

## Situational Awareness & De-Escalation

PAOS August 23, 2023

### Chris MARCIANO CEO & Founder

> Retired Sergeant and 25-year

#### **Veteran of Watertown PD**

- Narcotics Division (Undercover) –
   Task Force Aligned With DEA, FBI,
   & Secret Service
- Investigations Leading To Hundreds Of Years Of Incarceration
- Promoted to Detective in 2010
- Made Sergeant in 2015



## Founded In 2011



### PREPARE TO ACT

- Why Purpose & Loss Is Important To Your Safety
- Understanding & Building Gut Instinct
- Calling 911 When To Call & What To Expect
- Understanding The Criminal Element
- The Power of De-Escalation











#### Mans Search For Meaning Viktor Frankl



### Suicide Hotline



Just Call 988





#### Situational Awareness

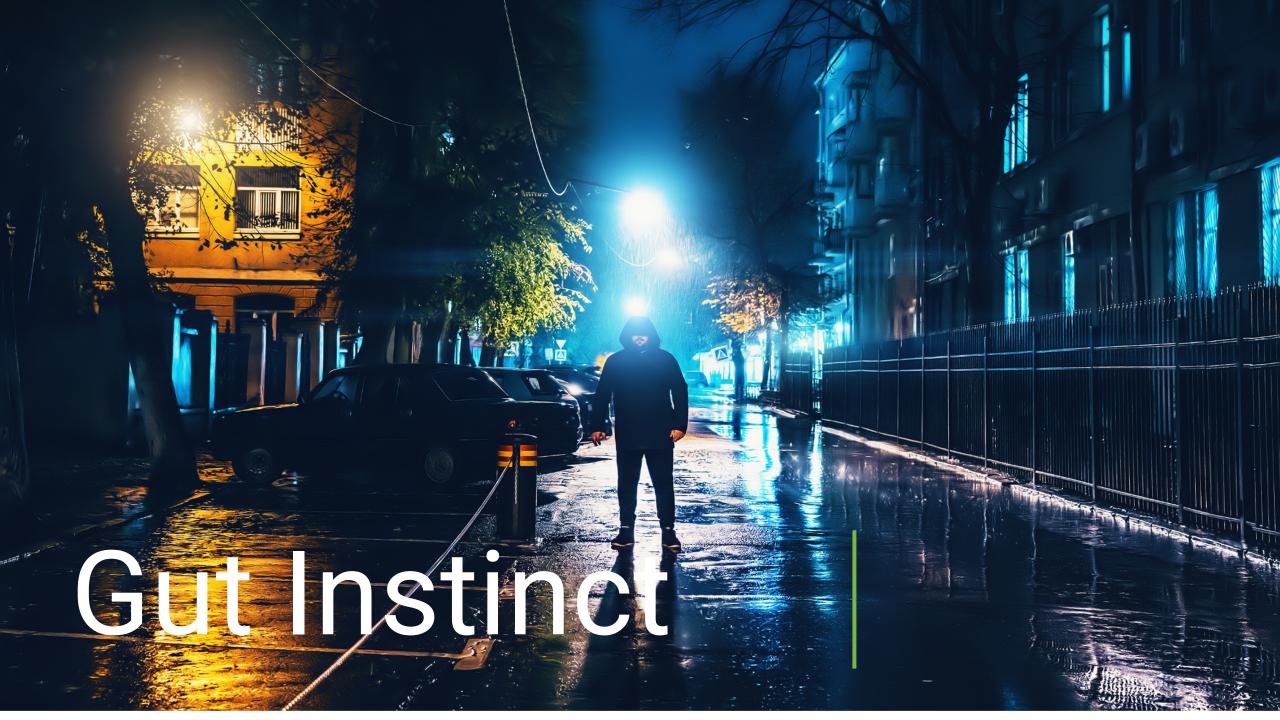
We All Have To Buy Into The Fact That Evil Exists In The World

Understand Fear & Develop Our Gut Instincts

Re-Train Our Brains To See, Process & React To What Is Around Us

- Staying Focused & In The Moment
- Build A Habit Of Active Self Protection



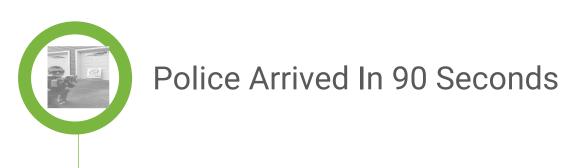


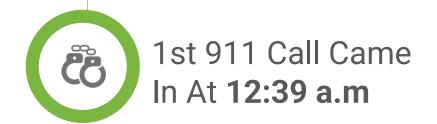


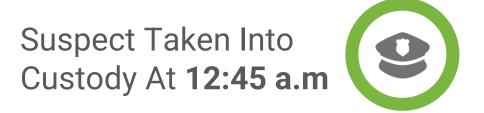


# PREPARE TO ACT

### Aurora Movie Theater • July 20, 2012







**Shooting Lasted 90 Seconds, 70 People Were Shot** 



## Calling 9-1-1

Call As Soon As It Is Safe For You To Do So

Location and The Nature Of Emergency

Let The Dispatcher Lead The Conversation

Try To Stay As Calm As Possible

## Calling 9-1-1

Give Pertinent Information ASAP

More Detailed Information Will Be Requested

Be A Good Witness

Prepare For Police Arrival





# Dealing With Difficult People



# HOW EASY IS IT FOR YOU TO CHANGE THE WAY YOU THINK?

# What's One Emotion That When Used Will Likely Stop 99% Of All Verbal Escalations?



"Everyone You Meet Is Fighting A **Battle You Know Nothing** About. Be Kind Always."

- Robin Williams

# WHAT DOES EMPATHY HELP US?



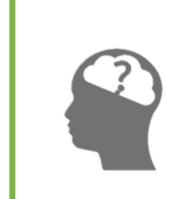
IT HELPS TO ABSORB THE TENSION

**>** 

IT BEGINS YOUR CONTROL

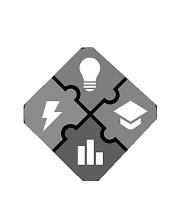


IT'S THE FIRST STEP TOWARD SUCCESS









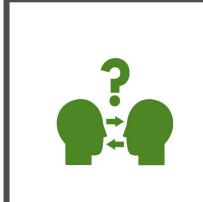
## What Makes Difficult People Different Than You?

Their Current
Psychological
State

Their Upbringing

Their Beliefs Their Experiences









## How They Feel Makes Them Different Than You.

**Powerless** 

Misunderstood

Embarrassed

Disrespected



#### THE POWER OF COMMUNICATION

- WE SPEAK 150 WORDS PER MINUTE
- OUR MINDS CAN PROCESS 1000 WORDS PER MINUTE
- 45% OF COMMUNICATING IS IN OUR LISTENING SKILLS

You Become Very Dangerous Once You Learn To **Control Your** Feelings.







# PREPARE TO ACT









#### **Robin Williams**

"You're Only Given Just One Little Spark Of Madness, You Mustn't Lose





