

QUINTIN RARES

STATEMENT

I am a barrister at Seven Wentworth Selborne Chambers, postgraduate unit of study co-ordinator and lecturer in the University of Sydney Business School and a lecturer in the University of Sydney Law School. I write a textbook in the science and practice of negotiation and have authored a number of academic papers in law, science, business, economics and history. I was called to the Bar in 2014.

PRACTICE

I have appeared in the NSW Local Court, District Court and Supreme Court (including the Court of Appeal). I have appeared in Commonwealth Tribunals, the Federal Circuit Court and the Federal Court of Australia (including in the Full Court).

I have a general practice. I have practiced in trade and transport (including maritime), equity and trusts, crime (domestic violence, traffic, assault, tax and drugs), tax, tort, insurance, corporations, contracts, intellectual property, succession, real property, consumer, construction, costs, employment, bankruptcy and insolvency, bailment, administrative and international law (including arbitration).

ACADEMIC QUALIFICATIONS

Law

Bachelor of Laws with honours (University of Sydney)

Graduate Diploma of Legal Practice (College of Law, NSW)

Certificate in Chinese Laws (华东政法大学 – East China University Politics and Law, China)

Certificate in Japanese Laws (立命館大学 – Ritsumeikan University, Japan)

Certificate in Japanese Economics and Law (立命館大学 – Ritsumeikan University, Japan)

Science (thesis)

Exploitation and Exploration Bias: an experimental approach in a dynamic landscape (University of Sydney)

Energy Innovation and Emerging Technologies (graduate professional) Certificate (Stanford University, USA)

Sustainable Energy Conversion and Storage (graduate professional) Certificate (Stanford University, USA)

Business

Bachelor of Commerce with honours, University of Sydney

- First class honours (*receiving the highest mark in the cohort*)
- Majors in international business and marketing

Certificate in Developing Entrepreneurial and Innovative Talent (浙江大学– Zhejiang University, China)

PUBLISHED CASES

Australian Pipeline Ltd v Hastings Funds Management Limited [2014] NSWCA 398; (2014) 103 ACSR 343

Caswell v Sony/ATV Music Publishing (Australia) Pty Ltd [2014] NSWSC 841

Mitsui OSK Lines (Thailand) Co Ltd v Jack Fair Pty Ltd [2015] FCCA 558; (2015) 928 LMLN 3

Re Douglas Webber Events Pty Ltd [2014] NSWSC 1544, 291 FLR 173, 104 ACSR 250, [2015] ALMD 1635

Stillman v Rushbourne [2014] NSWSC 730

Virtu Fast Ferries Ltd v The Ship "Cape Leveque" [2015] FCAFC 58

Wollongong Coal Ltd [2014] NSWSC 1711

Wright Prospecting Pty Ltd v Hamersley Iron Pty Limited - [2013] NSWSC 536 and [2014] NSWCA 323

William Hare UAE LLC v Aircraft Support Industries Pty Ltd [2014] NSWSC 1403; 290 FLR 233 and [2015] NSWCA 229; 298 FLR 183

ACADEMIC ACHIEVEMENTS

In **Stanford** I received full-marks in four subjects (primarily in chemical engineering). I was ranked first in my **University of Sydney** cohort in all four of my thesis' courses, seven of my undergraduate subjects and two extension units in law and business. I have received four Dean's citations for excellence in teaching at Sydney and have otherwise received fourteen awards/scholarships/prizes from Sydney and St Andrews College.

EMPLOYMENT

Lecturer in Evidence Law, University of Sydney (2015)

Lecturer and Unit of Study Co-ordinator: Business Negotiations, University of Sydney (2012 – present)

- 2012 (undergraduate co-ordinator); 2013 to present (postgraduate co-ordinator)
- Textbooks authored: *Negotiation: Science and Practice*; *The Terms of Negotiation*

Investigator assisting the Chairperson of the Committee on the Valuer General, Parliament of NSW (2012 and 2014)

Tipstaff to Ward JA, Supreme Court of NSW, Court of Appeal (2013)

Law Graduate, Piper Alderman: Practice areas: trade and transport (including maritime law), insurance, torts, corporations, contract, succession and land law (2012)

Legal Clerk, Gowlings, Canada: Practice areas: regulatory and pharmaceuticals law (2011)

Legal Clerk, Ince & Co., China: Practice areas: maritime, contract and insurance law (2010 to 2011)

Postgraduate Tutoring, University of Sydney

- Business Negotiations (2011)
- International Risk Management (2010)

Undergraduate Tutoring, University of Sydney

- Business Negotiations (2011)
- International Business Alliances (third year subject; 2010)
- International Business Strategy (second year subject; 2009)
- Global Entrepreneurship and Enterprise (third year subject; 2009)

Internship, CSIRO (Commonwealth Scientific and Industrial Research Organisation) (2007)

ASSOCIATIONS

MLAANZ and **WIRO** (Approved Legal Service Provider (approval number: ILARS 00835)).

LEGAL PUBLICATIONS

- *The arrest of bunkers and why the position in Australia should change*, MLAANZ Biennial Conf. (2015)
- *Psychology of Mediation*, New Chambers Annual Conference (2014)
- *The Marine Insurance Act: out of warranty?*, Australian and New Zealand Maritime Law Journal, (2013) vol.27:1, pp. 36-41
- *Maritime Law Handbook: Arrest of Vessels*, Kluwer (co-authored by Fraser Hunt) (2012)
- *A timely warning to time charterers – bunkers*, Trade & Transport News (2012)
- *The warranties in your marine insurance policy may no longer matter*, The Synopsis (2012)
- *Removing internationally and nationally protected intellectual property rights*, Australian Law Update (2012)
- *High Court rules on penalties*, Piper Alderman's e-Bulletin, vol.October (2012)
- *High Court rules on penalties for breach of contract*, Litigation - Australia newsletter, vol.November (2012)
- *Trade & Transport Law in Australia: Sea, Land and Air*, Doing Business in Australian (2012)
- *Alternative legal enforcement mechanisms in emerging market economies*, Academy of International Business: ANZIBA division (2009)
- *The histiocultural theory of legal forum choice in Japan*, winner of the ANJEL prize (2009)

NON-LAW PUBLICATIONS

- *The Terms of Negotiation* (eBook: itunes.apple.com/au/book/the-terms-of-negotiation/id814851002) (2014)
 - *Negotiation: Science and Practice* (textbook; ISBN: 9780987456700 / 9780987456717) (2012)
 - *Cognitive decision making and the search for optimality in adaptive environments*, Behavioural and Experimental Research Network (2009)
 - *Measuring the trade-off between exploration and exploitation*, Interuniversity Centre for Experimental Economics (2009)
 - *Methods to approximate optimality in the 'exploration:exploitation trade-off'*, Australian and New Zealand Academy of Management (2009)
 - *How cognitive biases and heuristics shape organisational behaviour: a review of cognitive factors affecting exploration and exploitation*, Australian and New Zealand Academy of Management (2009)
 - *The history of the US Automobile Industry: a psychological enquiry*, Academic Association of Historians in Australia and New Zealand Business Schools (2009)
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