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Education

Ph.D. University of California, Berkeley, Department of Political Science
M.A. Columbia University, School of International Affairs
B.A. Williams College, Department of History

Teaching Positions

Department of Political Science, Massachusetts Institute of Technology, 2008-
Department of Political Science, Northwestern University, 1994 - 2008
Department of Politics, Princeton University, 1987-94

Teaching fields: comparative politics; Latin American politics; political economy of development; business politics

Publications

Books

New Order and Progress: Democracy and Development in Brazil. Edited volume. New York: Oxford University Press, 2016.

Designing Industrial Policy in Latin America: Business-Government Relations and the New Developmentalism. New York: Palgrave, 2015

Hierarchical Capitalism in Latin America: Business, Labor, and the Challenges of Equitable Development. New York: Cambridge University Press, 2013.

Business Politics and the State in 20th Century Latin America. New York: Cambridge University Press, 2004.

Reinventing Leviathan: The Politics of Administrative Reform in Developing Countries. Edited with Blanca Heredia. Miami: North-South Center Press, 2003.

Business and the State in Developing Countries. Edited with Sylvia Maxfield. Ithaca: Cornell University Press, 1997.

Politics within the State: Elite Bureaucrats and Industrial Policy in Authoritarian Brazil. University of Pittsburgh Press, 1991. Translated into Portuguese as *Elite Burocrática, Empresa Estatal, e Política Industrial no Brasil Autoritário.* São Paulo: Editora Sumaré, 1994.

Journal Articles

“Easy and Hard Redistribution: The Political Economy of Welfare States in Latin America.” (with Alisha Holland). *Perspectives on Politics* 15(4) (December 2017), pp. 988-1006.

“Unfinished Legacy: Understanding Reciprocity, Business Groups, and MNCs in Latin America.” *Cambridge Journal of Regions, Economy and Society* 10 (2017) pp. 111-25.

“The Middle Income Trap: More Politics than Economics.” (with Richard Doner). *World Politics*, 68, no. 4, October 2016.

“The Developmental State in Brazil: Comparative and Historical Perspectives.” *Revista de Economia Política* 35, no. 1 (January 2015) pp. 114-32.

“Negotiating Education Reform: Teacher Evaluations and Incentives in Chile (1990-2010).” (with Alejandra Mizala). *Governance*, 27, No. 1, (January 2014) pp. 87–109.

“Complementarities and Continuities in the Political Economy of Labor Markets in Latin America.” (with Sebastian Karcher). *Socio-Economic Review*, 8, no. 4 (October 2010), pp. 623-51.

“Hierarchical Market Economies and Varieties of Capitalism in Latin America.” *Journal of Latin American Studies*, 41 (August 2009), pp. 553-75. Reprinted in *Business and Government: Critical Perspectives*, edited by Graham Wilson and Matthew Maguire. Routledge, 2013.

“A Comparative Political Economy of Diversified Business Groups, or How States Organize Big Business.” *Review of International Political Economy* 16, no. 2 (May 2009), pp. 178-201.

“Inequality in Developed Countries and Latin America: Coordinated, Liberal, and Hierarchical Systems.” (with David Soskice). *Economy and Society* 38, no. 1 (February 2009), pp. 17-52. German version, with Sebastian Karcher, published in Ingrid Wehr and Hans-Jürgen Burchart, eds., *Soziale Ungleichheiten in Lateinamerika.* Baden-Baden: Nomos, 2011.

“Economic Liberalization and Corporate Governance: The Resilience of Business Groups in Latin America.” *Comparative Politics*, 40, no. 4 (July 2008), pp. 379-98.

“Organizing Interests and Coalitions in the Politics of Market Reform in Latin America.” *World Politics*, 56 (April 2004) pp. 456-79. Translated version published in *Desarrollo Económico.*

- “Why is Mexican Business so Organized?” *Latin American Research Review* 37, no. 1 (2002), pp. 77-118.
- “Gatekeeper of Influence: The Mexican State and Agroindustry in the NAFTA Negotiations.” (with Leonardo Martinez). *Canadian Journal of Latin American and Caribbean Studies* 26, no. 51, 2001, and *Política y Gobierno*, 2001.
- “Business Associations and Development: Why Some Associations Contribute More than Others.” (with Richard Doner). *Business and Politics* 2, no. 3 (November 2000) pp. 261-288.
- “The New Institutional Economics, Business Associations, and Development.” (with Richard Doner). *Revista de Economía Política - Brazilian Journal of Political Economy* 20, no. 3 (July-September 2000). Originally commissioned as a working paper of the International Labor Organization. www.ilo.org/public/english/bureau/inst/papers/2000/dp110/index.htm.
- “Elusive Synergy: Business-Government Relations and Development.” *Comparative Politics* 31, no. 1 (October 1998). Expanded version published in *Desarrollo Económico* (Argentina) 39, 1999.
- “Organized Business Politics in Democratic Brazil.” *Journal of Interamerican Studies and World Affairs* 39, no. 4, Winter 1997-98.
- “La burguesía desarticulada de Brasil.” *Revista Mexicana de Sociología* 57, no. 4 (octubre-diciembre 1995).
- “Democratic Consolidations: Some Broad Comparisons and Sweeping Arguments.” *Latin American Research Review* 30, no 2 (May 1995).
- “The Fiscal Impact of Privatisation in Latin America.” (with Armando Castelar Pinheiro). *Journal of Development Studies* 31, no. 5 (June 1995) pp. 751-785, and *Quarterly Review of Economics and Finance* 34, Special Issue (Summer 1994) pp. 9-42. Reprinted in Paul Cook and Colin Kirkpatrick, eds., *Privatisation in Developing Countries*, Edward Elgar Publishing, 1999.
- “El abrazo esquivo: sinergia entre el sector privado y el Estado en los países de industrialización reciente.” *Política y Gobierno* (Mexico) 2, no. 1 (1995) pp. 5-41.
- “The Career Connection: A Comparative Analysis of Bureaucratic Preferences and Insulation.” *Comparative Politics* 25, no. 3 (April 1993) pp. 331-349. Reprinted in *Revista do Serviço Público* 119, no. 1 (January 1995).
- “Brazil under Collor: Anatomy of a Crisis.” *World Policy Journal* 8, no. 2 (Spring 1991) pp. 321-347. Reprinted in Roderic Camp, ed., *Latin American Issues*. Scholarly Resources, 1995.

“Partly for Sale: Privatization and State Strength in Brazil and Mexico.” *Journal of Interamerican Studies and World Affairs* 30, no. 4 (Winter 1988-89) pp. 89-116.

Book Chapters

“Left Government, Business Politics, and the Revival of Industrial Policy in Brazil.” In Barry Ames, ed., *Handbook on Brazilian Politics*. Routledge, 2018. (with Mansueto Almeida and Renato Lima-de-Oliveira).

“Politics, Institutions, and Diversified Business Groups: Comparisons across Developed Countries.” In Asli Colpan and Takashi Hikino, eds., *Business Groups in the West Origins, Evolution and Resilience*. New York: Oxford University Press, 2018. (with Asli Colpan and Weihuang Wong).

“Markets and Hierarchies in Social Services: Incentives, Institutions, and Politics.” In Guillermo Perry and Ramona Angelescu, eds., *Improving Access and Quality of Public Services in Latin America*. New York: Palgrave, 2017. (with Armando Castelar Pinheiro).

“Introduction: Brazil in Historical, Comparative, and Theoretical Perspective.” In Schneider, ed., *New Order and Progress.*, New York: Oxford University Press, 2016.

“Private Provision with Public Funding: The Challenges of Regulating Quasi Markets in Chilean Education.” In Melani Cammett and Lauren MacLean, eds., *The Politics of Non-State Social Welfare*. Ithaca: Cornell University Press, 2014 (with Alejandra Mizala).

“Contrasting Capitalisms: Latin America in Comparative Perspective.” In Javier Santiso and Jeff Dayton-Johnson, eds., *Oxford Handbook of Latin American Political Economy*. Oxford: Oxford University Press, 2012.

“Business Politics in Latin America: Investigating Structure, Preferences, and Influence.” In Peter Kingstone and Deborah Yashar, eds., *Handbook of Latin American Politics*. Routledge, 2012. (with Sebastian Karcher).

“Business Politics in Latin America: Patterns of Fragmentation and Centralization.” In *The Oxford Handbook of Business and Government*, edited by David Coen, Wyn Grant, and Graham Wilson. Oxford: Oxford University Press, 2010.

An earlier, extended version was published as “Business Politics and Policy Making in Contemporary Latin America.” In *How Democracy Works*, edited by Carlos Scartascini, Ernesto Stein, and Mariano Tommasi. Cambridge: Inter-American Development Bank and David Rockefeller Center for Latin American Studies, Harvard University, 2010.

“Business Groups and the State: The Politics of Expansion, Restructuring, and Collapse.” In *The Oxford Handbook of Business Groups*, edited by Asli Colpan, Takashi Hikino, and James Lincoln. Oxford: Oxford University Press, 2010.

- “Crises and Institutional Origins: Business Associations in Latin America.” In Richard Doner, ed., *Explaining Institutional Innovation*. New York: SSRIC, 2010. Published in Spanish in Richard Doner, ed., *Innovación y construcción institucional*. Barcelona: Icaria Editorial/CRIES, 2007.
- “Big Business in Brazil: Leveraging Natural Endowments and State Support for International Expansion.” In Lael Brainard and Leonardo Martínez-Díaz, eds., *Brazil as an Emerging Economic Superpower?* Washington, DC: The Brookings Institution, 2009.
- “Pragmatism and Market Reform in Brazil.” (with Armando Castelar and Regis Bonelli). In José Maria Fanelli, ed., *Understanding Market Reforms in Latin America*. New York: Palgrave Macmillan, 2007.
- “Big Business in Brazil: States and Markets in the Corporate Reorganization of the 1990s.” (with Andrea Goldstein). In Edmund Amann and Ha-Joon Chang, eds., *Brazil and South Korea*. London: ILAS, 2004.
- “The Political Economy of Administrative Reform in Developing Countries.” (with Blanca Heredia). In Schneider and Heredia, eds., *Reinventing Leviathan*. Miami: North-South Center Press, 2003.
- “Business Politics and Regional Integration: The Advantages of Organization in NAFTA and MERCOSUR.” In Victor Bulmer-Thomas, ed., *Regional Integration in Latin America and the Caribbean*. London: Institute for Latin American Studies, 2001.
- “The Politics of Administrative Reform: Intractable Dilemmas and Improbable Solutions.” In *Sustainable Public Sector Finance in Latin America*, edited by the Federal Reserve Bank of Atlanta, 2000.
- “The Desarrollista State in Brazil and Mexico.” In Meredith Woo-Cumings, ed., *The Developmental State*. Ithaca: Cornell University Press, 1999.
- “The Material Bases of Technocracy: Investor Confidence and Neoliberalism in Latin America.” In Miguel Centeno and Patricio Silva, eds., *The Politics of Expertise in Latin America*. Basingstoke: Macmillan/St. Martins, 1998. Reprinted in *Pensamiento Iberoamericano*.
- “Business, the State, and Economic Performance in Developing Countries.” (with Sylvia Maxfield). In Sylvia Maxfield and Ben Ross Schneider, eds., *Business and the State in Developing Countries*. Ithaca: Cornell University Press, 1997.
- “Alternative Theories of Business and Business-State Relations.” (with Sylvia Maxfield and Stephan Haggard). In Maxfield and Schneider, eds., *Business and the State in Developing Countries*. Ithaca: Cornell University Press, 1997.

“Big Business and the Politics of Economic Reform: Confidence and Concertation in Brazil and Mexico.” In Sylvia Maxfield and Ben Ross Schneider, eds., *Business and the State in Developing Countries*. Ithaca: Cornell University Press, 1997.

“Privatization in the Collor Government: Triumph of Liberalism or Collapse of the Developmental State?” In Douglas Chalmers; Maria do Carmo Campello de Souza; and Atilio Borón, eds., *The Right and Democracy in Latin America*. New York: Praeger, 1992.

“The Politics of Privatization in Brazil and Mexico: Variations on a Statist Theme.” In John Waterbury and Ezra Suleiman, eds., *The Political Economy of Public Sector Reform and Privatization*. Boulder, CO: Westview Press, 1990. Revised versions published in *Foro Internacional* (Mexico) 31, no. 1 (July-September 1990) and in *Dados* (Brazil) 34, no. 1 (1991).

“Framing the State in Post Authoritarian Brazil.” In John Wirth, Edson Nunes, and Thomas Bogenschild, eds., *State and Society in Brazil: Continuities and Change*. Boulder, CO: Westview Press, 1987.

“Collective Outposts: An Empirical Comparison of Self-Managed and Capitalist Firms in Chile, 1977-1981.” In Robert Stern and Sharon McCarthy, eds., *The Organizational Practice of Democracy*. London: John Wiley and Sons, 1986.

Work in Progress

“The Politics of Quality Reforms and the Challenges for SDGs in Education.” 2016. With Barbara Bruns and Isabel Harbaugh.

“Promoting Quality Education in Chile: The Politics of Reforming Teacher Careers.” With Alejandra Mizala.

“The Institutional and Political Context for State-led Innovation in Brazil.” With Danilo Limoeiro.

“Innovation in Brazil: Challenges and Opportunities in 21st Century Development.” With Elisabeth Reynolds

“Teacher Unions, Clientelism, and the Fraught Politics of Education Reform in Middle-Income Countries.”

“The Politics of Transforming Education in Ecuador: Confrontation and Continuity, 2006-17.” With Pablo Cevallos Estarellas and Barbara Burns.

“Business and Development: The good, the bad, and the analytically central.” With Ignacio Puente

“Technical Education in the Middle Income Trap: Seeking Coalitions for Skill Formation.”
With Richard Doner.

Grants and Awards

Fapesp (São Paulo Research Foundation) visiting research fellowship, 2018-19

Residential fellowship from the Hanse Wissenschaftskolleg for 2014-15

Inter-American Development Bank funding for project on business-government relations and industrial policy in Latin America, 2008-09, 2012-13.

Tinker Foundation for research on “Balancing Markets and Hierarchies to Enhance Efficiency and Quality in Social Services in Latin America,” with Armando Castelar and Alejandra Mizala, 2006-10

Co-director (with Andrew Schrank) of workshops on “Revitalizing Development Studies” in the Social Science Research Council program for Dissertation Proposal Development Fellowships, 2009.

Global Development Network for research on economic reform in Brazil, with Armando Castelar and Regis Bonelli, 2003-05

Searle Fund to support research on “Business Associations, Development, and Democracy,” 2001-06

Fulbright Alumni Award, 2000-04

Fulbright-Garcia Robles Fellowship for Mexico, 1997-98

Tinker Foundation for the project on the Political Economy of Administrative Reform in Developing Countries, 1997-99

Residential Fellowship at the Helen Kellogg Institute for International Studies, University of Notre Dame, Spring 1994

Howard Heinz Foundation research grant, 1989-91

Fulbright Regional Research Fellowship for Brazil, 1990

Inter-American Foundation Dissertation Fellowship, 1984-85

Peter Odegard Memorial Award for outstanding graduate student in Political Science, University of California, Berkeley, 1983-84

Recent Presentations

“The Rise and Fall of Industrial Policy in Brazil under the PT,” Stanford University, December 2017

“Contention, Coalitions, and Consultation in the Politics of Education Reform in Latin America,” Lemann Dialogue, University of Illinois, November 2017; CIDE, Mexico City, January 2018; Harvard University, April 2018

“Politics, Institutions, and Diversified Business Groups: Comparisons across Developed Countries,” Harvard Business School, November 2017

“The Middle Income Trap: More Politics than Economics,” Universidad de Chile, January 2017; Cepal, Santiago, July 2017, Universidad di Tella, Buenos Aires, August 2017; Brown University, September 2017; Fundação Getúlio Vargas, November 2017

“Productivity and the Puzzle of Education Politics,” Brazil Conference, Harvard University, April 2017; Higher School of Economics, Moscow, June 2017

“The Contentious Politics of Reforming Teacher Careers: Conflict and Negotiation in Chile,” CIDE, Mexico City, February 2017; Repal conference, Lima, Peru, April 2017.

“Easy and Hard Redistribution: The Political Economy of Welfare States in Latin America,” Repal conference June 2016; Grade, Lima, September 2016; University of Chile, November 2016; SAIS, February 2017.

“Managing the Politics of Education Reform: Lessons from Global Experience,” CIDE, Mexico City, February 2017

“Delicate Dynamic: Business, Government, and Industrial Policy in Latin America,” ILO conferences at Friedrich Ebert Stiftung workshop, Mexico City, August 2016.

University Service

Chair, Graduate Program Committee, MIT, 2015-18; chair, Admissions Committee, 2016-17

Director, MIT Brazil program, 2009-

Co-Director, MIT Chile program, 2010-12

Chair, Department of Political Science, Northwestern University, 2003-05

Acting Director, Center for International and Comparative Studies, Northwestern University, 1998-99

Other Professional Activities

Co-editor with Melani Cammett of Elements series on the Politics of Development, Cambridge University Press, 2016-

Member of the steering committee for Repal (Red de Economía Política de América Latina), 2013- , chair of local organizing committee for the Repal 2016 conference, and program co-chair for annual meetings in June 2014 and July 2015

Consultant for the International Labor Office on a project on labor participation in industrial policy, January 2016

Consultant for World Bank Systematic Country Diagnostic for Brazil, 2015

External consultant for a collaborative research project on the new developmental state in Brazil, Instituto de Pesquisa de Economia Aplicada (IPEA), Brasília, 2012-13

Member of the Global Steering Committee of the Global Development Network project on “Varieties of Governance: Effective Public Service Delivery,” 2010-12

Visiting Professor, Universidad Torcuato di Tella, Buenos Aires, July 2010, March 2015

Member of the editorial board for *Latin American Politics and Society*, 2009-

Member of the editorial board of *Governance*, 2006-

Visiting Professor, Fundação Getúlio Vargas, São Paulo, July 2006

Visiting Scholar, Sciences Po, Paris, October 2005

Member of the editorial board of the *Revista de Economia Política - Brazilian Journal of Political Economy*, 2005-

Member of the International Advisory Board of the *Journal of Latin American Studies*, 2004-09

Consultant to the Interamerican Development Bank and the Ministry of Administration and State Reform on reforming graduate education in public administration in Brazil, 1996-97

Associate Editor, *World Politics*, 1991-94

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