



DOCUMENTARIES / FACTUAL
HUMAN & SOCIAL INTEREST

THE NEGOTIATORS

Negotiations are part of everyday life. From haggling at the market, asking for a pay raise, to navigating relationship issues, we do it all the time. But there are a few exceptional people who are trained in the art of negotiation – when the stakes are high. What secrets can the men and women who negotiate under the most extreme circumstances reveal?

Across four episodes, we meet negotiators who can talk down people armed with explosives, bargain with ruthless Somali pirates, deal with rebels who have stormed an embassy, and confront a notorious criminal threatening to kill a family of five. We get into the minds of the mediators involved in these life-and-death situations to understand what it takes to navigate a crisis, where one wrong move could prove deadly.

谈判是日常生活中的一部分，就比如：在市场上讨价还价、要求加薪、到解决感情问题等等。谈判需要的是技巧，而有些专业人士就擅长于谈判，可是他们工作上常常遇上危险的情况。这些专业谈判家是如何在最危急的时刻保持冷静，谈判成功呢？

在这四集的节目中，我们会探访世界各地的专业谈判家，了解他们在工作上常面临的种种危机。而他们所面对的危险人物包括：心狠手辣的索马里海盗、袭击大使馆的造反者、以及一名威胁要杀害一家五口的犯人等。谈判家在这样的生死情况下扮演着重要的角色，若犯下一个失误，后果将不堪设想 ...

Language: English

Episode: 4 x 60 minutes
Producer: Peddling Pictures
Distributor: Mediacorp

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Episode 1: Pirate Hijack

A pro bono team of hostage negotiators take on a near-impossible case – help free 29 fishermen who have been held hostage by Somali pirates for over two years, with almost no money to bargain with.

一组专门解放人质的谈判专家已接到一宗棘手的案件 – 那就是要解救29名被索马里海盗挟持了长达两年的渔夫。不仅如此，这项任务还有多一个难处：他们并没有谈判的筹码。谈判家该如何成功救出渔夫们呢？

Episode 2: Taipei Hostage Crisis

Taiwan's most-wanted criminal holds a South African diplomat's family hostage at gunpoint. Negotiators find themselves trying to do their work in the midst of a frantic media circus.

台湾一名持枪的通缉犯已挟持一位南非外交官以及他的家人。在这爆满媒体的混乱情况下，谈判专家该如何保持冷静，解救这家人呢？

Episode 3: Sydney Siege

Police negotiators are called into a local welfare office. 27 people have been taken hostage by an armed couple threatening to blow everyone up unless their 3-month-old baby is returned to them.

警方派来了一组谈判专家到一间福利社的办公室，为的就是解救已被挟持的27个人。入侵者是一对武装夫妇，他们要领回3个月大的孩子，否则将会炸死在场的所有人。

Episode 4: Embassy under Siege

Armed rebels have seized 89 people in the Myanmar embassy in Bangkok, and Thai negotiators must stop them from killing hostages every half an hour in one of the country's biggest hostage crises.

武装分子在曼谷的缅甸大使馆挟持了89个人，而泰国的谈判专家必须及时阻止他们，否则他们将在每半小时内，杀掉一名人质。这是泰国历来最严重的挟持案，谈判专家该如何把人质救出来？