**Hostage Negotiation Score Sheet Part I**

1. Did the negotiator have a good opening statement? (Did he properly introduce himself/herself and did he/she show empathy by indicating a willingness to help?) (1-3)

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# 4.

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# 14.

Did the negotiator project a neutral stance relative to his/her authority? (1-3) Did the negotiator encourage and allow the hostage taker to ventilate? (1-7) Did the negotiator ask open-ended questions and utilize key phrases? (1-7)

. Was the negotiator able to lower the hostage taker's stress level? (1-7)

Did the negotiator disseminate appropriate information to commanders and tactical leaders? (1-3)

Did the negotiator exhibit good spontaneous verbal skills? (Did he/she have to grope for words, etc.) (1-5)

Did the negotiator use active listening techniques? (1-5)

Did the negotiator show good stress tolerance by maintaining a businesslike composure? (1-5)

Was the negotiator able to gather intelligence that allows for better decision making? (1-7)

Did the negotiator avoid non-negotiable demands? (1-5)

Did the negotiation team appear to understand their individual and team responsibilities? (1-7)

Did the negotiator allow the hostage taker to have drugs and/or alcohol? (1-3)

How did the negotiator handle deadline demands made by the hostage taker? (1-7)

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|  | 15. | Were third party intennediaries used in the proper manner? (1-5) |
|  | 16. | Did the negotiator avoid the use of the word "no"? (1-3) |
|  | 17. | Did the negotiator maintain a log and situation boards? (1-5) |
|  | 18. | Did the negotiation team make good decisions, and did they interact with the on­ scene commander? (1-5) |
|  | 19. | Did the negotiator accept suggestions from teammates? (1-3) |
|  | 20. | Did the negotiation team show a good potential for a successful resolution? (1-5) |

**TOTAL SCORE (possible 100 points)**

**TIE BREAKER:**

JUDGE'S COMMENTS (score of 95 points and above):