



**MOB 3546**  
**Contemporary Strategic Issues in Chile**



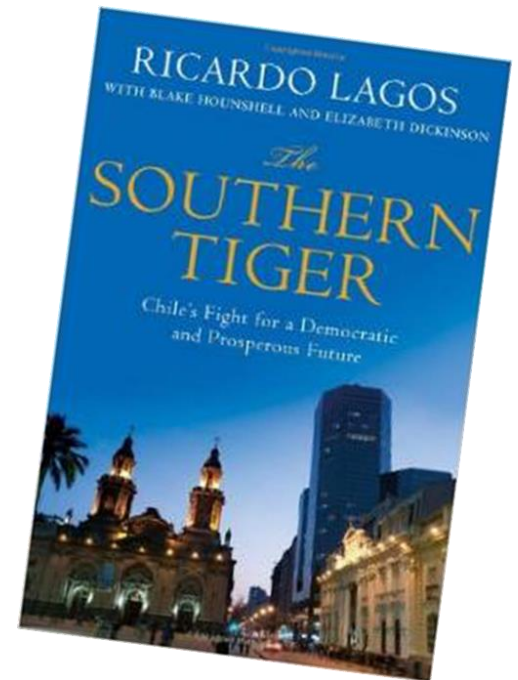
# Contemporary Strategic Issues in Chile

- Help students apply problem-solving techniques taught in other strategy classes to Chilean business challenges.
- Facilitate an appreciation of how the economic and political history of Chile affects Chilean businesses today.
- Provide undergraduate students an opportunity to examine the current macro-economic, social and political trends in Chile.
- Enable students to directly interact with Chilean executives and entrepreneurs.



# Before we leave

Month	Topics	Readings & Assignments
<b>September</b>	Welcome and Class Overview	Article: Distance Still Matters Case: Chile: The Conundrum of Inequality
	Globalization and Chile  Teams Assigned to Consulting Clients	Article: Three Trends that will Change how you Manage: Globalization, Digitization and Politicization
<b>October</b>	Overview of IBPS	Case: Start-Up Chile
	Strategy in Chile	TechCruch– A Look into Chile’s innovative startup government
<b>November</b>	Chilean Political and Economic History	Assignment: Book Report (Individual)  NEW of 2017: Company Visit Briefing Materials



# In Chile

Day	Current Plans
Saturday	Cultural Tour of Santiago
Sunday	Outdoor activities & Welcome BBQ
Monday	2 Company visits + historical / economic lecture
Tuesday	3 Company visits
Wednesday	3 Company visits
Thursday	Consulting work with clients & Group Thanksgiving Dinner with Alumni
Friday	3 Company visits in Valparaiso/Vina del Mar
Saturday	Free morning/early afternoon Depart for airport
<b>After Return</b>	<b>Report on consulting projects</b> <b>Final class: presentations on client projects</b>

# Contemporary Strategic Issues in Chile

## Entrepreneurs & Startups:

- Startup Chile
- Kingston Vineyard
- Fundación Origen

## Industry Leaders:

- Antofagasta Minerals
- Coca Cola Chile
- Banco de Chile/Banco Santander
- PWC

## Political and Cultural Visits :

- Political and Economic lecture
- CORFO
- AmCham Chile
- Santiago Cultural “City Game”
- Tour of Valparaiso
- Dinner with Traditional



# Contemporary Strategic Issues in Chile



## Who is Eligible?

- Sophomore, Juniors & Seniors
- Preference given to those who have completed or are taking ASM3300

## Other Selection Criteria

- Sincere interest in global events and their impact on business and startup environments
- Interest in Chile and Latin America