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out of Power: Investing in Human Rights as an Alternative Political Strategy -- 9. From Confrontation to Concertacion: The National Production and International Recognition of the New Universals -- 10. Fragmented Governance: A Washington Agenda for Reshaping Global Institutions and National Expertises -- 11. Top-Down Participatory Development: Putting a Human Face on Market Hegemony and Trying to Stem the Social Violence of Globalization -- 12. Lawyer Compradors as Opportunistic Institution Builders -- 13. Reformist Strategies around the Courts -- 14. The Logic of Half-Failed Transplants -- Notes -- References -- Index

Sommario/riassunto

How does globalization work? Focusing on Latin America, Yves Dezalay and Bryant G. Garth show that exports of expertise and ideals from the United States to Argentina, Brazil, Chile, and Mexico have played a crucial role in transforming their state forms and economies since World War II. Based on more than 300 extensive interviews with major players in governments, foundations, law firms, universities, and think tanks, Dezalay and Garth examine both the production of northern exports such as neoliberal economics and international human rights law and the ways they are received south of the United States. They find that the content of what is exported and how it fares are profoundly shaped by domestic struggles for power and influence-"palace wars"-in the nations involved. For instance, challenges to the eastern intellectual establishment influenced the Reagan-era export of University of Chicago-style neoliberal economics to Chile, where it enjoyed a warm reception from Pinochet and his allies because they could use it to discredit the previous regime. Innovative and sophisticated, *The Internationalization of Palace Wars* offers much needed concrete information about the transnational processes that shape our world.
