

Facilitator Bio

We are pleased to have a professional facilitator for our strategy session. Mr. Martirosyan will be with us for preparation and follow-up, as well as the 2-day mapping session, July 22-23.

Arthur G. Martirosyan is a Senior Consultant with CMPartners, Cambridge, MA. In 1994 he joined Conflict Management Group (CMG) and worked with the founder of the Harvard Negotiation Project and author of *Getting to Yes*, Professor Roger Fisher, on several large scale training projects in the former Soviet Union. From 2001 through 2008 he was the Director and Lead Trainer of The Momentum Program: Leadership Culture Change in the Former Soviet Union (FSU). In seven years hundreds of senior young policy makers from Armenia, Georgia, Kyrgyzstan, Russia, Tajikistan and Uzbekistan went through trainings in leadership, negotiation and communication.

For five years now Mr. Martirosyan has been involved with international efforts at building a network of professional negotiators in Iraq and Kosovo where he has conducted trainings in communication, leadership and negotiation for hundreds of policy makers representing all political and religious sides of conflicts. Mr. Martirosyan has been working with the Academy of Public Administration, Office of the President of the Russian Federation, where he is teaching courses in communication and negotiations for next generation Russian civil servants. Last year he acted as an advisor in the process of the merger of this Academy with the Academy of National Economy of the Russian Federation.

In his seventeen year career as a conflict management specialist and trainer, Mr. Martirosyan has been involved in the design and implementation of a series of successful strategic assistance projects in the complex ethno-political conflicts of Chechnya (Russian Federation), South Ossetia and Abkhazia (Georgia).

Mr. Martirosyan also designed innovative approaches to studying the impact of stereotyping on negotiations and the role of media in transforming cognitive and attitudinal aspects of public opinion on conflicts. From 2003 to 2008 Mr. Martirosyan managed the Israeli Palestinian Negotiation Partners program that engaged senior technical advisors to the top decision-makers of the sides in joint trainings in negotiation and communication, along with Harvard faculty members, including professor Marshall Ganz, President Obama's communication advisor.

In the last decade he has also conducted trainings for managers of several dozen Fortune 500 corporations, including Nike, IBM, CISCO, Boeing, Saudi Aramco, Rosneft, Vneshtorgbank and others.

Before joining CMG, Mr. Martirosyan was a program associate with the Civic Education Project, a not-for-profit organization which aimed to reform social science departments of universities in Eastern Europe and the FSU.

Mr. Martirosyan has a MA in English Literature and Translation Techniques from St. Petersburg University in Russia, and MA in International Relations from Yale University, where his focus was on nationalism, conflict and transition to democracy. Currently, he is finishing his Ph.D. dissertation in political science at the Academy of Public Administration, Office of the President of the Russian Federation. He has functional native proficiency in Armenian and Russian, advanced professional proficiency in Georgian and limited working proficiency in German, French, Spanish and beginner's level in Serbian, Ukrainian and Arabic.