This course examines the contemporary political economy of Latin America from a business perspective. It focuses on both the domestic policies and global developments that affect the region.

The course is designed mainly to serve the career needs and contribute to the professional training of graduate students in business, including those in the MBA, MAIB, MSF, and MSM programs. It is a requirement for MALAS students with a Business Environment specialization, and for the MBA and MSF concentrations in Latin American Business. At least one course in economics is a prerequisite. Previous coursework in Latin American studies and experience in the region is useful but not a requirement.

**Structure of the course:** The course will be built upon lectures, readings, and cases. Classes will usually feature a combination of: (1) A lecture by the instructor; (2) a discussion of articles in recent issues of the daily *Latin America Advisor*; and (3) team presentations on the cases assigned to the class.

The *Latin American Advisor* will be posted to the class e-learning site daily, and is also available at: [http://advisor.thedialogue.org/](http://advisor.thedialogue.org/)

**Course materials:**

The text for this course is:


The text will be supplemented by articles available in a course packet from Target Copy, and by readings placed on the course e-learning site.

**Cases:** There will be four cases for the course, all available in the course packet:


3) *Banco Ciudad (A): Who is the Owner? and (B) Transformation at Work*, HBS case (2012).


Students new to the case method are encouraged to read Robert F. Bruner, *Note to the student: How to study and discuss cases*, University of Virginia Darden School Foundation (2001), available in the course packet.

After the first few lectures each class will feature a case presentation, discussion, and quiz. The class will form itself into teams of 3-5 students, and each team will make a presentation on the assigned case. Each member of the team will get the team grade for the case. Students other than those presenting the case will take a quiz on the case before the case presentation, and should be prepared to discuss the case in class.

**Grading:** Grades will be determined by case presentations (15%), quizzes on the cases (10%), contributions to class discussions (5%), a mid-term (30%) and a final exam (40%).

The final exam is on Wednesday, December 16, 4:05P-6:00P, HGS140.

Requirements for class attendance, make-up exams, assignments, and other work in this course are consistent with university policies that can be found at: [https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx](https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx)

Briefly, arrangements can be made to make up assignments and exams missed because of illnesses, family emergencies, job interviews, or case competitions. Make-up exams for the mid-term and the final, however, will be offered to students on a single date only.

**Laptop policy:**
Laptop computers may be open during class, but must be closed during exams and quizzes. Students overly absorbed in their laptops during class are likely to find it difficult to do well on the class participation segment of the grade.

**Office Hours:** 3:00 to 4:00PM on Wednesdays in my office, STZ 308. I am in my office most days and can arrange to meet by appointment. I also respond to all e-mails, usually within 24 hours.

Students with disabilities will be accommodated. University policy is that such students must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation. [http://www.dso.ufl.edu/drc/](http://www.dso.ufl.edu/drc/)

Students are expected to provide feedback on the quality of instruction in this course by completing online evaluations at [https://evaluations.ufl.edu](https://evaluations.ufl.edu). Evaluations are typically open during the last two or three weeks of the semester, but students will be given specific times when they are open. Summaries of these evaluations are available at [https://evaluations.ufl.edu/results/](https://evaluations.ufl.edu/results/).
Course Outline

Part I: The economic, geographic, and institutional and context

I. Overview.
   Bértola and Ocampo, Chapter 1.

II. Export-led growth, import substitution, and turning back to the market.
   Bértola and Ocampo, Chapters 2-4 & Chapter 5, pp. 198-221.
   Armoinio Fraga, “Latin America since the 1990s: Rising from the Sickbed?”
   *Journal of Economic Perspectives* (Spring 2004).

III. The commodity boom and beyond.
   Bértola and Ocampo, Chapter 5, pp. 222-257 & Chapter 6.

IV. Financing for development

Part II: The business and investment climate

V. Corporate governance

VI. Corruption

VII. State-owned enterprises and privatization


Case 3: *Banco Ciudad (A): Who is the Owner? and (B) Transformation at Work*, HBS (2012).

VIII. Culture, institutions, and doing business


IX. The informal economy


X. Cuba: Moving toward a Market Economy


Julia E. Sweig and Michael Bustamante, “Cuba after Communism,” *Foreign Affairs* (July/August 2013).


U.S. Department of State: U.S. Relations with Cuba Fact Sheet (July 21, 2015) [http://www.state.gov/r/pa/ei/bgn/2886.htm](http://www.state.gov/r/pa/ei/bgn/2886.htm)