
Carlos Rufin

Intellectual Contributions:

Refereed Articles

- Rufin, C., Parada, P., & Serra, E. (2008). The Paradox of Multidomestic Strategies in a Globalizing World: Evidence from Nonmarket Strategies in Developing Countries. *Revista Brasileira de Gestão de Negócios*, 10 (26), 63-85.
- Manzetti, L., Millan, J., & Rufin, C. (2005). Innovative Approaches to Overcome Utility Theft and Tariff Delinquency. *Infrastructure and Financial Markets Review*, 11 (4), 1-6.
- Kumar, R., Rangan, U. S. , & Rufin, C. (2005). Negotiating Complexity and Legitimacy in Independent Power Project Development. *Journal of World Business*, 40 (3), 302-320.
- Mahmood, I. P. & Rufin, C. (2005). From Big Push to Big Pull: The Paradox of Government Action. *Academy of Management Review*, 30 (2), 338-360.
- Rufin, C., Rangan, U. S. , & Kumar, R. (2003). The Role of the State and Changing Value Dynamics. *American Journal of Economics and Sociology*, 62 (4), 649-675.
- Rufin, C. (2002). Sustainability of Power Sector Reform in Latin Americas Small Countries. *Infrastructure and Financial Markets Review*, 8 (3), 1-6.
- Goulding, A. J., Rufin, C., & Swinand, G. P. (1999). The Role of Vibrant Retail Electricity Markets in Assuring That Wholesale Power Markets Operate Efficiently. *Electricity Journal*, 12 (10), 61-65.

Refereed Proceedings

Full Paper

- Nebus, J. F. & Rufin, C. (2008). Extending the Bargaining Power Model: Explaining Bargaining Outcomes Among Nations, MNE and NGOs. *Academy of International Business*, AIB.
- Mahmood, I. P. & Rufin, C. (in press, 2002). From Big Push to Big Pull: The Paradox of Government Action. *Academy of Management annual conference*.

Non-Refereed Articles

- Swinand, G. P., Rufin, C., & Sharma, C. D. (2005). Valuing Assets Using Real Options: An Application to Deregulated Electricity Markets. *Journal of Applied Corporate Finance*, 17 (2).
- Rufin, C. (2004). Political and Regulatory Risk in Latin Americas Electric Power Industry. *Latin America Energy Report*, 1, 10-13.

Book

- Rufin, C. (2004). *The Political Economy of Institutional Change in the Electricity Supply Industry: Shifting Currents* , Cheltenham, England, and Northampton, Massachusetts: Edward Elgar.

Book Chapters

Refereed

Rufin, C. & Arboleda, L. F. (2007). Utilities and the Poor: A Story From Colombia. In Kash Rangan, John Quelch, Gustavo Herrero, and Brooke Barton (Ed.) *Business Solutions for the Global Poor: Creating Social and Economic Value*, (pp. 107-116). San Francisco: Josey-Bass.

Not Refereed

Rufin, C. (2005). Multilateral Institutions and Market-oriented Reform: Have They Changed the Nature of MNC-Government Relations. In Sushil Vachani (Ed.) *Transformations in Global Governance: Implications for Multinationals and Other Stakeholders*, (pp. 73-95). Cheltenham, England, and Northampton, Massachusetts: Edward Elgar .

Rufin, C. (2004). Regional Public Goods and Infrastructure. In Antoni Estevadeordal (Ed.) *Regional Public Goods: From Theory to Practice*. Washington, D.C.: Inter-American Development Bank and Asian Development Bank.

Solar, F. & Rufin, C. (2003). Guatemalas Reforms in the Balance. In Jaime Millán and Nils von der Fehr (Ed.) *Keeping the Lights On: Power Sector Reform in Latin America*. Washington, D.C.: Inter-American Development Bank.

Cases

Rufin, C. & Pinto, E. (2008). Afro Reggae. *Babson College Case Research Database*.

Rivera, M. & Rufin, C. (2008). Mobile Phones in Cameroon. *Babson College Case Research Database*.

Presentation of Refereed Papers

International

Rufin, C. & Rivera-Santos, M. (2008, August). *Global Village vs. Small Town: Understanding Networks at the Base of the Pyramid*. Presented at Academy of Management annual conference, Anaheim, California.

Nebus, J.F. & Rufin, C. (2008, July). *Extending the Bargaining Power Model: Explaining Bargaining Outcomes Among Nations, MNEs, and NGOs*. Presented at Academy of International Business, Milan, Italy.

Rufin, C. & Rivera-Santos, M. (2008, July). *Global Village vs. Small Town: Understanding Networks at the Base of the Pyramid*. Presented at Academy of International Business, Milan, Italy.

Rufin, C. & Rivera-Santos, M. (2007, October). *PPPs as Nonmarket Strategy*. Presented at Strategic Management Society Conference, San Diego, California.

Rufin, C., Parada, P., & Serra, E. (2007, October). *The Tension between Market and Nonmarket Strategies in the Internationalization Process*. Presented at Strategic Management Society Conference, San Diego, California.

Rufin, C. & Rivera-Santos, M. (2007, August). *Between Commonweal and Competition*. Presented at Academy of Management annual conference, Philadelphia, Pennsylvania.

Rufin, C., Parada, P., & Serra, E. (2006, October). *The Paradox of Multidomestic Strategies in a Globalizing World: Evidence from Nonmarket Strategies in Developing Countries*. Presented at Strategic Management Society Conference, Vienna, Austria.

Nebus, J.F. & Rufin, C. (2006, August). *Extending the Bargaining Power Model: Explaining Governance Outcomes Among Nations, MNEs, and NGOs*. Accepted for Academy of Management annual conference, Atlanta, Georgia.

Rufin, C. & Rivera-Santos, M. (2006, August). *MNE-NGO Alliances in Developing Countries*. Presented at Academy of Management annual conference, Atlanta, Georgia.

Rufin, C. & Rivera-Santos, M. (2006, July). *MNE-NGO Alliances in Developing Countries*. Presented at Academy of International Business, Beijing, China.

- Rufin, C. & Rangan, U. S. (2004, August). *Institutional Change in the Electricity Industry: Initial Evidence*. Presented at Academy of Management annual conference, New Orleans, Louisiana.
- Kumar, R., Rangan, U. S., & Rufin, C. (2004, July). *Greenfield Investment in the Global Energy Industry*. Presented at Academy of International Business, Stockholm, Sweden.
- Rufin, C. & Romero, E. (2004, July). *Institutional Sustainability in Latin America: Unraveling Commitments*. Presented at Academy of International Business, Stockholm, Sweden.
- Rufin, C. & Romero, E. (2003, November). *Institutional Sustainability in Latin America: Unraveling Commitments*. Presented at Association for Public Policy Analysis and Management Annual Research Conference, Washington, District of Columbia.

Presentation of Non-Refereed Papers

International

- Lawaetz, S. , Millan J., Manzetti, L., Pinhel, A., & Rufin, C. (2005, April). *Innovative Approaches to Slum Electrification*. World Bank Energy Week, Washington, District of Columbia.
- Rufin, C. (2005, April). *Evaluating the Sustainability of Privatization and Regulatory Reform: Brazil in Comparative Perspective*. Invited presentation at Brazil in Comparative Perspective (Cornell University), Ithaca, New York.
- Rufin, C. (2003, July). *Entry, Voice and Loyalty: Legitimizing Privatization Through NGOs*. Invited presentation at Academy of International Business, Monterey, California.

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