



EC/IR/PO 342 CHILE: REGIONAL AND GLOBAL TRADE ORGANIZATIONS
IES Abroad Santiago

DESCRIPTION:

This course focuses on Chilean political and economic issues relating to regional trade organizations within the global context from a Chilean viewpoint. The course will include guest lecturers and visits to local representatives. It begins by assessing Chile's major trading relations. Students will analyze the roles of politics and local economic powers and their interrelationships through the major political, economic and trade regimes such as G7, LAIA, LAES, Cartagena (G-I1), and MERCOSUR. The course will assess the impact of international institutions such as IADB, IMF, APEC, the WTO, etc. on national policy making and economic development: NAFTA treaty and the project of a Free Trade Zone for the Americas, political and trade linkages with European Union and Bilateral Chilean Agreements.

The purpose of this course is to make a revision and a broad analysis of the insertion of Chile into the global scenario. Students will acquire theoretical and practical knowledge about the commerce organizations in the context of economic liberalization.

CREDITS: 3 credits

CONTACT HOURS: 45 hours

LANGUAGE OF INSTRUCTION: Spanish

PREREQUISITES: None

ADDITIONAL COST: None

METHOD OF PRESENTATION:

- Presentations
- Group discussions
- Active participation
- Team tutorial meetings
- Course lectures

REQUIRED WORK AND FORM OF ASSESSMENT:

- Oral Presentation – 30%
- Group Paper – 30%
- Final Exam – 40%

LEARNING OUTCOMES:

By the end of the course, students will be able to:

- Apply terms, concepts, and frameworks associated with globalization.
- Identify the evolution of Chilean strategies in order to integrate the world economy.
- Analyze the current history of commerce organizations at regional and world levels.

ATTENDANCE POLICY:

Attendance and punctuality are mandatory for all IES Abroad classes, including course-related excursions. Any exams, tests, presentations, or other work missed due to student absences can only be rescheduled in cases of documented medical or family emergencies. If a student misses more than 1.5 classes (for courses taught once a week) or 2.5 classes (for courses taught twice a week) in any course, the final grade will be reduced by one-third of a letter grade (for example, A- to B+) for every additional unexcused absence. Six absences in any course will result in a failing grade.

Punctuality

Students who are late to class will receive a .5 absence. Arriving in class more than 15 minutes late will result in 1 absence.

CONTENT:

Session	Content	Assignments
Session 1	Introduction: What is this course? What are our expectations? <ul style="list-style-type: none"> • An invitation to interactive working • Negotiating as a team • Methodology of basic research: How to choose a subject? How to select materials? • Structure of the oral and written presentation 	
Session 2	The global economy: Concepts of globalization <ul style="list-style-type: none"> • Economic structures of international trade • The necessity to build up associations between countries • Models of association: bilateralism and multilateralism • Customs union, economic complimentary agreements, free trade zones, free trade agreements, and political movements against globalization 	
Session 3	Economic institutions of the global world <ul style="list-style-type: none"> • World Trade Organization, World Bank, International Economic Fund, the Group of Seven • The gap between wealth and poverty in Latin America • How economic institutions influence domestic and foreign policies in Latin America 	
Session 4	Course-related trip: Chilean Foreign Ministry <ul style="list-style-type: none"> • Hosted by professors who belong to this institution to meet some senior officers, visit to the Ministry Library, and the Chilean Academy of Diplomacy 	
Session 5	International negotiation <ul style="list-style-type: none"> • Theory and techniques 	

Session	Content	Assignments
Session 6	Chile in international trade <ul style="list-style-type: none"> Current agreements and negotiations in progress Figures of interchange, investments, and basket of exports 	
Session 7	Chile and the USA: On the way to a free trade agreement <ul style="list-style-type: none"> The failed promise: Chile, the 4th NAFTA partner The bilateral option Chile's role in building up the FTAA The current process of bilateral negotiation 	
Session 8	Course-related trip: Fruit packing plant <ul style="list-style-type: none"> Examine production and the export process 	
Session 9	MERCOSUR and Chile <ul style="list-style-type: none"> Political and economic perspectives of MERCOSUR Why Chile is not yet a full member MERCOSUR and the project of a free trade zone in the Americas in 2005 	
Session 10	European Union and Chile <ul style="list-style-type: none"> Political and economic perspectives of the EU Chilean current negotiation process aiming at a free trade agreement with the EU 	
Session 11	APEC and Chile <ul style="list-style-type: none"> Chile as a country who belongs to the Pacific Rim Statistics of interchange Political implications 	
Session 12	Seminars: Student presentations and discussions <ul style="list-style-type: none"> 4 sessions will be devoted to seminars, 1-2 groups each session 	

Session	Content	Assignments
Session 13	Course-related trip: Vineyard near Santiago <ul style="list-style-type: none"> Wine as an export Final discussions and conclusions 	
Session 14	Simulation game – international negotiations <ul style="list-style-type: none"> Two teams will negotiate on a given issue 	
Session 15	Final Exam	

COURSE-RELATED TRIPS:

- Vineyard near Santiago
- Fruit packing plant in the south of Santiago
- Chilean Foreign Ministry

REQUIRED READINGS:

- Fernandois, Joaquín. *Mundo y fin de mundo. Chile en la política mundial 1900-2004*. Santiago, Ediciones Universidad Católica de Chile, 2005, pp. 493-551.
- . "Una década de transformaciones: relaciones exteriores de Chile, 1988-1998." *Rimoldi de Ladman*, Eve (Coord.), Política exterior y tratados. Argentina, Chile, MERCOSUR. Buenos Aires, Ciudad Argentina, 1999, pp. 47-69.
- Gardini, Gianluca. "Proyectos de integración regional sudamericana hacia una teoría de convergencia regional." 2010.
- Herederó de Pablos, M. I. "La Organización Mundial de Comercio. Antecedentes, situación y perspectivas." *Revista de Economía Mundial*, núm. 4, 2001, pp. 13-30.
- Taibo Arias, Carlos. "Problemas actuales de las relaciones internacionales." *Pereira*, Juan Carlos (Coord.), Historia de las relaciones internacionales contemporáneas, Barcelona, Ariel, 2003, pp. 551-564.
- Van Klaveren, Alberto. "Inserción internacional de Chile." *Chile en los noventa*, Toloza, Cristián y Eugenio Lahera, Santiago, Presidencia de la República/Dolmen Ed., 1998, pp. 117-160.
- Wilhemý, Manfred, and Roberto Durán. "Los principales rasgos de la política exterior chilena entre 1973 y el 2000." *Revista de Ciencia Política*, Vol. XXIII, Nº 2, 2003, pp. 273-286.

RECOMMENDED READINGS:

- Baumant, Zygmunt. "La Globalización: Consecuencias Humanas". *Fondo de Cultura Económica*, B. Aires, 1999.
- Ealsoan, M. "Chile del Bicentenario: Desafíos Futuros." Edited by Ricardo Israel, Editorial Don Bosco, Santiago de Chile, Noviembre de 2000.
- Desmormeaux, Jorge, *La Globalización Económica, un desafío y una oportunidad*.
- Gajardo, Patricio. *Las Relaciones Internacionales*. Chile, 2010.
- Cousino, Jose Antonio, *Política y Estrategia en el Pacífico Insular*, Instituto de Estudios Internacionales de la Universidad de Chile, Santiago, 1997.
- Millet, Paz, et al. "Chile-MERCOSUR: Una alianza estratégica". FLACSO Chile, Santiago, 1997.
- Taletti, Victorio. "Constelación Sur: América Latina frente a la globalización". *Fondo de Cultura Económica*, B. Aires, 1996.

Websites

- Access to information, databases and negotiation process between Chile and the USA and the project of Integration of the Americas
- Access to official information on databases from the Chilean Government in Trade and Political issues

- The Canadian Embassy in Chile which connects to several links where you can get information about negotiation process before NAFTA, current interest groups in trade and politics, etc.