CHILE

WHAT TO KNOW
Our Cultural Heritage
A varied blend of Irish, Italian, Chinese, Native American and Danish descent. Each group member practices traditions/costumes unique to their family culture.
For Example:
Our group member, Jeremy, places a dream catcher above his bed. This is a Native American practice that is said to capture bad dreams while you sleep.
What Is a Global Citizen?
One who can adapt to constantly changing cultures, while developing an interest in differing rituals, beliefs, customs and traditions.
What About a Corporate Global Citizen?
A business professional who possesses a global consciousness; Considers responsibilities and potential impacts, whether positive or negative, that he or she may have upon the rest of the world.
Etiquette
Greetings
• Men will usually shake hands.
• Women generally pat each other on the right forearm or shoulder.
• Between friends and family things will relax and become more unreserved - men may embrace and energetically pat each other on the back whilst women will kiss once on the right cheek.
• Like many South Americans, Chileans use both their maternal and paternal surnames. The father's surname is listed first and is the one used in conversation.
• If you know of any titles always try to use them.
• When addressing older people with whom you have a personal relationship, who may be referred to as "don" (male) or "dona" (female) with their first name.
• Business cards are exchanged on the initial meeting at the very start.
• Keep business cards in good condition - a tatty card will reflect badly on you.
Gift-Giving
• If invited to a Chilean's home, take sweets/chocolates or wine for the hostess.
• Send flowers in advance.
• Do not give yellow roses as they indicate contempt.
• Do not give purple or black flowers as they symbolize death.
• Do not give scissors or knives as they indicate you want to sever the relationship.
• For a young girl's quinceañera (15th birthday), a gift of gold jewelry is the norm.
• Gifts are opened when received.
• Make sure the gift is not perceived as a bribe.
Dining
• Dining etiquette can be quite formal in Chile.
• When sitting wait to be shown to your place. • Women sit before men.
• The hostess invites people to eat.
• Keep your hands visible when eating.
• It is considered polite to finish everything on your plate.
• Wait for a toast to be made before taking the first sip of your drink.
• The host makes the first toast: "Salud!"
• Women should not drink too much alcohol.
Business Meetings
• Initial meetings should be used to build a relationship and establish trust. Wait for the other party to initiate the change in topic.
• It is common to interrupt someone while they are speaking.
• Meetings are not always linear in their progression. Schedules are not very structured and issues can be tackled all at the same time.
• Start and end times are loose guidelines, not actual times.
• Remember that decisions are not made at meetings so it is important to provide all necessary information during the meeting for the president.
• Chileans are generally indirect in their communication styles, but can become very animated and assertive when if they get emotional.
• Confrontation is generally avoided in order not to jeopardize another's honor or dignity - it may therefore be necessary to read between the lines in order to fully understand what is really meant.
Cultural Aspects
Large Income Gap
• There is a large gap between the rich and the poor, which is reflective of the rigid social hierarchy that forms society.
• The way you speak and area you live in defines your social status. Furthermore, job opportunity is extremely limited.
• Nonetheless, it is possible to move into a higher status.
Gender Equality
• Women’s are not subordinate.
• Their greetings may be different.
• Women, who are under 35, either have equal or higher education than men—an aspect that is not necessarily the same in U.S. culture.
Want to Do Business in Chile?
There is an authoritative business structure.
Handshakes and business cards are common, but some females do not like to use handshakes.
Family is commonly discussed and included in business transactions: Personal relations are more important in establishing business transactions.
Respect is initially given to foreigners but can be lost due to cultural or professional incompetence (small talk is important).
As with many Latin American countries, they may be somewhat late. Chileans will also allow foreigners to be late.
Entities resident or domiciled in Chile are taxed upon their worldwide income.
Taxes in Chile are the lowest in Latin America and well below those of many European countries.
Lunch is used for business transactions, not dinner.

- They use European dining habits.
- Dinner is reserved for personal relations, not conversations about business.
Gift-giving is helpful as long as it is not perceived as bribery.
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2012
Projected highest GDP of OECD countries.