

Publications and Working Papers list:

He has been co-author of different theses at EARTH University in Strategy Management, Competitiveness, Sustainability and Food Science fields. Besides, he is author or co-author of the following works:

Condo, A.; Murillo, J.V. 2008. *Associativeness and Competitiveness: Factors that Strengthen Competitiveness of Associative Groups in Central America and the Dominican Republic*. INCAE Business School. Alajuela, Costa Rica.

Condo, A.; Murillo, J.V. 2008. *Associativeness and Competitiveness: Factors that Give Rise to Associative Groups among Small Businesses in Central America and the Dominican Republic*. INCAE Business School. Alajuela, Costa Rica.

Condo, A.; Murillo, J.V. 2008. *Outsourcing and Alliances as Strategies to Strengthen Associativeness and Networks among Small Businesses*. INCAE Business School. Alajuela, Costa Rica.

Murillo, J.V.; Guilcapi, M.; Florián, L. 2007. *Business Networks among Small Businesses of Costa Rica as a Strategy to Improve their Competitiveness*. EARTH University. Limón, Costa Rica.

Murillo, J.V.; Camacho, R.; Yeomans, Y. *Business Plan to implement a recovery center for recyclable materials in Guácimo, Costa Rica*. Tierra Tropical, vol. 4, number 1, 2008, pp. 119-162.

Murillo, J.V.; Flores, J.; Ogliastrì, E. 2006. *Corporate Social Responsibility Model for Small Businesses in Costa Rica*. INCAE Business School. Alajuela, Costa Rica.

Murillo, J.V.; Piedra, M.; Chique, V.; Palacios, D. 2006. *The Effect of Business Alliances as Strategy for the Competitiveness of Agri-business*. EARTH University. Limón, Costa Rica.

Botero, R.; Murillo J.V.; Dias, E.; Kreling, J. 2006. *Biodigestors Productivity and Effluent Assessment, Using Residual Oil as Supplement*. EARTH University. Limón, Costa Rica.

Murillo, J.V. and Andrade, S. 2005. *Opportunities and Threats for the Parismina Watershed to Face the CAFTA-RD*. EARTH University. Limón, Costa Rica.

Murillo, J.V. Alvarado, I.; Aráuz, G. 2005. *Pineapple Industry Competitiveness Assessment and the CAFTA-RD Impact in this Industry*. EARTH University. Limón, Costa Rica.

Botero, R.; Murillo, J.V.; Coto, J.; Maldonado, J. 2005. *Implementation of a System to Generate Electricity from Biogas*. EARTH University. Limón, Costa Rica.

Zúñiga, R.; Murillo, J.V.; Murillo, F; Ruiz, L.; Del Pino, A.; Morales, L.; Obando, L. 2004. *Strategic Guide for the Dairy Sector in Costa Rica*. INCAE Business School. Alajuela, Costa Rica.

Murillo, J.V, Pratt, L.; Majano, A.M. 2004. *Action Plan for the Agricultural and Countryside Component of the Puebla-Panamá Plan*. INCAE Business School / Interamerican Development Bank / Secretariat of the Regional Board for Agricultural Cooperation. Alajuela, Costa Rica.

Murillo, J.V.; French, J.; Sánchez, I.; León, A. 2004. *Beef Industry Competitiveness Assessment and the CAFTA-RD Impact in this Industry*. EARTH University. Limón, Costa Rica.

Murillo, J.V. *Microbiological evaluation of frozen hamburger patties produced in national firms*. Undergraduate thesis. University of Costa Rica.

Course Materials

Making Agriculture a Priority. Case Study. INCAE Business Review, vol. 1, number 6, Sep-Dec 2008, pp. 20-27.

FINCA Foundation. Forthcoming Case Study. INCAE Business School. Alajuela, Costa Rica.

EARTH University. Forthcoming. Case Study. INCAE Business School. Alajuela, Costa Rica.

Coffee Cooperatives from Los Santos Region. Case Study. INCAE Business School. Alajuela, Costa Rica.

AZULES Association. Case Study. INCAE Business School. Alajuela, Costa Rica.

FEDECOCAGUA Cooperative. Case Study. INCAE Business School. Alajuela, Costa Rica.

Asociación de Empresarios para el Desarrollo. Case Study. INCAE Business School. Alajuela, Costa Rica.

Terramall. Case Study. INCAE Business School. Alajuela, Costa Rica.

Águila de Osa. Case Study. INCAE Business School. Alajuela, Costa Rica.

In addition, 24 mini-case studies about different associative business groups in Central America, Panamá and The Dominican Republic.