

**WILSON PERES NÚÑEZ**  
**CURRICULUM VITAE**

**PERSONAL INFORMATION**

Birth Date and Place: July 31<sup>st</sup>, 1948 (Rivera, Uruguay)  
Country of Citizenship: Uruguay

**EDUCATION**

- Undergraduate: Licenciatura in Business Administration, Universidad de la República, Montevideo, Uruguay.
- Graduate: Ph.D. (ABD) in Managerial Economics, Universidad de Oviedo, Spain.
- London School of Economics and Political Science (ISS), “States and Firms in the International Economy”, 1994; (ESS) “Advanced Microeconomics”, 1995; (ESS) “Advanced Macroeconomics”, 1997; (ESS) “Industrial Organization”, 1998.

**PROFESSIONAL EXPERIENCE**

- United Nations Economic Commission for Latin America and the Caribbean (ECLAC), 23 July 1990 to 31 January 2023.

Senior Economic Affairs Officer (August 2012 to January 2023)

Chief, Innovation and ICT Unit (March 2011 to June 2012)

Chief, Unit on Investment and Corporate Strategies (March 2009 to February 2011).

Chief, Joint ECLAC/UNIDO Industrial and Technological Development Unit (November 1995-February 2009).

Chief Technical Adviser (CTA), Project on "Small and Medium-Sized Industrial Enterprises and International Competitiveness" (January 1997-December 2000).

Chief Technical Adviser (CTA), Project on "Policy Measures to Strengthen Innovation and Competitiveness in the Latin American Business Sector" (July 1990-December 1997).

- University of California, San Diego, Graduate School of International Relations and Pacific

Studies (IR/PS). Lecturer on Latin American and Mexican Economic Policy, and Business Strategy in the World Economy (August 1989-June 1990).

- University of California, San Diego, Center for US-Mexican Studies. Visiting Research Fellow (November 1988-July 1989). Research Associate (August 1989-June 1990). Project: "Analysis and Evaluation of Ten Years of Industrial Planning in Mexico: 1979-1988".

- Organisation for Economic Co-operation and Development (OECD), Development Centre. Consultant, Research Programme on Foreign Direct Investment and Industrialisation in Developing Countries (November 1987-December 1988) and Research Programme on Globalisation and Regionalisation (January-July 1990).

- Secretaría de Energía, Minas e Industria Paraestatal (SEMIP), Centro de Promoción y Evaluación de Proyectos, Mexico. Director of Scenarios and Strategy in charge of designing the restructuring policy for state-owned enterprises in the industrial sector (August 1986-March 1987).

- Organization of American States (OAS). Consultant on industrial policy aimed at state-owned enterprises and small- and medium-size firms, Dirección General de Política Industrial y Comercial, Secretaría de Comercio y Fomento Industrial (SECOFI), Mexico (November 1984 -May 1986).

- Petróleos Mexicanos (PEMEX), Subgerencia de Exportación y Mercadeo de Productos Petroquímicos. Consultant on short- and medium-term commercial planning (January 1984-September 1984).

- Secretaría de Comercio y Fomento Industrial (SECOFI), Dirección General de Política Industrial y Comercial, Mexico. Consultant on industrial policy and planning (May 1983-October 1984).

- Centro de Investigación y Docencia Económicas (CIDE), Mexico. Professor, Department of Economics (February 1981-October 1988); Professor, Department of Public Administration (June 1977-January 1981); Research Assistant, Department of Public Administration (June 1976-May 1977).

## **MISCELLANEOUS TEACHING AND RESEARCH EXPERIENCE**

- Universidad de Chile, Facultad de Ciencias Físicas y Matemáticas, Ingeniería Industrial, Magíster en Gestión y Política Públicas.

- Universidad de Chile, Facultad de Ciencias Económicas y Administrativas, Escuela de Economía y Administración para Graduados.

- United Nations and Secretaría de Programación y Presupuesto (SPP), Programa de Capacitación para el Desarrollo, Mexico.

- Facultad Latinoamericana de Ciencias Sociales (FLACSO), Mexico. Lecturer on Public Policy Analysis and Economic Development.

- Universidad de Oviedo, Spain. Lecturer on Managerial Economic Policy.
- Universidad de Valladolid, Spain. Lecturer on Managerial Economic Policy.
- Universidad Iberoamericana, Mexico. Lecturer on Public Administration in Mexico, and Politics and Development.
- Universidad de la República, Montevideo, Uruguay. School of Economics and Business Administration, Assistant Professor of Economics I (History of the Economic Thought), and Research Assistant, Institute of Economics.

## PUBLICATIONS

**Google Scholar:** 4496 citations; h index 31; i10 index 52 (12 October 2023)

### I. BOOKS AND EDITED JOURNALS

1. *The New Digital Revolution. From the consumer Internet to the industrial Internet*, ECLAC, Santiago, Chile, July 2015. Spanish version published by ECLAC on the same date. (Drafted the book.)
2. *Broadband in Latin America. Beyond Connectivity*, Libros de la CEPAL, 120, ECLAC-DIRSI, Santiago, Chile, 2013 (edited with Valeria Jordán and Hernán Galperin). Spanish version published by ECLAC, 2013.
3. *Fast-tracking the Digital Revolution. Broadband for Latin America and the Caribbean*, ECLAC-DIRSI, 2011 (edited with Valeria Jordán and Hernán Galperin). Spanish version published by ECLAC, 2010.
4. *The Information Society in Latin America and the Caribbean. Development of technologies and technologies for development*, ECLAC, 2010 (edited with Martin Hilbert). Spanish version published by ECLAC, 2009.
5. *Pequeñas y Medianas Empresas Industriales en América Latina y el Caribe*, Siglo XXI Editores, Mexico, D. F., 2002 (edited with Giovanni Stumpo).
6. *The Microeconomics of the New Economic Model in Latin America*, World Development Special Issue, Vol. 28, No. 9, September 2000 (edited with Nola Reinhardt).
7. *Growth, Employment and Equity: The Impact of the Economic Reforms in Latin America and the Caribbean*, Brookings/ECLAC, Washington, D.C., 2000. Spanish version published by ECLAC and Fondo de Cultura Económica, Santiago, Chile, 2000. Portuguese version published by Editora Campus, Rio de Janeiro, 2002. Chinese version published by China Social Sciences Press in 2002. Co-authored with Barbara Stallings.

8. *Grandes Empresas y Grupos Industriales Latinoamericanos. Expansión y desafíos en la era de la apertura y la globalización*, Siglo XXI Editores, México, D.F., 1998 (edited book).

9. *Políticas de Competitividad Industrial. América Latina y el Caribe en los años noventa*, Siglo XXI Editores, México, D.F., 1997 (edited book).

10. *Foreign Direct Investment and Industrial Development in Mexico*, Development Centre of the Organisation for Economic Co-operation and Development (OECD), Paris, 1990. This book was published simultaneously in English and French.

11. *El Estado Empresario en México ¿Agotamiento o Renovación?*, Siglo XXI Editores, Mexico, 1988. Co-authored with María Amparo Casar.

## II. CHAPTERS OF BOOKS

1. “A Divide in the Making: Digitalisation in Latin America”, in Edmund Amann and Paulo N. Figueiredo (eds.), *Policy for Innovation, Competitiveness and Development in Latin America: Lessons from the Past and Perspectives for the Future*, Forthcoming. Coauthored with João Carlos Ferraz; Julia Torraca and Gabriela Arona.

2. “Industrial Policy and Learning. Lessons from Latin America”, in Arkebe Oqubay and Kenichi Ohno (eds.), *How Nations Learn. Technological Learning, Industrial Policy, and Catch-up*, Oxford University Press, June 2019. Coauthored with Annalisa Primi.

3. “Industrial Policies in Latin America”, in Adam Szirmai, Wim Naudé and Ludovico Alcorta (eds.), *Pathways to Industrialization. New Challenges and Emerging Paradigms*, Oxford University Press, 2013.

4. “Structural Change, Innovation and Industrial Policy in Latin America and the Republic of Korea: Identifying Spaces to Cooperate” in Korea Institute for International Economic Policy (editor), *Economic Cooperation Between Korea and Latin Americas*, Ministry of Foreign Affairs and Trade of the Republic of Korea, ECLAC and KIEP, Seoul, 2012.

5. “The (Slow) Return of Industrial Policies in Latin America and the Caribbean” in Mario Cimoli, Giovanni Dosi and Joseph Stiglitz (eds.), *Industrial Policy and Development. The Political Economy of Capabilities Accumulation*, Oxford University Press, 2009.

6. “Teoría y práctica de la política industrial”, en Trinidad Martínez Tarragó y Francisco J. Rodríguez Garza (editors), *Ensayos de política económica en México*, Ediciones Eón y Universidad Autónoma Metropolitana (Azcapotzalco), México, D.F., 2009. First version published as *Theory and Practice of Industrial Policy. Evidence from the Latin American Experience*, Serie Desarrollo Productivo, 187, ECLAC, Santiago, Chile, 2009. Co-authored with Annalisa Primi.

7. “Structural Change in the Chilean Economy: The Impact of Economic Reforms, 1970-2000”,

in Patricio A. Aroca and Geoffrey J.D. Hewings, *Structure and Structural Change in the Chilean Economy*, Palgrave, Macmillan, London, 2006. Co-authored with Nola Reinhardt and Nelson Correa.

8. “Diversificación y desarrollo de nuevas industrias: el (lento) retorno de las políticas sectoriales en América Latina y el Caribe”, en Mario Cimoli, Beatriz García y Celso Garrido, *El camino latinoamericano hacia la competitividad: Políticas públicas para el desarrollo productivo y tecnológico*, Siglo XXI and UAM (A), Mexico, DF, 2005. First version published as “El (lento) retorno de las políticas industriales en América Latina y el Caribe”, Serie Desarrollo Productivo, 166, CEPAL, Santiago de Chile, November 2004.

9. “Foreign Investment in México after Economic Reform”, in Kevin J. Middlebrook and Eduardo Zepeda (editors), *Confronting Development: Assessing Mexico’s Economic and Social Policy Challenges*, Stanford University Press (2003). Co-authored with Juan Carlos Moreno and Jorge Máttar. Also published as *Foreign Direct Investment in Mexico and Economic Reform*, Serie Estudios y Perspectivas No. 10, Sede Subregional de la CEPAL en México, Mexico City, July 2002.

10. “Industrial Competitiveness Policies in Latin America and the Caribbean in the 1990s” in Evelyn Huber (editor), *Models of Capitalism. Lessons for Latin America*, Pennsylvania State University Press, 2002.

11. “La competitividad internacional de América Latina y el Caribe: las dimensiones empresarial y sectorial” en Leticia Campos Aragón (coordinadora), *La realidad económica actual y las corrientes teóricas de su interpretación: Un debate inicial*, Instituto de Investigaciones Económicas, UNAM, Mexico, 2002.

12. “Las políticas de apoyo a las pequeñas y medianas empresas industriales en América Latina y el Caribe”, en Enrique Dussel Peters (editor), *Claroscuros. Integración exitosa de las pequeñas y medianas empresas en México*, Editorial Jus, Mexico City, 2001. Co-authored with Giovanni Stumpo.

13. “Industrial Competitiveness Policy in Latin America and the Caribbean: Implementation Bottlenecks”, in Francisco Sercovich and others, *Competition and the World Economy: Comparing Industrial Development Policies in the Developing and Transition Economies*. Edward Elgar and UNIDO, London, 1999.

14. “Empresas transnacionales e industrialización en economías pequeñas y abiertas: Costa Rica y República Dominicana” in Giovanni Stumpo (ed.), *Empresas Transnacionales, Procesos de reestructuración industrial y políticas económicas en América Latina*, CEPAL y Alianza Editorial (AE 39), Buenos Aires, 1998. Co-authored with Michael Mortimore.

15. “Las grandes empresas y grupos industriales latinoamericanos en los años noventa,” in Wilson Peres (coordinator), *Grandes Empresas y Grupos Industriales Latinoamericanos. Expansión y desafíos en la era de la apertura y la globalización*, Siglo XXI Editores, México, D.F., 1998. Co-authored with Celso Garrido).

16. “El resurgimiento de las políticas de competitividad industrial”, in Wilson Peres (coordinator) *Políticas de Competitividad Industrial. América Latina y el Caribe en los años noventa*, Siglo XXI Editores, México, D.F., 1997. A revised Portuguese version was published as “O ressurgimento das políticas de competitividade industrial” in Antonio Barros de Castro and others, *O Futuro da Indústria no Brasil e no Mundo. Os desafios do século XXI*, Confederação Nacional da Indústria e Editora Campus, Rio de Janeiro, Brazil, 1999. Also published as “El resurgimiento de las políticas de competitividad industrial en América Latina y el Caribe en los años noventa”, en *Memorias Seminario Desarrollo Industrial en la República Dominicana: En ruta al tercer milenio*, Banco Central de la República Dominicana–Instituto Dominicano de Tecnología Industrial, Santo Domingo, 1997.
17. “Políticas de desarrollo productivo en Costa Rica”, in Wilson Peres (coordinator) *Políticas de Competitividad Industrial. América Latina y el Caribe en los años noventa*, Siglo XXI Editores, México, D.F., 1997. Co-authored with Guillermo Labarca.
18. “La política industrial y de comercio exterior en México”, in Wilson Peres (coordinator) *Políticas de Competitividad Industrial. América Latina y el Caribe en los años noventa*, Siglo XXI Editores, México, D.F., 1997. Co-authored with Jorge Máttar.
19. “Políticas de competitividad en América Latina”, in Ministerio de Industria, Turismo, Integración y Negociaciones Comerciales Internacionales (ed.), *II Cumbre de la Competitividad. El Reto de la Productividad*, MITINCI, Lima, July 1996.
20. “Mexico: Foreign Investment as a Source of International Competitiveness”, in John Dunning and Rajneesh Narula (eds.), *Foreign Direct Investment and Governments: Catalysts for economic restructuring*, Routledge, London and New York, 1996. Co-authored with Álvaro Calderón and Michael Mortimore. Also published in *Serie Desarrollo Productivo (LC/G.1864)*, 21, ECLAC, Santiago, Chile, May 1995.
21. “Políticas para impulsar la competitividad de las empresas” in CEPAL/PNUD e INASET (eds.), *Políticas de Competitividad para la Pequeña y Mediana Empresa*, Instituto de Asistencia Social, Económica y Tecnológica (INASET), La Paz, Bolivia, 1995 (Second edition 1996).
22. “Mexico's Integration into the North American Economy: The Role of Foreign Investment”, in Institute for European-Latin American Relations (ed.), *Foreign Direct Investment in Developing Countries: The Case of Latin America*, IRELA, Madrid, 1994. Co-authored with Álvaro Calderón and Michael Mortimore.
23. “FDI since 1982: behaviour and effects”, in D. Chudnovsky (ed.), *Transnational Corporations and Industrialization*, vol. 11 of John H. Dunning (General Editor), *United Nations Library on Transnational Corporations*, Routledge, London, 1993.
24. “Transformación productiva con equidad. Un caso concreto: República Dominicana”, in Asociación Latinoamericana de Organizaciones de Promoción (editor), *América Latina: Opciones estratégicas de desarrollo*, Nueva Sociedad, Caracas, 1992.

25. "Japanese Joint Ventures with the Mexican State: The Limits of Forced Cooperation", in G. Székely (ed.), *Manufacturing Across Borders and Oceans, Japan, the United States and Mexico*, Center for US-Mexican Studies, University of California, San Diego, La Jolla, California, 1991.
26. "La competitividad en el marco de la transformación productiva con equidad", en Ernesto Samper y otros, *La Reversión Industrial, Colombia y otras experiencias*, Universidad Nacional de Colombia y Fundación Friedrich Ebert de Colombia (FESCOL), Bogotá, 1991.
27. "Cambio Estructural y Reversión de la Industria Estatal Mexicana", in Isaac Minian (ed.), *Cambio Estructural y Producción de Ventajas Comparativas*, CIDE, Mexico, 1988.
28. "Problemas de la Relación Estado-Economía. Una Propuesta a partir del Análisis Económico de las Empresas Estatales y del Patrón Salarial en México", in Juan E. Vega (ed.), *Teoría y Política en América Latina*, CIDE, Mexico City, 1983. Co-authored with Carlos Márquez.
29. "Hacia una Teoría de la Empresa de Propiedad Estatal", in Universidad Autónoma Metropolitana (ed.), *Empresa Estatal y Sistema Económico*, UAM (I), Mexico City, 1979. Co-authored with Álvaro Cuervo.
30. "Dinero y Banca", in Instituto de Economía (ed.), *Realidad Económica Nacional*, Fundación de Cultura Universitaria, Montevideo, 1972. Co-authored with Juan Carlos Dean.

### III. JOURNAL ARTICLES

1. "Are Economic Reforms Dead in Latin America? Rhetoric and Reality since 2000", *Journal of Latin American Studies*, 43/4 November 2011. Co-authored with Barbara Stallings.
2. "El papel de las pequeñas y medianas empresas en América Latina", *Economía Marche, Review of Regional Studies*, XXVI, No. 1, April 2007. Co-authored with Carlo Ferraro and Giovanni Stumpo.
3. "The slow comeback of industrial policies in Latin America and the Caribbean", *CEPAL Review*, 88, April, 2006. Spanish version published in *Revista de la CEPAL*, 88.
4. "Corporate Competitiveness in Latin America and the Caribbean", *CEPAL Review*, 74, August, 2001. Spanish version published in *Revista de la CEPAL*, 74. Co-authored with Michael Mortimore.
5. "Latin America's New Economic Model: Micro Responses and Economic Restructuring", *World Development*, Vol. 28, No. 9, September 2000. Co-authored with Nola Reinhardt.
6. "Small and Medium-sized Manufacturing Enterprises in Latin America and the Caribbean under the New Economic Model", *World Development*, Vol. 28, No. 9, September 2000. Spanish version published as "Pequeñas y Medianas Empresas Industriales en América Latina y el Caribe", LC/R.1957, ECLAC, Santiago, Chile, January 2000, and in Red PyMEs Mercosur and Instituto de Economía y Finanzas (eds.), *Las Pequeñas y Medianas Empresas: Entorno, Estrategias y Potencial*

*Transformador*, Facultad de Ciencias Económicas, Universidad Nacional de Córdoba, Córdoba, Argentina, 2000. Co-authored with Giovanni Stumpo.

7. "Big Latin American Industrial Companies and Groups", *CEPAL Review*, 66, December 1998. Spanish version published in *Revista de la CEPAL*.

8. "Innovation Systems and Technological Specialization in Latin America and the Caribbean", *Research Policy*, 26, 1998. Reprinted in Charles Edquist and Maureen McKelvey (eds.), *Systems of Innovation: Growth, Competitiveness and Employment*, Edward Elgar, London, 2000. A first version was published as *Innovation Systems and Technological Specialization in Latin America and the Caribbean*, Discussion Paper 9509, Institute for New Technologies/United Nations University (INTECH/UNU), Maastricht, The Netherlands. The Spanish version was published as *Sistemas de innovación y especialización tecnológica en América Latina y el Caribe*", Serie Desarrollo Productivo, 33 (LC/G.1913), ECLAC, Santiago, Chile, 1996, and in DANE (ed.) *Productividad, Competitividad e Internacionalización de la Economía*, Departamento Administrativo Nacional de Estadística, Bogotá, Colombia, 1996. Co-authored with Ludovico Alcorta.

9. "Sistemi di innovazione in America Latina: esperienze locali e sostegno delle istituzioni" (Systems of Innovation in Latin America: Local Experiences and Institutional Support), *L'industria*, n.s., XV, October-December 1994, Italy. Co-authored with Marco Dini. Also published in Spanish in *Política Industrial y Desarrollo Tecnológico: Lecciones para el caso colombiano*, Colección Problemas del Desarrollo, Pontificia Universidad Javeriana, Bogotá, Colombia, 1995.

10. "Policies for Competitiveness", *CEPAL Review*, 53, 1994. Also published in Spanish in *Revista de la CEPAL*, 53, 1994, and *Revista ANDI*, 132, Medellín, Colombia, January-February 1995.

11. "Latin America's Experience with Technology Policies: Current situation and prospects", *International Journal of Technology Management*, Vol. 9, 3/4, 1994. A Spanish version was published in *Tecnología y Sociedad*, 3, Intermediate Technology Development Group, ITDG-Peru, Lima, November 1995.

12. "Industrial Policy: Where Do We Stand?", *CEPAL Review*, 51, 1993. Also published in Spanish in *Revista de la CEPAL*, 51, 1993.

13. "The Internationalization of Latin American Industrial Firms", *CEPAL Review*, 49, 1993. Also published in Spanish in *Revista de la CEPAL*, 49, 1993. Reprinted in Hans Singer, Neelambar Hatti and Rameshwar Tandon (eds.), *New World Order Series*, volume sixteen, "Technology Diffusion in the Third World", B. R. Publishing Corporation (India) Ltd., New Delhi, 1998.

14. "Repercusiones de la Reconversión Industrial Paraestatal en la Industria de la Construcción", *Empresa Pública. Problemas y Desarrollo*, 5, CIDE, Mexico City, 1987. Co-authored with Esthela Redorta.

15. "La Estructura de la Industria Estatal, 1970-1985", *Economía Mexicana*, 7, CIDE, Mexico City, 1986; and *Investigación Económica*, 176, Universidad Nacional Autónoma de México, 1986. Co-



authored with Orlando Delgado and Jorge Machado.

16. "Proyecto Empresarial y Alternativas de Estructuración de la Economía", *Investigación Económica*, 175, Universidad Nacional Autónoma de México, 1986. Co-authored with María Amparo Casar.

17. "Evaluación Económica de la Racionalización de la Participación de la Empresa Pública en la Industria Mexicana", *Empresa Pública. Problemas y Desarrollo*, 1, CIDE, Mexico City, 1986. Co-authored with Jorge Machado. Reprinted in Edgar Ortiz, *Empresa pública, Problemas actuales en los países de Norteamérica y el Caribe*, CIDE and North American Economics and Finance Association, Mexico City, 1987.

18. "La Evolución de las Exportaciones Manufactureras en 1983", *Economía Mexicana*, 6, CIDE, Mexico City, 1984.

19. "Teoría y Política Empresarial en los Ochenta: La Concertación", *Economía Industrial*, 232, Ministerio de Industrial y Energía, Madrid, 1983. Co-authored with Álvaro Cuervo and Eduardo Jacobs.

20. "Tamaño de Planta y Financiamiento: Dos Problemas Cruciales del Desarrollo Industrial", *Economía Mexicana*, 5, CIDE, Mexico City, 1983. Co-authored with Eduardo Jacobs.

21. "El Monopolio Natural y la Intervención Productiva del Estado", *Hacienda Pública Española*, 78, Instituto de Estudios Fiscales, Madrid, 1982.

22. "Las Grandes Empresas y el Crecimiento Acelerado", *Economía Mexicana*, 4, CIDE, Mexico City, 1982. Co-authored with Eduardo Jacobs.

23. "La Estructura de la Industria Estatal, 1965-1975", *Economía Mexicana*, 4, CIDE, Mexico City, 1982.

24. "Eficacia y Eficiencia de la Empresa Pública: Reflexiones", *Hacienda Pública Española*, 68, Instituto de Estudios Fiscales, Madrid, 1981. Co-authored with Álvaro Cuervo.

25. "Hacia una Teoría de la Empresa Pública", *Hacienda Pública Española*, 63, Instituto de Estudios Fiscales, Madrid, 1980. Co-authored with Álvaro Cuervo.

26. "La Polémica en torno a las Empresas Públicas en América Latina", *Economía de América Latina*, 3, CIDE, Mexico City, 1979. Co-authored with Armando Arancibia.

#### IV. REPORTS AND CONFERENCE PAPERS

1. "La integración productiva latinoamericana mediante proyectos regionales en ciencia, tecnología e innovación", documento de proyecto, ECLAC, LC/W. 599, Santiago, April 2014. Coedited with Ione Egler and Sebastián Rovira.

2. “Banda ancha: una urgencia para América Latina y el Caribe,” V Foro Ministerial Unión Europea – América Latina y el Caribe sobre la Sociedad de la Información, La Granja de San Ildefonso, Spain, ECLAC, LC/R.2158, Santiago, Chile, March 2010. Co-authored with Valeria Jordán and Fernando Rojas.
3. “Uma visão das políticas de APLs na América Latina”, en Sistema Federação das Indústrias do Estado de Minas Gerais y Instituto Euvaldo Lodi, *Desenvolvimento Local e Aglomerações Produtivas: Trajetória e Perspectivas*, FINEP, IEL, FIEMG, Belo Horizonte, 2007.
4. *Cinco piezas de política de desarrollo productivo*, Serie Desarrollo Productivo, 176, ECLAC, Santiago, Chile, 2007. Co-author with Mario Cimoli, Joao Carlos Ferraz and others.
5. *Policy competition for foreign direct investment in the Caribbean Basin: Costa Rica, Jamaica and the Dominican Republic*, Serie Desarrollo Productivo, 49 (LC/G.1991), ECLAC, Santiago, 1998. Co-authored with Michael Mortimore.
6. “Atracción de Inversión Extranjera Directa: La competencia entre naciones”, en Ministerio de Comercio Exterior (COMEX), *El papel de la inversión extranjera directa en el desarrollo de Costa Rica*, San José, 1998.
7. “Avances y obstáculos en las políticas de competitividad industrial” en Cámara de Diputados de Bolivia, Comisión de Descentralización y Participación Popular, *El Estado y la Promoción de Ventajas Competitivas*, La Paz, 1998.
8. *Industrial Competitiveness Policies: The Local Dimension*, ECLAC (LC/R.1737), Santiago, Chile, November 1997. Also published in Spanish as “Políticas de competitividad: La dimensión local” in Friedrich Ebert Stiftung, ILPES y Fundación SERCAL, *Desarrollo Económico Local ¿Alternativa necesaria de modernización productiva?*, ILPES, Santiago, Chile, 1997, and in Portuguese in Nadya Araújo-Guimarães and Scott Martin (editors), *Governando a Economia: Competitividade, Equidade e Ação Social*, CEBRAP / Hewlett Foundation / Editora SENAC, São Paulo, 2000.
9. "Efectos dinámicos de la integración económica: aproximaciones analíticas", *Industrialización y Desarrollo Tecnológico*, Informe No. 14 (LC/G.1778), ECLAC, Santiago, Chile, September, 1993.
10. *From Globalization to Regionalization: The Mexican Case*, OECD Development Centre, Technical Papers, 24, Paris, 1990.
11. *Un Decenio de Planeación Industrial en México, 1979-1988*, Center for U.S.-Mexican Studies, University of California, San Diego, La Jolla, California, 1989.
12. "La Empresa Pública en Diferentes Alternativas de Reindustrialización", in *Memoria del Segundo Coloquio sobre Empresa Pública*, Universidad Autónoma Metropolitana (A) e Instituto Nacional de Administración Pública (INAP), Mexico, 1985.
13. "Notas para una Tipología de Empresas Públicas", in *Memoria del Primer Coloquio sobre*

*Empresa Pública*, Universidad Autónoma Metropolitana (A), Mexico City, 1984.

14. *Tres Puntos de Vista sobre la Economía Mixta Mexicana: Empresarios, Burocracia y Movimiento Obrero*, Documentos de Trabajo, Serie Estudios Políticos, 3, CIDE, Mexico City, 1982. Co-authored with María Amparo Casar.

15. *El Discurso sobre la Economía Mixta Mexicana: Una Noción, Tres Proyectos*, Documentos de Trabajo, Serie Estudios Políticos, 2, CIDE, Mexico City, 1982. Co-authored with María Amparo Casar.

#### V. UNPUBLISHED PAPERS

1. “Still running: Taking up broadband in Latin America”, Information Society Programme, ECLAC, May 2010. Co-authored with Valeria Jordán and Fernando Rojas.

2. “Small firms in the context of trade integration: analytical issues,” unsigned paper prepared for the Committee on Small Economies, Free Trade Area of the America (FTAA), February 1999.

3. “The CARICOM approach to competition policy and the FTAA”, unsigned paper prepared for the Negotiating Group on Competition Policies, Free Trade Area of the America (FTAA), February 1999.

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