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## PROFILE

Leading Australian trade & public policy analyst. Globally published author of 'plain language' books on legal, economic aspects of international trade. Educator, conference facilitator with extensive cross-cultural experience.

## EXPERIENCE

### 1. TRADE CAPACITY BUILDING (INCLUDING AID-FOR-TRADE)

#### RIRDC (2008-09)

Co-manager of Rural Industries Research and Development Corporation's 'Alternative Frameworks for WTO Agriculture Negotiations' project (2008-09) on behalf of the Institute for International Trade (Adelaide). Legal research, economic modeling, principal author. In collaboration with economic research institutions in China, Brazil, India and Indonesia and contributions from leading academic analysts in Europe, N America, Uruguay, Australia and New Zealand.

#### AUSAID, NZAID, DFID (SINCE 1996)

Capacity building (multiple workshops in S.E. and North Asia, S Pacific). Senior role in large scale technical assistance projects including quantitative and policy analysis:

- ▶ Trade expert, lead author "Impact of PACER Plus agreement on Kingdom of Tonga" (2009-10). Evaluation of economic, social, development impacts on Tonga of proposed free-trade agreement with Australia-New Zealand
- ▶ Team leader, "Trade Capacity Building for Non-State Actors in the Pacific". A aid program design survey and report for NZAID (2009)
- ▶ Lead author, "Trade" chapter for the Pacific Economic Survey (2009)
- ▶ Expert analyst, review of the multi-donor (AUSAID, DFID, World Bank) "Beyond WTO" technical assistance for Vietnam's national action plan on economic integration/poverty reduction (2008)
- ▶ Lead author of the Institute for International Trade's report "Evaluation of PACER Plus" [S.Pacific Closer Economic Relations Agreement] (2008). Technical expert at S. Pacific Forum Trade Ministers' meetings and informal senior officials meetings on PACER (2008).
- ▶ Senior foreign expert "Roadmap for Agriculture Post-WTO" (MARD-AUSAID Vietnam, 2004).

#### INTERNATIONAL TRADE CENTER, GENEVA (SINCE 1998)

Senior International Consultant on legal and economic aspects of trade agreements. Asian-Region Coordinator(14 economies) of the "World Trade Net" program (1999-2004), Developed and conducted workshops in in Asia, Africa, Latin America. Co-ordinator and speaker at Asian and African components of high-level Business-for-Cancún (later Business-for-Development) conferences. Major projects include:

- ▶ EU TRTA Pakistan: Developed and trained WTO Cell (six professionals) for Pakistan Trade Development Authority (2006-07); Expert advisor on national program to create a Public-Private Dialog on Trade Policy (2005-2007)
- ▶ ITC/DFID/Commonwealth Secretariat: Team leader, Ministerial Advisory Council on Nigerian Trade Policy, including aid-for-trade, investment and export promotion strategies (2007)

#### **WORLD TRADE ORGANIZATION, GENEVA (SINCE 1999)**

Commissioned to write five books (published by Cambridge University Press, Kluwer) on international trade laws, trade agreements, public policy and the history of WTO for non-specialist audiences world-wide. See publications list. Commissioned to develop curricula and 'teaching kits' on international trade for students.

#### **ASIA-PACIFIC ECONOMIC COOPERATION (APEC) (SINCE 2001)**

Developed and delivered seminars and workshops for business and official groups in Brunei, China, Indonesia, Malaysia, New Zealand, Philippines, Singapore, Thailand, Vietnam on technical, political and commercial aspects of trade negotiations, especially regional agreements (in conjunction with Australian Department of Foreign Affairs and Trade, through the program of the APEC Committee for Trade and Industry and the APEC Senior Officials Meeting).

- ▶ **Academic coordinator**, workshop leader APEC Studies Center regional workshops on trade and food security (2008).

### **2. TRADE/INVESTMENT ANALYSIS**

#### **EXPERT ANALYST: INTERNATIONAL MARKETING STRATEGIES, UNITED SOYBEAN COUNCIL OF THE UNITED STATES**

Project to analyze, benchmark comparative performance of international commodity marketing programs for United Soybean, including strategy, organization, performance of marketing by Australian commodity exporters (2009)

#### **CONSULTANT TO NATIONAL PEAK INDUSTRY GROUPS, MAJOR AUSTRALIAN & MULTINATIONAL FIRMS**

Analysis and representation on global and bilateral trade agreements, trade remedies. Data and analysis on international trade flows and barriers to exports. Advice on legal affairs, trade-taxation. Developed national industry-level programs on trade and quarantine policies.

Coordinator of the national Business Forum on the Australia-China Free Trade Agreement (2004/5).

#### **CHIEF EXECUTIVE, AUSTRALIAN DAIRY INDUSTRY COUNCIL (1992 - 1995)**

Managed the peak industry policy body (producers + processors). Implemented industry structural change including sun-setting of national support legislation, organization structures.

### **3. ACADEMIC**

#### **UNIVERSITY OF ADELAIDE (2010 - )**

Lecturer, Masters of International Trade: Trade 7003 (Research Methods)

#### **GRADUATE BUSINESS SCHOOL, UNIVERSITY OF MELBOURNE (1994 - 1996)**

Associate Professor, Center for the Practice of International Trade (MBA elective courses)

### **4. PUBLIC SERVICE**

#### **AUSTRALIAN DEPARTMENT FOREIGN AFFAIRS AND TRADE (1975 - 1992)**

Diplomatic officer (1975), specializing in trade negotiations. Senior appointments in Brussels (Deputy Chief of Mission), Geneva (Uruguay Round negotiator), Washington (Commercial counsellor).

### **PUBLICATIONS (MONOGRAPHS)**

"Managing the Challenges of WTO Membership: 45 Case Studies". (Cambridge University Press, 2005. Co-editor)

Second edition of "WTO and Developing Countries" (forthcoming from Cambridge University press & WTO, 2008)

"A Guide to Reading WTO Schedules" (Cambridge University Press & WTO, 2009)

"WTO: The First Ten Years" for the tenth anniversary celebrations (2005). Published by WTO/ Cambridge University press.

"A Guide to WTO Dispute Settlement". Published by Kluwer (2002)

“WTO and Developing Countries” (1998, 1999 on-line). Published by Kluwer (2000)

“Trading into the Future” (1997 and 1999 editions - on WTO website and on disc)

“WTO and Civil Society” (2000, digital publication only)

“WTO A Parliamentarians Guide” (2001, published for the Doha Ministerial Conference)

## **EDUCATION**

Australian National University, Canberra — Master of Public Laws, 1991  
University of Sydney, Sydney — B.A.(hons), 1974

## **BIOGRAPHICAL**

Born Brisbane, Australia, 27 June 1950. Australian citizen. No dependents.