crisis negotiators (e.g., Noesner, 2018; Strentz, 2013, 2018). For consulting psychologists, there are resources on applying the Ethical Principles and Code of Conduct of the American Psychological Association (2002/2017), hereafter referred to as the Ethics Code; to crisis negotiations (e.g., Craw & Catanese, 2020; Gelles & Palarea, 2011). This chapter reviews the psychological principles of crisis negotiations (CN) with emphasis placed on negotiating with members of the military. Familiarity with military culture and rank structure is paramount in these situations. Leveraging positive images of the individual's military service will be discussed. Contemporary issues such as a suggested reformulation of Stockholm syndrome and recommendations for research to empirically validate CN techniques will be covered. The current effort is intended to provide practical guidance regarding a wide range of available psychological conceptualizations, techniques, and strategies.

DEVELOPING AND IMPLEMENTING CN STRATEGIES WITH AVAILABLE EVIDENCE

The field of CN has a rich history of utilizing concepts from psychology to provide structure to communicate with subjects during crisis situations,