



Learn Your World: Chile

Skills and Professional Development



To support your global practice, *ACC Docket* offers country-specific fun facts from your peers who've been there — literally.



Economy

GDP (purchasing power parity in USD) \$457.534

Population	billion
Corruption	18,006,407 (2015 estimate)
	According to Transparency International's "2015 Corruption Perception Index," Chile was the 23rd "cleanest" (i.e., least corrupt) country out of the 168 surveyed.
Economic forecast	Economic growth is projected to moderate further in 2016, reflecting weak commodity prices, tighter financial conditions, and fragile consumer and business confidence. Activity will improve in 2017 as confidence starts to rebound and the global economy strengthens, underpinning a gradual recovery in investment and private consumption. Once the effects of the past currency depreciation have worn off, inflation will return to within the central bank's tolerance range, according to the Organisation for Economic Co-operation and Development.
Additional resources	Chilean tourism official site The Santiago Times, English language Chilean newspaper

If you are traveling to Chile for the first time and look it up on the map, you will be surprised by its length (north to south), and its narrowness (east to west). This unique feature makes Chile a climatic quilt, with an arid desert in the north, a Mediterranean-style region in the center, and eternal glaciers in the south. However, do not be misled: Although Chile is in South America and has many climate zones, it is not a tropical country.

In general, and particularly in legal circles, Chile is very buttoned down. Punctuality when arriving to meetings is highly appreciated but often neglected by Chilean attorneys. Try to get to meetings on time, but do not be surprised if they start a little late. The first five to 10 minutes are generally used for chatting about general topics, including the latest news, family, and common acquaintances.

If you are a woman, do not be caught off-balance if you are greeted at a meeting with a peck on the cheek.

Although Chileans are not as warm as other South Americans, it is not uncommon to be invited to private homes. Many foreigners are impressed when Chilean business acquaintances invite them over for dinner.

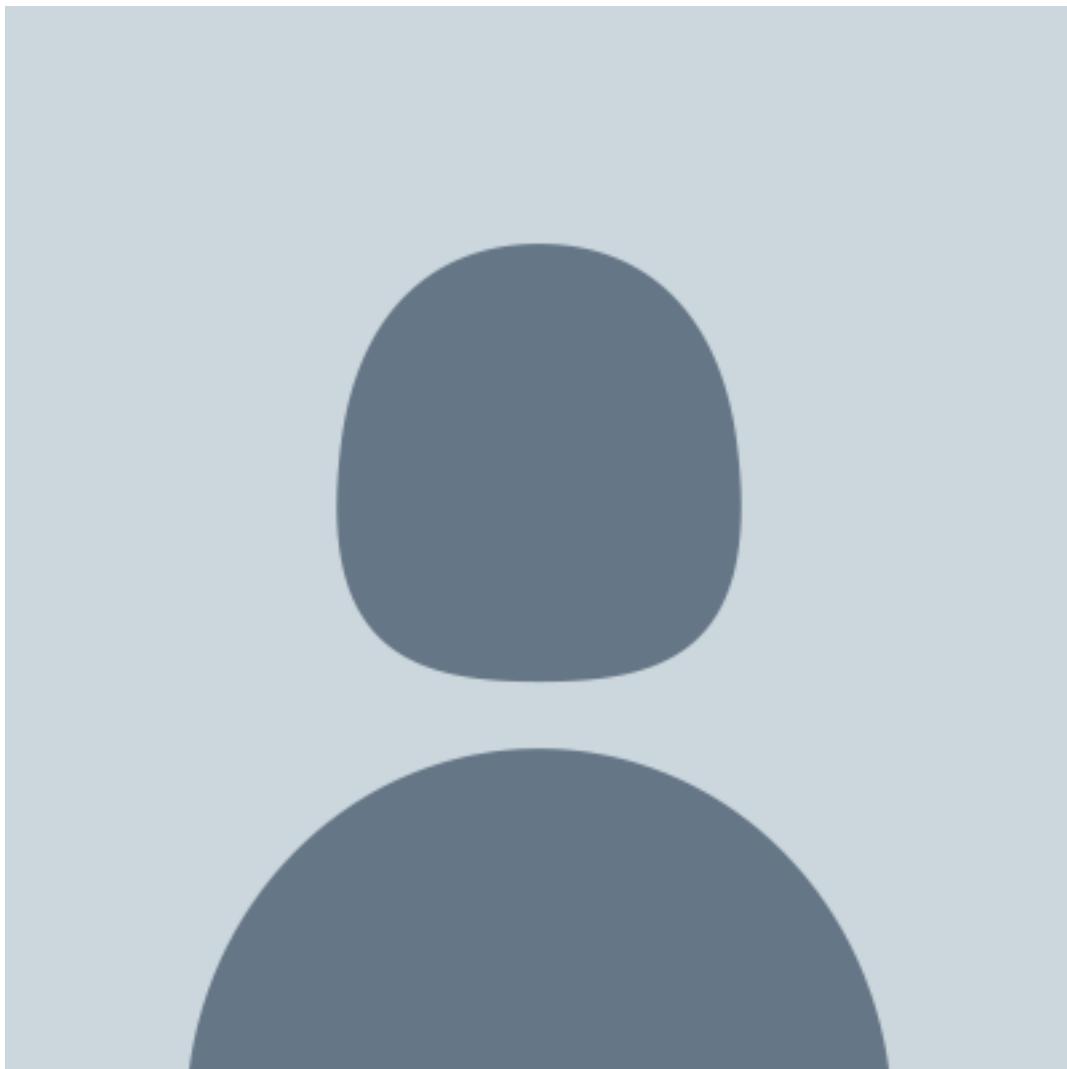
If you speak Spanish, you might be able to follow conversations in meetings with clients. However, if you hear two Chileans talking between themselves, you will probably be left in the dark. In general, we talk at breakneck speed and use idioms whenever possible.

For business lunches or dinners, you will leave a great impression if you showcase an understanding of Chilean wine (of which we are very proud).

Although the Chilean legal system is civil-law based and carries a heavy European influence, the Chilean economic boom introduced many common-law concepts and constructs that make the practice unique. Its international influence is especially noticeable in law firms. Generally, all partners

and senior associates have graduate degrees from US universities. The same is true for in-house counsel at large corporations.

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