

2017 Santiago, Chile, Facultad de Economía y Negocios de la Universidad de Chile

*Best Teaching Case:*

"Troubled Spain: Leading organizational changes through networks and design".

Authors: Eric Quintane, Gianluca Carnabusi, and María Helena Jaén.

*LUIS SANZ BEST STUDENT PAPER:*

"Predicting Customer Value by Product: From RFM to RFM/P"

Authors: Rodrigo Heldt, Cleo Silveira, and Fernando Luce

*OUTSTANDING PROFESSIONAL PAPER:*

"It's not only what you say, but also how you say it: information disclosure in Latin America."

Authors: Maximiliano Gonzalez, Alexander Guzmán, Diego Tellez, and María Trujillo.

*OUTSTANDING ACADEMIC AWARD:*

"Governance and Financial Performance in Family Business Groups: The Case of Mexico."

Author: Robert Grosse

2016 Guayaquil, Ecuador, ESPAE Graduate School of Management, ESPOL Guayaquil

*Luis Sanz Best Student Paper Award:*

"Property Structure of Stock Exchanges and Market Quality: A Study of the Bovespa Demutualisation".

Carlos Tadao Kawamoto, FEA/USP/Business Administration Department;  
James Terence Coulter Wright, FEA/USP/Business Administration  
Department

*Sion Raveed Award:*

"ESG Disclosure in Latin America: The Role of Board Structure"

Bryan W. Husted, EGADE Business School/Tecnológico de Monterrey;  
José Milton de Sousa-Filho, EGADE Business School/Tecnológico de  
Monterrey AND Universidade de Fortaleza

*Thunderbird Award:*

"Directors from Related Industries and Management Forecast Properties: An International Study"

Ervin Black, Price College of Business/University of Oklahoma/Steed  
School of Accounting; Herita Akamah, and Dipankar Ghosh

*USD - EGADE/Tec de Monterrey BEST TEACHING CASE AWARD:*

"Pacari: Premium organic chocolate from tree to bar."

Alexandra Velasco, Universidad San Francisco de Quito; Fabrizio Noboa,  
Universidad San Francisco de Quit

2015 San Juan, Puerto Rico, University of Puerto Rico, Río Piedras

*Thunderbird Award*

Maximiliano González  
School of Management, Universidad de los Andes, Colombia  
Alexander Guzmán

*The Sion Raveed Award*

Miguel Ángel Santos  
Center for International Development, Harvard University, USA

María-Andrea Trujillo  
CESA School of Business, Colombia

*Janet Kelly Student Paper Award*  
Giuliana Isabella, University of São Paulo, Brazil

*USD - EGADE/Tec de Monterrey Best Case Award*  
Esteban R. Brenes  
INCAE Business School, Costa Rica

2014 Port of Spain, Trinidad and Tobago – Arthur Lok Jack Graduate School of Business, University of West Indies

*Thunderbird Award*  
Pedro Raventós , INCAE Business School, Costa Rica  
Sandro Solezzi, CINDE, Costa Rica

*The Sion Raveed Award*  
José Luis Ruiz, Universidad de Chile, Chile  
Pablo Tapia, Universidad de Chile, Chile

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
Nunzia Auletta, IESA, Venezuela

*Janet Kelly Student Paper Award*  
Denis John Griffin, Instituto Politécnico Nacional, Mexico

2013 Lima, Peru – ESAN University

*Thunderbird Award*  
Eduardo Torres, Universidad de Chile, Chile  
Cristobal Barra, Universidad de Chile, Chile  
Sergio Olavarrieta, Universidad de Chile, Chile

*The Sion Raveed Award*  
Rafael Castanho, Insper, Brazil  
Andrea Minardi, Insper, Brazil  
Rodrigo Moita, Insper, Brazil

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
José Ramón Pin, IESE Business School  
Enrique Rodriguez Fernandez-Hidalgo, IESE Business School  
Rodrigo Costamagna, IESE Business School  
Lourdes Susaeta, IESE Business School

*Janet Kelly Student Paper Award*  
Award not given

2012 Rio de Janeiro, Brazil - PUC-Rio

*Thunderbird Award*  
Luciano Ciravegna, Royal Holloway, University of London, United Kingdom  
Luis Lopez , INCAE Business School, Costa Rica  
Sumit Kundu, Florida International University, USA

*The Sion Raveed Award*  
Christian Felzensztein, Universidad Adolfo Ibañez, Chile  
Christina Stringer, University of Auckland Business School, New Zealand  
Maureen Benson-Rea, University of Auckland Business School, New Zealand  
Susan Freeman, Adelaide Business School, Australia

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
Nunzia Auletta, IESA, Venezuela  
María Helena Jaén, IESA, Venezuela

*Janet Kelly Student Paper Award*  
Award not given

2011 Santiago, Chile - Adolfo Ibañez University

*Thunderbird Award*

Lourdes Susaeta, IESE Business School, Spain  
Jose Ramon Pin, IESE Business School, Spain  
Sandra Idrovo, INALDE, Universidad de la Sabana, Colombia  
Maria Jesus Belizon, Kemmy Business School, Ireland  
Alvaro Espejo, Universidad Adolfo Ibañez, Chile  
Angela Gallifa, IESE Business School, Spain  
Marisa Aguirre, Universidad de Piura, Peru  
Eugenio Avila Pedrozo, UFRGS, Brazil

*USD/EGADE-ITESM Campus Monterrey Best Case Award*

Urbi Alain Garay, IESA, Venezuela  
Carlos Alberto Molina, IESA, Venezuela

2009 Monterrey, Mexico - Tecnológico de Monterrey, Campus Guadalajara

*Thunderbird Award*

Maria Merino, ITAM  
Delfino Vargas, Universidad Anáhuac Mexico Sur

2008 Bogotá, Colombia - UniAndes

*Thunderbird Award*

Miguel Angel Montoya, ITESM, Guadalajara  
Francisc Trillas, Universitat Autònoma de Barcelona

*USD/EGADE-ITESM Campus Monterrey Best Case Award*

Luis Javier Sanz  
INCAE

2007 San Jose, Costa Rica - INCAE

*Thunderbird Award*

James T.C. Wright  
Renata G. Spers

*The Sion Raveed Award*

Andrea Maria Accioly Fonseca Minardi. Insper - Instituto de Ensino e Pesquisa, Brazil  
Denis Barreira Batista, Insper - Instituto de Ensino e Pesquisa, Brazil

*Janet Kelly Student Paper Award*

Award not given

*The Sion Raveed Award*

Stephen Brian Salter, University of Texas El Paso  
Esperanza Huerta, University of Texas El Paso

*The Sion Raveed Award*

Paul Alejandro Herrera, ESPOL  
Ramon Leonardo Espinel, CIR\_FIMCP, ESPOL

*Janet Kelly Student Paper Award*

Award not given

*The Sion Raveed Award*

Maria Corina Betancourt  
Eduardo Pablo

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
Luis Sanz, INCAE Business School

2005 Madrid, Spain - Instituto de Empresa

*Thunderbird Award*  
Cláudio Hoffmann Sampaio, PUCRS  
Marcelo Gattermann Perin, PUCRS  
Vinícius Andrade Brei

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
Betania Tanure, Fundação Dom Cabral/PUC Minas  
Dominique Heau, INSEAD/FDC  
Vera L. Caçado, Fundação Dom Cabral/PUC Minas, Fundação Pedro Leopoldo

2004 Wellesley, Massachusetts, USA- Babson College

*Thunderbird Award*  
Peter Quadros Sieffert, EMBRAER, S.A., Brazil  
Silvio Aparecido Dos Santos, Universidade de São Paulo-USP

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
Liliane Oliveira Guimarães, PUC Minas  
Guillermo Cardoza, Instituto de Empresa

2003 São Paulo, Brazil - Fundação Getulio Vargas

*Thunderbird Award*  
Deonir De Toni, UFRGS  
Maria Schuler, UFRGS

*USD/EGADE-ITESM Campus Monterrey Best Case Award*  
Award not given

Valeria Pileggi

*Janet Kelly Student Paper Award*  
Award not given

*The Sion Raveed Award*  
Gérson Tontini, Regional University of Blumenau - FURB  
Amélia Silveira, Regional University of Blumenau - FURB

*Janet Kelly Student Paper Award*  
Patraicia Gabaldon-Quiñones, Universidad de Alcala, Spain

*The Sion Raveed Award*  
Maximiliano González, IESA  
Urbi Garay, IESA

*Best Student Paper Award*  
Award not given

*The Sion Raveed Award*  
Jorge Ferreira da Silva, PUC-Rio  
Paulo Moreira Goulart, PUC-Rio

*Best Student Paper Award*  
Richard Rigobert Lucht, FGV-EAESP

Newton Corrêa Castilho Júnior, FGV-EAESP

2002 Tampa, Florida - University of Tampa

*Thunderbird Award*

Mario Aquino Alves, FGV/EAESP

*USD/EGADE-ITESM Campus Monterrey Best Case Award*

Award not given

*The Sion Raveed Award*

Franco Paris, Universidad de Chile

*Best Student Paper Award*

Andre Luiz Carvalhal da Silva, COPPEAD-UFRJ

Tulio Silva Ribeiro, COPPEAD-UFRJ

2001 San Diego, California - University of San Diego

*Thunderbird Award*

Olivia Villalba-Moreno, EGADE Tecnológico de Monterrey

*USD/EGADE-ITESM Campus Monterrey Best Case Award*

Robert Grosse, Thunderbird-AGSIM

*The Sion Raveed Award*

Luis Fernando Moreira, Univel, Unipar, Unifoz y Cesufoz

Jairo Laser Procianoy, Universidade Federal do Rio Grande do Sul

*Best Student Paper Award*

Isabella Sacramento, Universidade Federal do Rio de Janeiro

Vitor Manoel Cunyha de Almeida, Universidade Federal do Rio de Janeiro

Maria Sol Marques da Silva, Universidade Federal do Rio de Janeiro

2000 Caracas, Venezuela - Instituto de Estudios Superiores de Administración (IESA)

Thunderbird Award

Ana Luisa Pérez

Carrier, Mexico

Anabella Dávila

ITESM Campus Monterrey

The Sion Raveed Award

Franco Parisi

Universidad de Chile

Lance Nail

University of Alabama at Birmingham

Catherine Soto

Fonosa

Best Student Paper Award

Award not given

USD and EGADE-ITESM Campus Monterrey Best Case Award

Alfredo José Lopes Costa

Universidade Federal de Minas Gerais

Luiz Alex Silva Saraiva

Universidade Federal de Minas Gerais

José Edson Lara  
Universidade Federal de Minas Gerais  
Carlos Alberto Gonçalves  
Universidade Federal de Minas Gerais

1999 New Orleans, Louisiana - Loyola University New Orleans

Thunderbird Award  
Charles Ulises De Montreuil Carmona  
Universidade Federal de Pernambuco

USD and EGADE-ITESM Campus Monterrey Best Case Award  
Award not given

1998 South Padre Island, Texas - Texas Pan American University

Thunderbird Award  
Newton C.A. Costa Jr.  
Federal University of Santa Catarina  
Ricardo P.C. Leal  
University of Nevada, Reno  
Celso F. Lemme  
Federal University of Rio de Janeiro

USD and EGADE-ITESM Campus Monterrey Best Case Award  
Award not given

1997 Rio de Janeiro, Brazil - PUC-Rio

Thunderbird Award  
Ilhan Meric  
Rider University  
Mitchell Ratner  
Rider University  
Ricardo P.C. Leal

The Sion Raveed Award  
Mary Sully de Luque  
University of Nebraska  
Genato Matute  
Escuela de Administración de Negocios para Graduados (ESAN)  
Best Student Paper Award  
Award not given

The Sion Raveed Award  
Anabella Dávila  
ITESM Campus Monterrey  
Nora H. Martínez  
Universidad de Monterrey  
Best Student Paper Award  
Sponsored by Texas A&M International University  
Jairo Simao Dornelas  
Universidade Federal de Pernambuco and Universidade Federal do Rio Grande do Sul

The Sion Raveed Award  
Clóvis L. Machado Da Silva  
Universidade Federal do Paraná  
Valeria S. da Fonseca  
Universidade Federal de Santa Catarina  
Best Student Paper Award

University of Nevada, Reno  
Gulser Meric  
Rowan College of New Jersey

USD and EGADE-ITESM Campus Monterrey Best Case Award  
Award not given

1996 Monterrey, Mexico - EGADE-ITESM Campus Monterrey

Thunderbird Award  
Roger Volkema  
American University

USD and EGADE-ITESM Campus Monterrey Best Case Award  
Bryan Husted  
ITESM Campus Monterrey  
Concepción Jiménez González  
Centro de Calidad Ambiental ITESM  
Leonardo Cárdenas  
ITESM Campus Monterrey

1995 Washington, D.C. - American University

Thunderbird Award  
Rubens da Costa Santos  
Universidade de São Paulo  
José Alfonso Mazzon  
Universidade de São Paulo

1994 Miami, Florida - Florida International University

Sponsored by Texas A&M International University  
Miguel Morales Espinoza  
University Laval and ESAN

The Sion Raveed Award  
Jackelin Chavez  
Université Laval  
Klaus P. Fisher  
Université Laval  
Edgar Ortiz  
Universidad Nacional Autónoma de México

Best Student Paper Award  
Sponsored by Florida International University  
Juan S. Blyde  
University of California at Boulder

The Sion Raveed Award  
Antonio Duato Boix  
ITESM Rectoría Zona Centro  
Joel D. Nicholson  
Illinois State University  
Michael Winchell  
Illinois State University  
Mario Excalante  
ITESM Campus Estado de México  
Luis Nava  
ITESM Campus Queretaro

Thunderbird Award  
Orlando Monteiro da Silva  
Universidad Federal e Vicosa

1993 Malibu, California - Pepperdine University

Thunderbird Award  
James Pick  
University of Redlands  
Skye Stephenson-Glade  
University of Redlands

1992 Mexico City, Mexico - Universidad de las Americas

Thunderbird Award  
(Award not given)

1991 Boston, Massachusetts - Northeastern University

BALAS / Thunderbird Award  
Robert J. Rolfe  
University of South Carolina  
Douglas P. Woodward  
University of South Carolina  
The BALAS award became the Thunderbird award in 1991.

1990 Albuquerque, New Mexico - University of New Mexico

BALAS / Thunderbird Award  
Carl Christensen  
Federal University of Rio de Janeiro

The Sion Raveed Award  
Mitchell Ratner  
Rider University

The Sion Raveed Award  
Bryan Husted  
ITESM, Campus Monterrey

The Sion Raveed Award  
Harvey Arbeláez  
The Pennsylvania State University at Harrisburg

The Sion Raveed Award  
Ricardo P.C Leal  
Catholic University of Rio de Janeiro

The Sion Raveed Award  
Wonsick Lee  
State University of New York at Buffalo  
Rajnandini Pillai



Angela de Rocha  
Federal University of Rio de Janeiro

State University of New York at Buffalo  
Gustavo Macha Tenorio  
State University of New York at Buffalo

1989 Boca Raton, Florida - Florida Atlantic University

BALAS / Thunderbird Award  
Howard W. Barnes  
Brigham Young University  
Mario Salazar  
International Business Machines

The Sion Raveed Award  
Silvio De Franco  
Instituto Centroamericano de Administración de Empresas  
Emilio Pereira  
Instituto Centroamericano de Administración de Empresas

1988 San Diego, California - University of San Diego

BALAS / Thunderbird Award  
Angela de Rocha  
Federal University of Rio de Janeiro  
Carl Christensen  
Federal University of Rio de Janeiro  
David Gertner  
State University of Rio de Janeiro

The Sion Raveed Award  
Hooshang Kuklan  
North Carolina Central University

1987 Glendale, Arizona - American Graduate School of International Management (Thunderbird)

BALAS / Thunderbird Award  
Eva S. Kras  
Consultant

The Sion Raveed Award  
Humberto Valencia  
Texas Tech University  
Terry E. Powell  
Kennesaw College

1986 Estes Park, Colorado

BALAS / Thunderbird Award  
Lee. R. Duffus  
University of South Florida at Myers

The Sion Raveed Award  
Gregory M. Gaza  
University of San Diego

C. David Light  
University of San Diego

1985 Washington, D.C. - American University

BALAS / Thunderbird Award  
Juan M Rivera  
University of Notre Dame

The Sion Raveed Award  
Fernando Robles  
George Washington University  
Lino Rodriques  
Universidade de São Paulo

1985 Missoula, Montana

BALAS / Thunderbird Award  
Gregory M. Gazda  
University of San Diego  
William R. Soukup  
University of San Diego  
Dionisio Sánchez  
University of San Diego

The Sion Raveed Award  
Ralph F. Catalanello  
North Illinois University  
Luis G. Flores  
Northern Illinois University

1984 Tucson, Arizona

BALAS / Thunderbird Award  
Joan B. Anderson  
University of San Diego  
Roger Frantz  
San Diego State University

The Sion Raveed Award  
Juan M. Rivera  
University of Notre Dame