

BW workflow #1:

in Photoshop:

Layer > New Adjustment layer > Gradient map

In the properties window for gradient map click on the rectangle with the gradient in it > click on the 3rd square from the left (the name will change to Black, White) > then click OK

Click and highlight the background layer (under Gradient Map)

Layer > New Adjustment layer > Black&White (will appear UNDER the Gradient Map layer)  
set sliders to taste

Click and highlight Gradient map

Layer > New Adjustment Layer > Levels

Bring down highlights to the end of the curve; I tend to leave the left side of the curve (shadows) alone in most cases, but try to see for yourself.

Layer > New Adjustment Layer > Curves

Try using the presets: Linear contrast is what I use the most, but also use Medium contrast and, in needed, adjust the opacity. (It's ok to leave this step out if the results are not satisfactory)

Other options:

Try adding a default HDR layer. I use AuroraHDR from Macphun (Mac only, but PC version coming soon), or a default layer using Photomatix. Then adjust the opacity to taste.

Try adding the 20-50-0 move (Filters > sharpen > unsharp mask set to percent=20; radius=50; threshold=0)  
for infrared cut in half 10-25-0