

Awards 2018 Annual Conference

The BALAS association sponsors an award program designed to recognize and encourage outstanding scholarship and research in the area of Latin American business activities. The number of awards has been enhanced thanks to the generosity of several of BALAS Institutional Members.

Let us celebrate with the authors these awards!


Beginning with the 2016 BALAS Conference, the best student paper award has been designated as the **Luis J. Sanz Best Student Paper Award** in honor of Dr. Sanz lifelong support of students and scholarship related to the business and economic environment of Latin America. INCAE sponsors this award.

BALAS granted the following awards during the 2018 Conference:

- **BALAS Presidents' Award for Best Academic Paper**
- **Luis J. Sanz Best Student Paper Award**
- **Lourdes S. Casanova Best Applied Paper Award**
- **Universidad de los Andes School of Management Best Teaching Case Award**
- **USD School of Business Award for the Best Teaching Case or Paper on Business and Corporate Social Responsibility, Social Impact and Social Innovation**

On this occasion, we are recognizing nominees as well as winners. Congratulations to all!


Award	Title of Paper	Author/Authors
Lourdes S. Casanova Best Applied Paper Award		
Winner	The Impact of Color on Art Prices: An Examination of Latin American Art	Urbi Garay, IESA Business School; Eduardo Pérez, IESA Business School
Nominee	Sustainable Market Orientation: Structural Analysis Of The Chilean Wine Industry	Jorge Mauricio Cea, Universidad Técnica Federico Santa María; Tomás Norambuena, Universidad Técnica Federico Santa María



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Award: Luis J. Sanz Best Student Paper Award sponsored by INCAE	Title	Author/Authors
Winner	The strategy of companies operating in the extended Bottom of the Pyramid - BOP-e. A study on the Financial Efficiency	Carlos Augusto Passos, Universidade de São Paulo; Renata Giovinazzo Spers, Universidade de São Paulo; James Terence Coulter Wright, Universidade de São Paulo
Nominee	Law-abiding organizational climates in developing countries: The role of regulatory burden and socially responsible practices	Shoeb Mohammad, York University, Schulich School of Business; Bryan Husted, EGADE Business School, Tecnológico de Monterrey
Nominee	Determinants and Characteristics of Brazilian Private Equities Return	Carlos Coelho, Londrina State University; Eduardo Contani, Londrina State University; Federico Natalio Madkur, Londrina State University

Award: Universidad de los Andes School of Management Best Teaching Case Award	Title of Paper	Author/Authors
Winner	Fabricato: Do not break the thread	Norma Ortiz, Universidad de los Andes; Carlos Jaramillo, IESA; Rosa Isabel Gonzalez, Universidad de los Andes



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Nominee	La Esperanza: Beyond Automation	Kety Jáuregui, Universidad ESAN; Virginia Lasio, Escuela Superior Politécnica del Litoral -ESPOL- ESPAE Graduate School of Management; Maria Helena Jaen, Universidad de Los Andes, School of Management
Nominee	The Avocado Conundrum	Bernard Kilian, INCAE Business School, Professor; David Navichoc, INCAE Business School/ Professor assistant

Award: USD School of Business Award for the Best Teaching Case or Paper on Business and Corporate Social Responsibility, Social Impact and Social Innovation	Title of Paper	Author/Authors
Winner	Determinants of CSR adoption: An institutional and social network approach	Arturo Briseno, Universidad Autonoma de Tamaulipas; Bryan Husted, EGADE Business School, Tecnológico de Monterrey
Nominee	Determinants of outreach and profitability in MFIs: Structural equation approach	Mauricio Cervantes Zepeda, Tecnológico de Monterrey; Adriana Ramirez Rocha, Tecnológico de Monterrey
Nominee	Mediation effect of interest rates on MFIs' financial performance	Luis Arturo Bernal Ponce, EGADE Business School; Adriana Ramirez Rocha, Tecnológico de Monterrey

BALAS Presidents' Award for Best Academic Paper

**BALAS Headquarters
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Corporate Governance and its Effect on Productivity under Different Business
Environments: Evidence from Latin America

Sandra C Gaitán, Universidad EAFIT; Hernán Herrera, Universidad EAFIT; Eduardo
Pablo, Minnesota State University Moorhead, Paseka School of Business