Record Nr. UNINA9910808926903321 Negotiating with terrorists: strategy, tactics, and politics / / edited by **Titolo** Guy Olivier Faure and I. William Zartman Pubbl/distr/stampa Abingdon, Oxon.;; New York,: Routledge, 2010 London;; New York:,: Routledge,, 2010 **ISBN** 1-136-99865-9 1-136-99866-7 1-282-56995-3 9786612569951 0-203-85559-0 Edizione [1st ed.] Descrizione fisica 1 online resource (249 p.) Political Violence Collana Altri autori (Persone) FaureGuy Olivier Zartmanl. William Disciplina 303.625 363.325/16 363.32516 Soggetti **Terrorism** Negotiation Hostage negotiations Crisis management Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Book Cover; Title: Copyright; Contents; Figures; Tables; Contributors; Acknowledgments; The PIN Program at the IIASA; Introduction: Negotiating with terrorists - who holds whom hostage?; Part I: How to negotiate: Kidnapping the kidnappers; 1 Guidelines for negotiating with terrorists; 2 Quantitative and qualitative aspects of kidnapping and hostage negotiation; 3 Supping with the Devil; Part II: Practical/tactical: Freeing the hostages: 4 Terrorist negotiation strategy in Lebanon: 5 Negotiating in Beslan and beyond; 6 Negotiating visible and hidden agendas 7 Negotiating the grand swap in KandaharConclusion: Lessons for action; References; Index

## Sommario/riassunto

This edited volume addresses the important issue of negotiating with terrorists, and offers recommendations for best practice and processes. Hostage negotiation is the process of trying to align two often completely polarised parties. Authorities view hostage taking as unacceptable demands made by unacceptable means. However terrorists view their actions as completely justified, even on moral and religious grounds. If they are to try and reconcile these two sides, it is essential for hostage negotiators to understand terrorist culture, the hostage takers' profiles, their perso