

Index

- ABDIB, 104, 110
 ABIMAQ, 104
 ABINEE, 104
 ABIQUIM, 104
 ABM, 66, 67, 75, 81, 84
 Aço Empresarial, 119–20, 218–19
 ACIEL, 7, 180–3
 Acopi, 142
 Acuña, Carlos, 183
 Agricultural associations (*see also*
 Federacafe), 39–40; in Argentina,
 17
 Alemán, Miguel, 78
 Alessandri, Arturo, 155
 Alessandri, Jorge, 161
 Alfonsín, Raúl, 190–2, 225
 Allende, Salvador, 156, 163
 AMCB, 81
 AMIS, 81
 ANAC, 141
 ANDI, 7, 28–9, 32, 130, 139–45,
 251
 ANFAVEA, 104, 219
 ANIF, 146, 150
 ANIQ, 70
 ANTAD, 213, 215
 Apege, 7, 182
 Asexma, 227
 Asobancaria, 144
 Asocaña, 144
 Asocoflores, 128, 232
 Asset specificity, 11, 23, 49, 50, 228,
 235
 ATI, 201
 Austral Plan, Argentina, 191, 225
 Authoritarian regimes, effect on
 associations, 52, 200; business
 opposition to, 112–14, 242–3, 260;
 business support for, 163–4, 182,
 242–3
 Automobile industry, 70, 127,
 219–20
 Ávila Camacho, Manuel, 63
 Aylwin, Patricio, 168, 217, 227

 Baierlein, Hugo, 228
 Bailey, John, 253
 Banking associations, *see* financial
 associations
 Bardella, Cláudio, 113, 116
 Bates, Robert, 133, 205
 BDI, 198
 Becerra, René, 71
 Bellin, Eva, 45
 Betancur, Belisario, 150
 Bezerra, Fernando, 121–2
 Blanco Villegas, Jorge, 188, 193
 Bortoni, Vicente, 85
 Bours, Eduardo, 86, 246
 Bowman, John, 23

- Boyer, Robert, 210
 Brasília, 121
 Büchi, Hernan, 216, 236
 Bueno Vidigal, Luis Eulálio de, 95
 Bureaucratic rings (*see* personal networks)
 Business associations (*see also* civil society, institutional capacity), autonomy from the state, 258–61; club benefits in, 33, 36; conglomeration and, 16, 44–5; contestation by, 18, 247–8, 258, 260; country size and, 16; defensive mobilization, 15, 36–9, 77, 145–6, 170–1, 174, 176, 198, 203; democracy and, 18, 241–61; economic concentration and, 16, 38, 40–2, 43–7; economic governance, 29, 210–34; elections in, 117, 137, 168, 178, 249; electoral politics and, 27, 52, 73, 74, 178, 246; foreign investment and, 16, 46–8; fragmentation of, 124, 195, 196, 251; governability and, 15, 250–3; in Brazil, 16; in Chile, 4, 17; in Colombia, 16–17; in Mexico, 4, 16; and party systems, 16; policy delegation and, 27, 30; policy reform and, 17, 216–21; regime type and, 16, 52–3; regional concentration, 16; and representation by business, 244–6; transparency in, 249–50
 Business politics (*see also* elite circulation), and economic reform, 252; elections and, 73, 90, 159, 162, 178, 186, 244–6; partisan conflict and, 180–1, 188, 251; politicization of, 173, 177–83, 188; portfolio of options, 12, 45, 68, 70, 90–1, 119, 148–50, 161, 171–2, 195, 235, 255; sectoral conflict and, 187–9, 191, 250–2
 Câmara de Gestão de Crise de Energia Elétrica, 220
 Câmaras setoriais, 219–20
 Camp, Roderic, 76
 Canacindra, 28, 59, 63–4, 65, 70–1, 74, 89
 Canaco-DF, 61, 65, 70
 Canada, 223
 Capital goods, 110, 113
 Capital mobility, 248
 Caputo, Dante, 190
 Cárdenas, Lázaro, 62, 63, 66, 74
 Cardoso, Fernando Henrique, 94, 121, 220
 Carranza, Venustiano, 61
 Cason, Jeffrey, 223
 Cavallo, Domingo, 193
 CBI, 198
 CCE, 7, 32, 35, 40, 60, 67, 68, 75, 78, 80, 81–4, 87, 90, 91, 214, 222; staff and budget, 8; dominance of CMHN, 86, 90
 CDE, 109
 CDES, 126–7
 CDI, 103
 CEA, 7, 184–6, 189; budget, 185
 CEESP, 84
 CEN, 100
 CEPB, 40
 CES, 166
 CFCE, 101
 CGE, 7, 28, 32, 175, 179–83, 186
 CGI, 180, 181
 Chávez, Hugo, 242
 Chilean Chamber of Construction, 156
 CIB, 102
 CIESP, 98–9, 102, 117
 CINA, 182
 CIP, 109
 Civil society, 9, 10, 13, 14; business associations in, 18, 170, 254; contestation by, 14, 246–8, 258–61; defined, 259; and democracy, 14, 246, 253–61; and the state, 23–4, 242, 257–61
 Clientelism, 17, 202, 239
 CMHN, 7, 8, 32, 33, 60, 67, 75–81, 83, 91, 185

- CMN, 109
 CNA (Brazil), 95
 CNA (Mexico), 81, 86
 CNC, 95
 CNI, 32, 94–5, 99, 101, 103,
 104–5, 106–7, 119, 120–2; budget,
 110
 CNPE, 198
 Codelco, 48
 Coece, 75, 80, 87–8, 222–3
 Coffee, 231; in Colombia, 3–4, 131–9;
 in Brazil, 3–4, 96
 Coffee Congress, Colombia, 132
 Cohen, Joshua, 244
 Coleman, William, 24
 Collados, Modesto, 166
 Collective action (*see also*
 encompassing associations; free
 riding; Olson, Mancur; selective
 benefits), 5, 9, 11; among
 organizations, 37–8, 91–2, 237–40;
 as a byproduct, 21–2, 238; in
 Brazil, 102, 111, 112–14, 121, 125;
 in Mexico, 59, 62, 64, 68, 75, 82,
 83; and privileged access, 16, 17;
 and public goods, 236; and
 selective benefits, 11
 Collor de Mello, Fernando, 115, 124,
 215, 224
 Concamin, 59, 62, 64, 65, 70, 74, 77,
 81, 85, 86, 89; institutional
 capacity in, 89
 Concanaco, 59, 61, 62, 65, 70, 74, 77,
 81, 86
 Concepción, Alfredo, 186
 Concertación, Chile, 167, 169
 Conclap, 106
 CONEP, 109
 Confiep, 40
 Conglomerates (*see also* business
 associations, encompassing
 associations), in Argentina, 49, 52;
 in Chile, 49; in Colombia, 49; in
 Mexico, 49, 67; in Venezuela,
 50
 Conindustria, 228, 235
 CONPES, 135
 Consejo Gremial, 7, 32, 40, 45, 129,
 146–7
 Constitutional reform, in Brazil,
 118–20, 121
 Coparmex, 7, 37, 60, 63, 66, 67–9,
 75, 77, 80, 81
 Corfo, 155, 158, 159
 Corporate concentration, 43–6, 235
 Corporate factors and business
 organization, 43–51
 Corporate ownership, 47
 Corporatism, 9, 10–11, 13, 14–15,
 199, 200, 210; and democracy,
 257; in Argentina, 180; in Brazil,
 99, 100, 103, 122, 124; in Chile,
 156; in Mexico, 66, 70, 88–90;
 state, 5, 17; societal, 9, 15, 25,
 59, 138, 173, 198; and the state,
 24–5
 Corporatist associations (*see also*
 corporatism), 11; in Brazil, 9, 16,
 96, 97, 101, 103, 104, 106, 109,
 110–11, 123; in Mexico, 59, 60,
 63, 64, 68, 69–71, 81
 Cortázar Toledo, Alfredo, 132–3
 CPC, 7, 32, 40, 152, 154–5, 157,
 162–3, 165, 168–9, 171–2, 216–18;
 institucional capacity, 160
 Cruzado plan, 215
 CUT, 122, 219–20
 CVE, 198
 Dahl, Robert, 247
 Daudt de Oliveira, João, 103
 De Almeida, Rómulo, 103
 De la Madrid, Miguel, 79, 84–5
 De Oliveira Vianna, Francisco José,
 99
 Debt crisis, 6, 216
 Délano, Juan, 166
 De la Rúa, Fernando, 193
 Delfim Netto, Antônio, 109
 Del Hierro, José Elías, 140
 De Mendiguren, José Ignacio, 193
 Democratization, 5, 88; impact on
 associations, 52–3; in Argentina,
 190–4; in Brazil, 113, 167, 169

- Developmental state, business
 organization and, 51–2; in Brazil,
 28, 104, 112; in Chile, 155–6; in
 Colombia, 143, 151; in Mexico, 68,
 69–72, 82
- Devisate, Antônio, 105
- Diamond, Larry, 14, 254, 258
- Dias de Figueiredo, Morvan,
 102
- Distributional coalitions, 13,
 14
- Documento dos Oito, 112–13
- Duhalde, Eduardo, 193
- Durkheim, Emile, 241, 255
- Dutra, Eurico, 101, 102
- Echeverría, Fabio, 247
- Echeverría, Luis, 69, 78, 82–3
- Ecuador, 40, 50, 100, 243; privileged
 access in, 33
- Elite circulation, in Argentina, 175,
 186–7, 192, 193; in Brazil, 96, 102,
 107, 114; in Chile, 160–2, 165–6;
 in Colombia, 129, 148–50; in
 Mexico, 72, 74
- Employer associations, 67, 69
- Encompassing associations (*see also*
 business associations, state
 intervention, state threats), 8, 14,
 37, 40, 210–12, 237–8, 251, 255;
 conglomeration and, 49–51, 237–8;
 defined, 8; in Argentina, 9, 176–7,
 188; in Brazil, 9, 93, 96, 98, 103,
 118, 125; in Chile, 8, 153, 157,
 162–4; in Colombia, 8, 16, 129–30,
 138, 145–8; in Ecuador, in Mexico,
 8, 63, 65, 67, 68, 75, 79, 81, 82,
 91; state threats and, 38
- Energy policy, 220
- Ermírio de Moraes, Antônio, 121
- Estado Novo, 100
- Eurnekian, Murat, 192, 194
- Exclusion of business (*see also* state
 threats to business), in Argentina,
 181, 192–3; in Brazil, 97, 110, 113;
 in Chile, 163; in Mexico, 69, 73–4,
 75
- Febraban, 120
- Fedearroz, 144
- Fedecámaras, 40, 147, 198–9, 242
- Federacafe, 3, 4, 7, 8, 30, 32, 128,
 131–9, 145, 147, 231, 260; and
 democracy, 252
- Federalgodón, 144
- Feliú, Manuel, 217, 246
- Fenalco, 146
- FIESP, 35, 37, 94–5, 98–9, 101, 103,
 104–5, 106–7, 110, 113, 115, 116,
 221, 248; employment, 250;
 membership, 98
- Figueras, Ernesto, 192
- Financial associations, 46
- FIRJ, 103
- FKI, 199
- Flower exports, 232
- FONAC, 134
- Font, Mauricio, 4
- Fortes, Marcio, 29
- Fox, Vicente, 90–1
- France, 9, 34, 198
- Francini, Paulo, 116
- Franklin, Benjamin, 59
- Frei Montalva, Eduardo, 162
- Frei Ruiz-Tagle, Eduardo, 168, 227
- Free riding (*see also* collective action),
 theorizing on, 17, 21, 92, 236–7,
 238
- Frieden, Jeffry, 11, 22
- Frondizi, Arturo, 180
- FTAA, 206
- Fukuyama, Francis, 258
- Furniture, 232
- Gambino, Pascual, 178
- Geisel, Ernesto, 109, 110
- Gelbard, José, 180, 181, 186, 216
- Gellner, Ernest, 259
- Geographic factors and business
 organization, 39–42
- Gerda, Jorge, 219
- Germany, 101, 198
- Gómez, Laureano, 141
- Gómez Morales, Alfredo, 179
- González, Claudio X., 75, 86

Index

309

- Goulart, João, 38, 106–8
 Great Depression, 6, 36, 66, 155, 171
 Grupos, *see* conglomerates
 Gutiérrez Gómez, José, 141
 Guzmán, José Antonio, 217
- Haggard, Stephan, 252
 Hall, Peter, 26, 211
 Herbin, Ernesto, 186
 Hirschman, Albert, 248
 Hollingsworth, J. Rogers, 210
- IBC, 231
 IBAD, 106
 IEDI, 7, 32, 114, 116–17
 Illia, Arturo, 186
 Industrial associations, in Argentina, 17, 195; in Brazil, 9, 16, 93, 96, 97–104, 122; in Chile, 8; in Colombia, 8; in Mexico, 61–2, 71
 Industrial policy, 117
 Inflation, *see* stabilization programs
 Institutional analysis, 204; evolution, 205–6; unintended consequences in, 204–6
 Institutional capacity in associations, 6, 38, 54, 195–6, 229, 230, 233, 238; defined, 7; and democracy, 242–3, 256; in Argentina, 173, 182–4, 185, 193; in Brazil, 94–5, 97, 98, 105, 108–9, 117, 118–20, 124; in Chile, 156–8, 165, 169, 171; in Colombia, 131, 134–5, 142; in Mexico, 59, 64, 69, 75, 87, 90; in Venezuela, 199; privileged access and, 35–6, 85; stabilization and, 214–15; trade policy and, 223, 225, 226
 Interest aggregation, 4, 7, 28, 245; in Brazil, 122; in Colombia, 143, 168–9; in Mexico, 65, 88
 IPES, 106–8
 ISI, 64, 66, 216, 218
 Itamaraty, 224
- Japan, 15, 199
 Jarpa, Victor Manuel, 227
- JPPCC, 201–2
 Johannpeter, Jorge Gerdau, 119
- Kapaz, Emerson, 115, 116
 Katzenstein, Peter, 252
 Kaufman, Robert, 252
 Kingstone, Peter, 120
 Kline, Harvey, 142
 Kok, Einar, 113
 Krieger Vasena, Adalbert, 184
 Krueger, Anne, 23, 239–40
 Kubitschek, Juscelino, 104
- Labastida, Francisco, 90
 Labor law, in Brazil, 98, 99, 122; in Chile, 154, 156; in Mexico, 67, 69
 Labor unions, 27, 36–7, 129, 215
 Lacerca, Carlos, 190
 Lafer, Horácio, 103
 Lafer Piva, Horácio, 221, 250
 Lamarca, Felipe, 168
 Lamuraglia, Raúl, 178
 Lanusse, Alejandro, 216
 Laothamatas, Anek, 202
 Law of Chambers, Mexico, 61, 63, 64, 70, 88–9, 90
 Legislatures, business and, 118–22
 Levy, Jonah, 10
 Lichbach, Mark, 21
 Lizana, Pedro, 168
 Lleras Restrepo, Carlos, 149
 Lodi, Euvaldo, 103, 104
 López Mateos, Adolfo, 77–8
 López Portillo, 84
 López Pumarejo, Alfonso, 140, 149
 Lula (Luiz Inácio “Lula” da Silva), 126–7
 Luna, Matilde, 72
- Machinea, José Luis, 193
 Madison, James, 3, 260
 Manzetti, Luigi, 229
 Market reform, *see* neoliberal economic reform
 Marín Santillán, Jorge, 86
 Marques Moreira, Marcílio, 118, 236
 Martin, Cathie Jo, 24

- Martínez de Hoz, José, 185, 186
 Medellín, 42, 140
 Membership in associations, in Chile, 157; in Colombia, 141; in Mexico, 88, 89
 Menem, Carlos, 185, 192–3, 226–7
 Mercosur, 5, 224–9
 Mexican Revolution, 30, 61, 66
 Mexico City, 69, 79
 Middlebrook, Kevin, 53
 Mindlin, Sergio, 118
 Mining associations, 48, 62
 Miranda, Miguel, 186
 MNCs, 46–9; in Brazil, 96; in Mexico, 62, 63, 76, 78, 89
 Monterrey, 42, 66, 67, 69, 71, 79, 83
 Moore, Barrington, 241
 Moreira Ferreira, Carlos Eduardo, 117, 121, 246
- Nafta, 4, 87, 88, 222–3, 227
 National Coffee Producers' Committee, 136, 137
 National Front, Colombia, 148
 Neo-corporatism, *see* corporatism
 Neoliberal economic reform, 5, 52, 212, 216–30
- O'Donnell, Guillermo, 187, 246
 Oil industry, 140–1
 Olson, Mancur, 11, 12, 13–14, 20–3, 31–6, 43, 80, 210, 238, 250
 Onganía, Juan Carlos, 181
 Ospina Pérez, Mariano, 140, 149
 Osterling, Jorge, 247
- PAN, 73–4
 Pani, Alberto, 61
 Pastrana Borrero, Misael, 149
 Peak associations (*see* encompassing associations, industrial associations)
 Pemex, 47
 Peña, Felix, 226
 Peres, Wilson, 212
 Perón, Isabel, 38, 43–7, 182
- Perón, Juan, 9, 17, 28, 174, 177–80, 187, 194, 196
 Personal networks (*see also* clientelism), defined, 71; in Brazil, 108–9; in Mexico, 69, 71–2
 Peru, 19, 33, 38, 242, 243, 257–61
 PICE, 223–4, 225–6
 Pinochet, Augusto, 28, 52, 153, 164–7
 PNBE, 114–16, 124
 Polit, Gustavo, 187
 Political parties, 14, 53, 245–6; in Chile, 171; in Colombia, 134, 137, 148; business membership in, 73
 Popular Front, in Chile, 154, 155
 Port reform, 218
 Portugal, 38
 Preferences formation, 17, 235–7
 Prem, Tinsulananda, 201, 202
 PRI, 66, 73, 74, 79, 88, 90
 Privileged access (*see also* collective action), 27, 32–6, 201–2; and authoritarianism, 243; in Argentina, 180, 190–1; in Brazil, 97, 99–100, 109, 120–22, 123; in Chile, 158–60, 166; in Colombia, 34, 135, 139–41, 142–3, 155–6; in Mexico, 60, 67, 69, 70, 77, 79, 80, 84–5, 89, 91; in trade policy, 222–3; in Venezuela, 198
 PT (Partido dos Trabalhadores), 125–7
 Putnam, Robert, 10, 14
- Quadros, Jânio, 105
- Regional integration (*see also* FTAA, Mercosur, Nafta), 4–5, 168, 206, 221–30
 Rent seeking, 23, 212, 238, 239–40
 Representation in associations, in Brazil, 94, 99, 104–5, 111, 115, 116–17; in Chile, 157; in Colombia, 137; in Mexico, 61–2, 86, 90
 Restrepo Jaramillo, Cipriano, 141
 Riesco, Walter, 168
 Rio de Janeiro, 99, 100, 106

Index

311

- Rogers, Joel, 244
 Rojas Pinilla, Gustavo, 139, 141, 145, 246–8
 Rueschemeyer, Dietrich, 14
- SAC, 34, 132
 Sáenz, Orlando, 163
 Salinas, Carlos, 84
 Samper, Ernesto, 146–7, 150
 Sánchez Navarro, Juan, 73, 77, 83
 São Paulo, 9, 62, 94, 95, 96, 98, 99, 100, 105, 114, 115, 219
 Sarney, José, 95, 215
 Schmitter, Philippe, 9, 10, 24–5, 108, 210
 Secofi, 87
 Sectoral analysis, 23, 50
 Selective benefits (*see also* collective action, privileged access, state), 12, 15, 21–2, 32, 54, 75, 80, 88, 105, 129, 138, 139, 140, 150, 158, 206, 238–40; privileged access, 13, 68, 70
 Selective incentives (*see* selective benefits)
 SENA, 143
 Senai, 101, 103, 110–11, 122
 Serra Puche, Jaime, 35, 87, 223, 236
 Sesi, 101, 103, 110
 Shafer, Michael, 23
 Shafer, Robert, 64
 Shils, Edward, 259
 Shonfield, Andrew, 257
 Sikkink, Kathryn, 182
 Silva, Eduardo, 166
 Simonsen, Roberto, 101, 102, 204
 Sindipeças, 104, 108, 219
 Skocpol, Theda, 23, 24, 37, 255
 Small and medium business, 142, 188–9, 233
 Smith, Adam, 209, 210
 SNA, 153, 154, 157, 162
 Snyder, Richard, 231
 Social capital, 13, 14
 Social pacts (*see* stabilization programs)
- Sofofa, 7, 32, 152, 154, 157–8, 162–3, 164, 232; and trade negotiations, 228
 Soldatti, Santiago, 226
 Sonami, 48, 154
 Soskice, David, 26, 211
 Sourrouille, Juan, 191
 South Korea, 199, 260
 SRA, 40, 175, 186, 188; institutional capacity in, 183–4
 Stabilization programs, 17, 210, 212–16; in Argentina, 215–16; in Brazil, 215; in Mexico, 85, 213–15
 Stallings, Barbara, 212
 State, and civil society, 10; and collective action, 5; defined, 6; and provision of selective benefits, 5, 12, 13
 State actors, and collective action, 11; and crisis, 6, 13, 27, 63, 91, 165, 190, 245; defined, 26; incentives of, 70, 133–4, 236; motives of, 60, 130, 135–6, 139, 151, 170, 200, 204–6, 260; strategies of, 12, 31–6, 54, 64, 66, 75, 88, 96, 98, 99, 117, 120, 124, 129, 138, 139, 144, 154, 164, 174, 189–90, 191, 194, 197, 229, 232; vulnerabilities of, 6, 15, 25, 26, 27–8, 31, 55, 91, 105, 123–4, 133, 138, 156, 167, 170, 179, 196, 229–30
 State corporatism, *see* corporatism
 State intervention (*see also* developmental state, state threats and business organization), in labor markets, 15, 36–7, 68; in property rights, 15, 37–8, 68, 82, 84, 162–3; in associations, 66, 106, 178, 182, 196
 State threats and business organization, 13, 36–9; in Brazil, 96, 106, 107; in Chile, 154–5; in Colombia, 17, 129, 145, 151; in Mexico, 16, 67, 75, 77, 82, 91, 92
 Staub, Eugênio, 117

- Stepan, Alfred, 6, 259
 Stephens, Evelyne, 14
 Stephens, John, 14
 Streeck, Wolfgang, 10, 25
 Street, Jorge, 102
- Taiwan, 200
 Tax policy, in Chile, 217; in
 Colombia, 218
 TCC, 201
 Thailand, 201–2
 Tirado, Ricardo, 72
 Tocqueville, Alexis de, 14, 24, 173,
 241, 247, 249, 255, 257
 Tornquist, Carlos Alfredo, 177
 Trade policy (*see also* regional
 integration), 17, 49, 52, 219, 227,
 228
 Tripartite negotiation, *see* stabilization
 programs
 Tunisia, 200
 Turkey, 95
 TUSIAD, 76
- UBE, 7, 118–19
 UCR, 190
 UIA, 7, 9, 28, 32, 40, 178, 180–2,
 186, 226; early history of, 175–6;
 institution capacity, 192, 193
- United States, 223
 Urdaneta Arbeláez, Roberto, 149
 Urrutia, Miguel, 30, 34, 140, 145
 Uruguay, 33, 40
- Valdés, Francisco, 72, 76
 Vargas, Getúlio, 28, 97–105, 218
 Varieties of capitalism, 15, 17, 234
 Vega, Rolando, 86
 Venezuela, 19, 197–9, 228, 237,
 242
 Villares, Paulo, 116
 Villela de Andrade Junior, José,
 106
 Vocational training, 229, 232
 Voluntary associations (*see also*
 encompassing associations), in
 Argentina, 175; in Brazil, 111, 122;
 in Chile, 157; in Mexico, 59, 60,
 66, 70, 75
- Wachholtz, Roberto, 160
 Weyland, Kurt, 251
 Werneck, Dorothea, 219, 236
 Whitaker, José Maria, 102
 World War I, 61
 World War II, 6, 14, 66, 139
- Zakaria, Fareed, 246