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## PROFILE

Leading business and public policy analyst specializing in international trade. Globally published author of 'plain language' books on legal, economic aspects of international trade. Educator, conference facilitator with extensive cross-cultural experience. Experienced digital media author, producer (audio, web, print-ready).

## EXPERIENCE

**DAIRY AUSTRALIA, NATIONAL FARMERS' FEDERATION, GRAINS POLICY INSTITUTE OF AUSTRALIA, AWB, AUSTRALIAN FOOD AND GROCERY COUNCIL, MURRAY-GOLBURN LIMITED, RIO TINTO LIMITED, ALCOA LIMITED (SINCE 1996)**

Strategic advice on the analysis and negotiation of global and bilateral trade agreements. Data and analysis on international trade flows and barriers to exports. Advice on legal affairs, trade-taxation. Developed ministerial submissions on trade and quarantine policies. Wrote and produced national publications on economic objectives, trade negotiations. Conducted seminars, workshops for farm and business leaders.

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

Commissioned to write six books (distributed by Cambridge University Press and Elsevier) on international trade laws, trade agreements, public policy and the history of WTO for official and non-specialist audiences world-wide. Commissioned to develop curricula and 'teaching kits' on international trade for students.

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

Senior International Consultant on legal and economic aspects of trade agreements. Asian-Region coordinator of the World Trade Net program bringing together business, industry associations and government officials. Developed and conducted workshops in Asia, Africa, Latin America. Major projects in 2006-7 for governments of Pakistan, Nigeria on trade, investment and export promotion strategies.

**AUSTRALIAN GOVERNMENT + ASIA-PACIFIC ECONOMIC COOPERATION (APEC) (SINCE 2001)**

Developed and delivered seminars and workshops for business and official groups in Bangkok, Beijing, Brunei, Da Nang, Hanoi, HCM City, Jakarta, Kuala Lumpur, Kyoto, Manila, Rotorua, Singapore, Wellington, on technical and business aspects of trade negotiations, especially in 'free trade' agreements. Coordinator of the Business Forum on the Australia-China Free Trade Agreement (2004/5).

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

Senior Associate, later Associate Professor, Center for the Practice of International Trade.

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

Managed the peak industry policy body (producers + processors). Implemented industry structural change including national support legislation, organization structures. Re-based industry finances on a real investments portfolio.

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

Diplomatic corps, specializing in trade negotiations. Senior appointments in Brussels, Geneva, Washington.

## EDUCATION

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

## REFERRALS

Senior business leaders; heads of national industry organizations; current and former office-holders in international organizations. Please ask for contact details.