

<b>Title</b>	<b>Carry out negotiations for a given scenario in a prison environment</b>		
<b>Level</b>	<b>4</b>	<b>Credits</b>	<b>4</b>

<b>Purpose</b>	<p>People credited with this unit standard are able to:</p> <ul style="list-style-type: none"> <li>- prepare for negotiation for a given scenario in a prison environment;</li> <li>- carry out negotiation for a given scenario in a prison environment;</li> <li>- participate in a negotiations team for a given scenario in a prison environment; and</li> <li>- maintain own wellbeing and perform post negotiation processes and procedures.</li> </ul>
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<b>Classification</b>	Offender Management > Prisoner Management
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<b>Available grade</b>	Achieved
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## Guidance Information

- 1 References  
Corrections Act 2004;  
Corrections Regulations 2005;  
Health and Safety at Work Act 2015;  
Operational manual and code of conduct relating to the prison;  
and any subsequent amendments or replacements.
- 2 Definitions  
*Organisational policies and procedures* refer to the formal policies and procedures for a specific prison site and its activities, and which are consistent with the Department of Corrections requirements.  
*Scenario* may include but is not limited to riot, hostage, barricade, crisis intervention.
- 3 All performance criteria must be in accordance and comply with relevant legislation, operational manuals, codes, and organisational policies and procedures.  
Assessment against this unit standard may take place under simulated scenarios.

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## Outcomes and performance criteria

### Outcome 1

Prepare for negotiation for a given scenario in a prison environment.

### Performance criteria

- 1.1 Obtain and verify intelligence to inform negotiation parameters for a given scenario.
- 1.2 Identify strategies and methodologies and develop an appropriate negotiation plan for the negotiation scenario.
- Range strategies and methodologies may include but are not limited to – establish and build rapport and trust, gather information, tactical empathy, influencing and persuasion.
- 1.3 Undertake preparation tasks for the negotiation.
- Range may include but not limited to – opening statement, resources, familiarising self with known information.

## Outcome 2

Carry out negotiation for a given scenario in a prison environment.

### Performance criteria

- 2.1 Communicate clearly and accurately using active listening skills with the persons involved in the scenario.
- Range subject, incident team, emergency services as required.
- 2.2 Apply negotiation strategies and methodologies during negotiation and communicate plans to the subject.
- Range strategies and methodologies may include but are not limited to – establish and build rapport and trust, gather information, tactical empathy, influencing and persuasion.
- 2.3 Use intelligence to update negotiation strategies with team/s involved in the incident in accordance with the scenario requirements.
- 2.4 Manage subjects demands and deadlines in accordance with negotiation strategies.
- 2.5 Identify and communicate any potential risks with team/s involved in the incident in accordance with scenario requirements and maintain communication throughout the negotiation.

## Outcome 3

Participate in a negotiations team for a given scenario in a prison environment.

### Performance criteria

- 3.1 Collaborate within a team to develop negotiation strategies.

3.2 Prioritise, review and carry out tasks during a negotiation.

Range tasks may include but are not limited to – set up and maintain negotiation cell, ensure own and team safety, gather intelligence, maintain communication.

3.3 Provide support to the negotiation team as required.

3.4 Maintain records throughout the negotiation.

#### Outcome 4

Maintain own wellbeing and perform post negotiation processes and procedures.

#### Performance criteria

4.1 Secure any relevant exhibits post negotiation.

4.2 Participate in post negotiation debriefings.

4.3 Complete post negotiation documentation.

4.4 Identify strategies for maintaining own wellbeing post negotiation.

Range may include but is not limited to – debrief by psychologist, Post Incident Report Team, Employee Assistance Programme, family/friends, other support.

<b>Planned review date</b>	31 December 2025
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#### Status information and last date for assessment for superseded versions

Process	Version	Date	Last Date for Assessment
Registration	1	25 February 2021	N/A

<b>Consent and Moderation Requirements (CMR) reference</b>	0121
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

#### Comments on this unit standard

Please contact The Skills Organisation [reviewcomments@skills.org.nz](mailto:reviewcomments@skills.org.nz) if you wish to suggest changes to the content of this unit standard.