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| Nota di contenuto | Acknowledgements -- Making sense of trade : arguments and politics -- The contours of trade politics -- Unravelling trade politics : a cross-negotiation perspective -- Latin America in a complex web of trade negotiations -- Trade politics in Latin America : institutional legacies and political dynamics -- Trade politics in Argentina -- Trade politics in Chile -- When policy creates trade politics -- Trade politics in comparative perspective -- Trade politics in Latin America : past lessons, future challenges -- Appendix 1: Breakdown of interviews -- Appendix 2. List of trade agreements signed by Argentina and Chile (1990-2005) -- Index. |
| Sommario/riassunto | How do international negotiations affect domestic politics? Starting in the 1990s, countries throughout Latin America embarked in multiple and simultaneous negotiations. On the shifting ground of widening and |

deepening trade agendas and diversifying arenas, what factors determined trade politics? Informed by interviews with public officials, business and civil society, this book examines the domestic political dynamics triggered by South-South, North-South and multilateral agendas in Argentina and Chile between 1990 and 2005. Bringing a much-needed cross-negotiation and cross-country comparative perspectives, and through detailed empirical analyses of several key negotiations, it proposes an explanation that emphasizes the interplay between international negotiations and domestic trade politics, taken as the result of the complex and dynamic interdependencies and interrelations between state and society.
