

## What do you need to know in case of kidnapping?

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Last week a lecture was given at IDC Herzliya by Mr. Chris Voss, an FBI negotiator who has been involved in kidnappings in which American citizens have been freed, either by negotiation or by security service operation. The lecture was one of a series of events aimed at creating a center of knowledge for dealing with kidnapping incidents and negotiations at the IDC

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*By IDC Magazine*

Last week saw the first in a series of events intended to create a center of knowledge for dealing with kidnapping incidents and negotiations at IDC Herzliya.

The guest lecturer was Mr. Chris Voss, who has recently retired after many years as a negotiator for the FBI. He currently works as a crisis negotiations consultant, and as an instructor in the Harvard University program on negotiation.

The lecture, which was part of the "Crisis Management" course given by Adv. Moty Cristal at the Lauder School of Government, Diplomacy and Strategy, focused on ways in which civilians can protect themselves from kidnapping, and the tools taught by the world of negotiation that can be used when required. Mr. Voss explained the stages of the kidnapping process from the viewpoint of the kidnap victim – whether the kidnapping is carried out for business purposes (ransom) or for political purposes (terrorism) - and recommended ways of coping and surviving, as a kidnap victim, in each stage of the incident. His lecture included stories and examples from kidnap cases in which he was involved, in Colombia, the Philippines, Kashmir, Iraq, Guatemala and other places, in which American citizens were freed through negotiation with the kidnapers or by a security service operation.



Adv. Moty Cristal, a graduate of public administration studies at Harvard University in the United States, specializes in studying conflict and negotiation.

From 1994 to 2001, he filled a variety of positions in the teams involved in negotiations between Israel and Jordan and between Israel and the Palestinians, in the Ministry of Defense and the Prime Minister's Office. His latest official position was deputy head of the negotiations directorate in the Prime Minister's Office, and he also took part in the Camp David and Taba conferences.

In recent years, he has worked as a consultant, developing content and training in the field of negotiations in Israel, the USA, Europe and Asia.

The next event in the framework of the knowledge community will be held on Holocaust Memorial Day, May 1, 2008,



and will be entitled "Negotiation in the face of horrendous evil". During the meeting, there will be a screening of the documentary film "Kastner is not dead", produced by Itai Landsberg, and the moral and practical issues of negotiating with horrendous evil will be discussed.