

## Professor Ray Fells Bio

Prior to becoming an academic Ray worked as a conciliator and advisor in ACAS in the UK assisting managements and unions resolve industrial disputes. As an academic his research has focused on workplace relations, negotiation and mediation. He is currently comparing bargaining in two similar workplaces in Australia and in Denmark and in another project is researching negotiations over the Living Wage in the UK. He is author of *Effective Negotiation, From research to results* (Cambridge University Press) as well as many publications on negotiation. In addition to teaching at UWA, Ray has also taught at Cambridge University, at Vienna University of Business and now at Copenhagen Business School. He maintains his practical orientation through running skill development programs and acting as a mediator.