



Africa Ariño
Professor of General Management

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Biography

Dr. Ariño is professor in the department of general management. She specializes in strategic alliances, particularly in their structural design, process issues and evolutionary aspects of the inter-partner relationship.

Dr. Ariño is the Academic Director of the Anselmo Rubiralta Research Center on Globalization and Strategy at IESE. She serves as a member of the editorial board of Journal of Management, and Journal of Strategic Management Education.

Dr. Ariño's most recent articles include "Strategic alliance Contracts: Dimensions and determinants of contractual complexity" Strategic Management Journal (2007); "Entrepreneurial alliances as contractual forms" Journal of Business Venturing (2006); "Relational quality and inter-personal trust in strategic alliances" European Management Review (2005); and "Designing and Renegotiating Strategic Alliance Contracts" Academy of Management Executive (2004). She is co-editor of two books.

Dr. Ariño has presented her research at annual conferences sponsored by the Academy of International Business, the Academy of Management, and the Strategic Management Society. She has also organized several specialized conferences related to her research interests.

Areas of interest

- * Cooperative strategies
- * Strategic alliances