



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-11), 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 explore and analyze the rising relevance of Chile in global economic markets. Students will acquire theoretical and practical knowledge within the context of international commerce organizations in the framework of ongoing economic liberalization.

CREDITS: 3 credits

CONTACT HOURS: 45 hours

LANGUAGE OF INSTRUCTION: English

PREREQUISITES: None

ADDITIONAL COST: None

METHOD OF PRESENTATION: Presentations, group discussions, debates, active participation, and course lectures. The professor will use lectures to introduce the key materials, and class discussions to encourage students to share their understanding of the materials. Students will use worksheets and mini-case studies to gain practical experience of the key points. They will read relevant contemporary articles before class, and relevant videos will be shown before or during class sessions, to link the theoretical topics discussed to current events.

REQUIRED WORK AND FORM OF ASSESSMENT:

- Oral presentation: Creating a Chilean business – 40%
- Papers about course-related trips – 30%
- Class participation 10%
- Final Exam – 20%

COURSE ELEMENTS

Class Participation:

The class participation grade will consider students' active participation in class discussions, their ability to introduce ideas and thoughts dealing with the required texts, effective use of technical language, and their analytical skills in intellectual, constructive argumentation. When determining the class participation grade, the professor will consider traditional criteria such as material preparation, completed reading before class, and collaborative group work.



Oral Presentation: creating a Chilean business – 40%: Throughout the course, we will review Chile's main economic strengths. However, we will also see that there are important weaknesses derived from the important role that natural resources play in our economy. That is why the course's project is about the creation of an innovative business that contributes to the diversification of the Chilean economy.

Papers about Course-related trips: The course includes field trips and guest speakers to the class, after which the students must write a reflection in which they present their analyses and conclusions about a question asked by the Faculty.

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 2 classes (for courses taught once 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.

CONTENT:

Session	Content	Assignments
Session 1	<p>Introduction: What is this course? What are our expectations?</p> <ul style="list-style-type: none">• An invitation to interactive working• Presentation of course, its methodology, contents, and structure.• Structure of the oral presentation• Concept of globalization• The Latin-American context	<p>Readings:</p> <ul style="list-style-type: none">• ECLAC. <i>Globalization, and development. Chapters 1,2 and 3.</i> Brazilia, Brazil, 2002.• International Monetary Fund. <i>Globalization: Threat or Opportunity?</i> – 2000. <p>Class Activities:</p> <ul style="list-style-type: none">• Professor and students’ presentations• Discussion about expectations• Course program revision• Debate: Discussion about globalization and its impact on the world, especially in Latin America.

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 complementary agreements, free trade zones, free trade agreements, and political movements against globalization 	Readings: <ul style="list-style-type: none"> • Gabriella Blum. <i>Bilateralism, Multilateralism, and the Architecture of International Law</i>. 2008 Class Activities: <ul style="list-style-type: none"> • Discussion: Bilateralism or multilateralism?
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, ECLAC and other institutions • How economic institutions influence domestic and foreign policies in the world • The gap between wealth and poverty in Latin America 	Readings: <ul style="list-style-type: none"> • Guillermo Perry – Eduardo García. <i>The Influence of Multilateral Development Institutions on Latin American Development Strategies</i>. 2016 Activities: <ul style="list-style-type: none"> • Discussion: What has been the role of multilateral organizations in the Latin America region? What is the impact of this role?
Session 4	Economic globalization in Latin America <ul style="list-style-type: none"> • Politics and economy of Latin America in 20th and 21st century <p>Key aspects in the Latin America region development: failures, successes, and current challenges</p>	Readings: <ul style="list-style-type: none"> • Andre Hofman. <i>The Economic Development of Latin America in the Twentieth Century</i>. 2000. Activities: <ul style="list-style-type: none"> • Discussion about Latin American countries, and their main challenges to be a developed region?
Session 5	Commodities and emerging markets <ul style="list-style-type: none"> • Commodities threats and opportunities • The Latin American dependency on commodities • ¿Curse or blessing? 	Readings: <ul style="list-style-type: none"> • Stephen Haber – Víctor Menaldo. <i>Natural resources in Latin America. Neither curse nor blessing</i>. 2010. Activities: <ul style="list-style-type: none"> • Debate: Commodities, curse or blessing?

Session 6	Chile in international trade <ul style="list-style-type: none"> Politics and economy of Chile in 20th and 21st century Current agreements The most important free trade agreements signed by Chile Figures of interchange, investments, and basket of exports 	Readings: <ul style="list-style-type: none"> Mauricio Mesquita – Juan Blyde. <i>Chile's integration strategy: is the room for improvement?</i> 2006 Activities: <ul style="list-style-type: none"> Discussion about Chile's trade policy, and its international relations.
Session 7	Course-related trip: Veramonte Vineyard <ul style="list-style-type: none"> Wine as an important export from Chile Analysis of the main characteristics and figures related to the wine industry in Chile. Veramonte Vineyard: a small company with a sustainable focus 	Readings: <ul style="list-style-type: none"> Veramonte Vineyard website: https://www.veramonte.cl/home Wines of Chile website: https://www.winesofchile.org/ Marca Chile website: https://www.marcachile.cl/how-chile-became-one-of-the-worlds-most-sustainable-wine-producing-countries/ Activities: <ul style="list-style-type: none"> Paper about course-related trip.
Session 8	Chile and the USA <ul style="list-style-type: none"> Economic and commercial relationship between Chile and the United States. Free trade agreement revision Figures of interchange, investments, and basket of exports 	Readings: <ul style="list-style-type: none"> Peter Meyer. <i>Chile: Political and Economic Conditions and U.S. Relations</i>. 2014 Activities: <p>Guest speaker.</p>
Session 9	Chile and the European Union <ul style="list-style-type: none"> Economic and commercial relationship between Chile and the European Union Free trade agreement revision Figures of interchange, investments, and basket of exports 	Readings: <ul style="list-style-type: none"> Sebastien Jean – Nanno Mulder – María Ramos. <i>A general equilibrium, ex post evaluation of the EU- Chile Free Trade Agreement</i>. 2012 Delegation of the European Union to Chile Website: https://www.eeas.europa.eu/chile/european-union-and-chile_en?s=192 Activities: <ul style="list-style-type: none"> Discussion: Could be possible to Latin America

		region to reach the same level of integration of European Union?
Session 10	Course-related trip: Sewell <ul style="list-style-type: none"> Copper as an important export from Chile Analysis of the main characteristics and figures related to the mining industry in Chile. Sewell: A mining camp transformed into a world heritage 	Readings: <ul style="list-style-type: none"> Jorge Riesco. <i>Chile and its mining industry: a world of opportunities</i>. 2023 SONAMI Activities: <ul style="list-style-type: none"> Paper about course-related trip.
Session 11	Chile and China <ul style="list-style-type: none"> Economic and commercial relationship between Chile and China Free trade agreement revision Figures of interchange, investments, and basket of exports 	Readings: <ul style="list-style-type: none"> Jorge Heine. <i>The Chile-China Paradox: Burgeoning Trade, Little Investment</i>. 2016. Activities: <ul style="list-style-type: none"> Guest speaker
Session 12	Chile and Southern Common Market <ul style="list-style-type: none"> Political and economic perspectives of Southern Common Market Why Chile is not a full member Southern Common Market and the project of a free trade zone in the Americas 	Readings: <ul style="list-style-type: none"> Carmen Estrades. <i>Is MERCOSUR external agenda pro-poor?</i> 2012 Activities: <ul style="list-style-type: none"> Discussion: Is it good for Chile not be a full member of Southern Common Market?
Session 13	Course-related trip: Ruka Mapuche <ul style="list-style-type: none"> Respect for native cultures The dichotomy of take care of native cultures in globalized contexts. 	Readings: <ul style="list-style-type: none"> Dharm P.S. Bhawuk. <i>Globalization and indigenous cultures: Homogenization or differentiation?</i> 2008 Activities: <ul style="list-style-type: none"> Paper about course-related trip.
Session 14	Project: Student Presentations <ul style="list-style-type: none"> Presentations about business projects. 	

Session 15	Main challenges for Latin America region in terms of globalization <ul style="list-style-type: none"> • General conclusions about the course • Feedback 	
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COURSE-RELATED TRIPS:

- Vineyard near Santiago
- Sewell, mining camp
- Ruka Mapuche

REQUIRED READINGS:

- ECLAC. *Globalization, and development. Chapters 1,2 and 3*. Brazilia, Brazil, 2002.
- International Monetary Fund. *Globalization: Threat or Opportunity?* – 2000.
- Gabriella Blum. *Bilateralism, Multilateralism, and the Architecture of International Law*. 2008
- Guillermo Perry – Eduardo García. *The influence of Multilateral Development Institutions on Latin American Development Strategies*. 2016
- Andre Hofman. *The Economic Development of Latin America in the Twentieth Century*. 2000
- Stephen Haber – Víctor Menaldo. *Natural resources in Latin America. Neither curse nor blessing*. 2010.
- Mauricio Mesquita – Juan Blyde. *Chile's integration strategy: is the room for improvement?* 2006.
- Peter Meyer. *Chile: Political and Economic Conditions and U.S. Relations*. 2014
- Sebastien Jean – Nanno Mulder – María Ramos. *A general equilibrium, ex post evaluation of the EU- Chile Free Trade Agreement*. 2012
- Jorge Riesco. *Chile and its mining industry: a world of opportunities*. 2023 SONAMI
- Jorge Heine. *The Chile-China Paradox: Burgeoning Trade, Little Investment*. 2016
- Dharm P.S. Bhawuk. *Globalization and indigenous cultures: Homogenization or differentiation?* 2008

RECOMMENDED READINGS:

- Victor Armony and Paul Lamy. *Latin American Culture and the Challenge of Globalization*. 1999
- Central Bank Chile. *The Chilean Economy at a Glance*. 2023.
- Darcy Fuenzalida-O'Shee, Bárbara Valenzuela-Klagges and Alejandro Corvalán-Quiroz. *Trade facilitation and its effects on Chile's bilateral trade between 2006 and 2014*. 2018

Websites

- Access to information, databases and negotiation process between Chile and the USA, EU, China and Southern Common Market.
- Access to official information on databases from the Chilean Government in Trade and Political issues



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