

**Prof. Jay Rothman**

Jay Rothman, Ph.D., is known internationally for his work in identity-based conflict resolution and evaluation. In 2012, he was appointed the first full-time Professor of Conflict Resolution in the Graduate Program in Conflict Management, Resolution and Negotiation at Bar-Ilan University, Israel.



Before that, in addition to holding a number of academic positions, he became founder and president of The ARIA Group, Inc. a conflict resolution training, consulting and evaluation firm ([www.ariagroup.com](http://www.ariagroup.com)) that helps leaders, organizations, communities and individuals around the world forge collaborative solutions to

their conflicts. Rothman's dissertation, based on John Burton's and Herbert Kelman's Problem Solving Workshops, explored healing the fault-lines between Palestinians and Jews in Israel. Rothman has worked in more than a dozen countries including N. Ireland, Cyprus, FSU, Sri Lanka, and Israel/Palestine. He has trained and guided thousands of people through his ARIA process, taught at several universities, established and directed several organizations, helped heal a U.S. city after a race riot, and authored many books and studies on identity-based conflict, cooperation and action-evaluation.

**The Organizers** Birgit Keydel and Peter Knapp in cooperation with the Berlin Regional Group of the German Mediation Association (Bundesverband Mediation e.V.)

**The Participants** Mediators, Coaches, Consultants, Clinical Supervisors, Trainers and other interested persons

**Costs** € 175 per Person  
Includes simultaneous translation, conference documents, lunchtime snack, and beverages during the breaks

**Location** Banquet room of The Berlin City Mission Youth hostel Hauptbahnhof Lehrter Str. 68 10557 Berlin

**Seminar schedule**  
Start: 9:30 am, end ca. 6:00 pm

**Registration** On the official site you can register online: [www.berliner-mediationstag.de](http://www.berliner-mediationstag.de), click on "Registration" in the menu.

**Cancellation / Cancellation fees**  
up to 4 weeks before the event € 15  
up to 2 weeks before the event € 35  
less than 2 weeks before the event: no refund

This flyer can be downloaded at [www.berliner-mediationstag.de](http://www.berliner-mediationstag.de)

# 9<sup>TH</sup> BERLIN DAY OF MEDIATION May 8, 2015

## Jay Rothman Creative Conflict Engagement from the Inside Out: Self, Relationship and Society

Graduate Program in Conflict Management, Resolution and Negotiation  
Bar-Ilan University, Israel  
President, The ARIA Group, Inc., U.S.A.

Organizers: Birgit Keydel & Peter Knapp with support from Berlin regional group of the German Mediation Association

**JAY ROTHMAN**

**Creative Conflict Engagement  
from the Inside Out:  
Self, Relationship and Society**

In this workshop, participants will be introduced to tools and concepts of the ARIA model, which Jay Rothman developed over the last 30 years to deal with difficult, long-term conflicts within and between individuals and groups. ARIA is a "Song" in four parts:

- I. Safely surfacing Antagonism – coming to terms with a painful past and polarization
- II. Fostering Resonance – moving beyond blame to reciprocal understanding
- III. Generating Creative Invention
- IV. Action planning and collaboration

Participants will:

**Learn** new theories about the constructive and destructive role of identity in stimulating conflict and paving paths to reconciliation.

**Engage** in practical skill-building exercises about new ways of looking at old problems within and between conflicting parties.

**Take away** specific and actionable tools for participants' own lives and relationships as facilitators, coaches, educators, family members, neighbors and more.

Participants will learn three basic ARIA Tools:

- Doing and guiding solos
- Facilitating duets
- Conducting multi-party interventions

Continuing with the musical metaphor, participants will do "solos" around their own attitudes towards conflicts and mining new insights from them. Participants will engage in role-plays about coaching others in the solo process and facilitating "duets" (i.e. mediation). Participants will also explore how a third party conducts ARIA to foster resonance and creativity in larger scale, multi-party conflicts.

**Literature:**

Rothman is the author/editor of four books. Most recently published is "From Identity-Based Conflict to Identity-Based Cooperation – The ARIA Approach in Theory and Practice" (Peace Psychology Book Series) (English) Published by Springer; Edition: 2012.

**Free downloads** of the preface at:

**http://www.springer.com/psychology/personality+%26+social+psychology/book/978-1-4614-3678-2**

**9<sup>th</sup> Berlin Day of Mediation**

"In order to change the world, we must start first with ourselves." This idea, promoted by Jay Rothman, fascinated us. As a result of his experiences working with highly-escalated, long-lasting conflicts, he developed the ARIA model, a leading-edge method for addressing identity-based conflict in nations, communities and organizations. The core of the work lies within the hearts of individuals. In conflict work, Rothman begins with each individual or separate group to engage their passions, purposes, hurts, disagreements and hopes before conducting interventions between parties of two or more. Rothman attaches great importance to creative approaches to the problem-solving process itself. His approach to "frozen conflicts" is full of new insights and tools that are sure to engage us. We will discuss the ARIA concept and its methods, try out concrete examples and see how we can apply it to our daily work with conflicts.

We would like to thank Jay Rothman for his agreement to accept this key role at the 9<sup>th</sup> Berlin Day of Mediation and are looking forward to an inspiring, interesting exchange.

Peter Knapp & Birgit Keydel