The Australian Consortium for Research in Employment & Work (ACREW), Centre for Global Business, Monash Business School, Monash University & Melbourne Human Resource Management Unit, Department of Management and Marketing, University of Melbourne, jointly invite you to attend:

**Multi-Stakeholder Collaboration and Bargaining**

**Professor Joel Cutcher-Gershenfeld, University of Illinois**

**ABOUT THE SYMPOSIUM**

This symposium was developed jointly by Monash University and the University of Melbourne to recognise and highlight the outstanding contribution to industrial relations by Emeritus Professor Joe Isaac. Professor Isaac has long been one of Australia’s most distinguished scholars and practitioners in the broad field of industrial relations.

**Summary**

Multi-stakeholder collaboration is increasingly important for addressing major societal challenges and integrating public and private interests to accomplish what particular parties cannot accomplish separately. These stakeholders are not unitary. Building on the classic Walton and McKersie behavioral theory of negotiations and the subsequent strategic negotiations theory by Walton, Cutcher-Gershenfeld and McKersie,* the presentation will include evidence on the internal alignment needed within stakeholders for collaboration with others.

Stakeholders include representatives of employers and employees as well as the public, government representatives, and others. Connections across fields and disciplines will be made for practitioners and scholars in industrial relations and related fields.

The presentation will draw on qualitative and quantitative data from multi-stakeholder consortia at the frontiers of air transport, biomedicine, geoscience and cyber-infrastructure, and workplace transformation.


**ABOUT THE SPEAKER**

Joel Cutcher-Gershenfeld is the former Dean and current Professor at the School of Labor and Employment Relations at the University of Illinois at Urbana-Champaign, with a joint appointment in the National Center for Supercomputing Applications. For the past three years, he has been a visiting professor at the University of Sydney. In 2016, he will join the faculty in the Heller School for Social Policy and Management at Brandeis University.

Joel is an award-winning author who has co-authored or co-edited eleven books and over ninety-five articles, book chapters, and policy papers on high performance work systems, transformation in labour-management relations, negotiations and conflict resolution, economic development and engineering systems.

His current research is centred on stakeholder alignment in complex engineered systems – a foundation for institutions in the 21st Century. He was the 2009 President of the Labour and Employment Relations Association, USA.

He has extensive experience leading large-scale change initiatives with public and private stakeholders internationally including in Australia, Bermuda, Denmark, the UK and USA. He has a Ph.D. in Industrial Relations from MIT and a B.S. from Cornell University.

**TIME:** 2.30pm - 5pm  
**DATE:** Friday 14 August, 2015  
**VENUE:** Rooms 2 and 3, Monash Conference Centre, 30 Collins St, Melbourne, 3000**

Refreshments will be served following the presentation with an opportunity for networking

**RSVP:** To reserve your place at this free event and your attendance at the refreshments, please go to [https://goo.gl/NMPsPO](https://goo.gl/NMPsPO)**

**Transport and Parking**

The nearest train station Parliament is within walking distance. Further details at [http://www.conferencecentre.monash.edu/contact.html](http://www.conferencecentre.monash.edu/contact.html)