



FAE USACH

INTERNATIONAL SCHEMA



FACULTY OF
**MANAGEMENT
AND ECONOMICS**

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Rodrigo Vidal

Rector, USACH

One of the central guidelines of the University of Santiago de Chile is to establish a comprehensive hallmark in the education of our student community, one that fosters internationalization and interculturality. To this end, we seek to expand student mobility, both nationally and internationally, in order to broaden learning experiences and strengthen intercultural competencies; to enhance research and innovation through international academic collaboration networks; and to drive the development of joint projects with foreign institutions across all our mission areas.



Raúl Berrios

Dean, FAE USACH



In an interconnected world, the internationalization of FAE is key to preparing professionals with a global vision, capable of leading in diverse contexts. Student mobility enriches academic training and develops the skills needed to face the challenges of the 21st century. For those aiming to excel in business, accounting, economics, public management, or leadership, an international experience broadens horizons, builds networks, and sparks innovation. We reaffirm our commitment to global opportunities: education without borders transforms careers and contributes to more inclusive, competitive, and socially impactful societies.

Our History

Universidad of Santiago de Chile



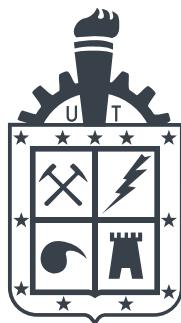
1849

SCHOOL OF ARTS AND CRAFTS (EAO)

Created to train qualified technicians in trades such as mechanics, foundry, and carpentry, contributing to the country's modernization.

EAO MOVES TO ESTACIÓN CENTRAL

The EAO relocated to its current site next to Quinta Normal, in what is today Estación Central.



1886



1947

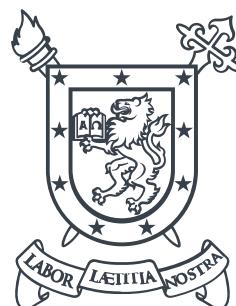
TECHNICAL UNIVERSITY OF THE STATE (UTE)

The EAO merged with other institutions, giving rise to the UTE, focused on scientific and technological education.

UNIVERSITY OF SANTIAGO DE CHILE

The dictatorship dissolved the UTE, and the Santiago campus became the University of Santiago de Chile.

1981



Since then, USACH has preserved the technical heritage of the EAO and UTE, consolidating itself as a public university of excellence with a strong social, scientific, and cultural vocation.

Our University

University of Santiago de Chile



Single Campus

We have a single, centralized campus where academic, sports, and cultural areas coexist, creating an active and dynamic university life

Cultural Diversity

Our student body brings together people from different regions and countries, fostering a rich multicultural environment where you can broaden your worldview while building strong connections with others.



Leadership in Research

The University is also a leader in innovative research, developing projects with high social, scientific, and technological impact, supported by highly trained faculty.



Our Faculty

Faculty of Management and Economics

The Faculty of Management and Economics (FAE) was officially founded on November 13, 1972, based on the former School of Public Accountants of the Technical University of the State.

Today, it comprises four departments:

Department of Business Management

Bachelor in Business and Management Program.

Department of Accounting and Auditing

Bachelor in Accounting Program.

Department of Economics

Bachelor in Economics Program.

Department of Management and Public Policy

Bachelor in Public Management Program.

[Click here](#) to explore our campus

Our Faculty

Faculty of Management and Economics

Our Postgraduate Programs

The Faculty of Management and Economics currently offers 12 postgraduate programs:

- **PhD in Management**
- **MBA – Master in Business Management**
- **Master in Accounting and Auditing**
- **Master in Data Science Applied to Public and Private Management**
- **Master in Economic Sciences**
- **Master in Marketing**
- **Master in Financial Economics**
- **Master in Management and Public Policy**
- **Master in Economic History**
- **Master in Tax Planning and Management**
- **Master in Human Resources Management**
- **Master in Finance**

Our Faculty

Faculty of Management and Economics

FAE USACH Alumni

Our Faculty is proud of its alumni, who—thanks to the solid foundations provided by USACH—have built successful careers in diverse fields:



SOLANGE BERSTEIN

Former student of Commercial Engineering in Economics. Currently serves as President of the Financial Market Commission of Chile.



JEANETTE JARA

Former student of Public Management. Served as Minister of Labor and Social Welfare, and is currently a candidate for the Presidency of Chile.



RICARDO ROJAS

Former student of Commercial Engineering in Business Management. Currently serves as Chile's Ambassador to Japan.



INGRID STOWHAS

Former student of Public Accountant and Auditor. Currently a Member of the Management Committee at Nestlé Mexico and Vice President of Corporate Communication and Consumer Affairs at Nestlé Mexico.

Our Faculty

Faculty of Management and Economics

International Relations

Every year, we welcome students from around the world who choose FAE to spend a semester or a full academic year in Santiago de Chile. We offer an outstanding academic experience in a multicultural environment, with courses taught both in Spanish and English.

We have exchange agreements with universities in:

- Canada
- Mexico
- United States
- England
- The Netherlands
- Spain
- Ecuador
- South Korea
- Brazil
- France
- Germany
- Austria
- Argentina
- Belgium
- Ireland
- Colombia
- Bolivia
- Uruguay
- Paraguay
- Panama
- China

Our Courses

UNDERGRADUATE

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01. Human Resources Management II

Dr. Gregorio Pérez Arrau

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

In this module, students will learn to analyze the transformations of the environment and organizations that shape the strategic management of human resources, distinguishing between different theoretical and empirical models of analysis.

Course Contents

- Strategic Human Resources Management.
- Strategic Human Resources Management Models.
- Human Resources Project Management.
- International Human Resources Management and Diversity Management.
- Trends in Human Resources Management.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

02. Business and Sustainability

Dr. Gabriela Pizarro Veloso

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This module explores the importance of sustainability in contemporary business contexts. Students will learn to identify social, environmental, and economic challenges and opportunities, and integrate sustainability into corporate strategy. Emphasis is placed on stakeholder engagement, sustainable business models—including circular economy approaches—and effective communication strategies. The course equips students to propose innovative and responsible solutions aligned with sustainable development principles.

Course Contents

- Introduction to Sustainability and its Relevance in Business.
- Integrating Sustainability into Business Models and Stakeholder Engagement.
- The Business Environment of Sustainability: External Forces and Regulatory Frameworks.
- Communicating Sustainable Strategies in Organizational Settings.

Course
Programme
(English)

Course
Programme
(Spanish)

03. Applied Sustainability in Business

Dr. Gabriela Pizarro Veloso

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This applied module focuses on the design and implementation of sustainable strategies within real organizational contexts. Building on theoretical foundations, students will learn to conduct sustainability diagnostics, co-design practical solutions, and communicate their proposals effectively. Emphasis is placed on the circular economy, organizational culture, stakeholder engagement, and the use of impact indicators. The course bridges theory and practice by guiding students in the development of concrete interventions aligned with the Sustainable Development Goals.

Course Contents

- Organizational Diagnosis for Sustainability.
- Designing Strategic Sustainable Solutions.
- Public Policy and Institutional Frameworks for Sustainability.
- Communication and Evaluation of Sustainability Projects.

Course
Programme
(English)

Course
Programme
(Spanish)

04. Organizational Behavior

Dr. Raúl Berrios Espinoza

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This course provides a comprehensive examination of Organizational Behavior, focusing on equipping students with the conceptual and practical tools to analyze human conduct in contemporary work environments. A key feature of this course is its emphasis on current and emerging issues, exploring timely topics such as the impact of new technologies like AI and employee monitoring, remote teamwork, demographic shifts, and the challenges of work-life balance. The curriculum integrates foundational theories with the latest research, reflected in its contemporary bibliography and a project-based learning approach.

Course Contents

- Main characteristics of human work and levels of analysis in organizational reality.
- Influence of human behavior on organizational dynamics and performance.
- Group and influence processes in organizations, including meso-group and global phenomena centered on the individual.

Course
Programme
(English)

Course
Programme
(Spanish)

05. Economic History of Chile

Dr. Claudio Robles Ortiz

UNDERGRADUATE - BACHELOR IN ECONOMICS

In this module, students will explore the distinctive aspects of the main processes, transformations, and challenges in the trajectory of the Chilean economy, from Independence to the present day.

Course Contents

- Colonial Legacies and Entry into the World Market.
- Modernization and Inequality in Chile's Export Economy, c. 1850–1930.
- Industrialization and “Developmentalism,” 1930–1975.
- Chile's Peripheral Economy in the Age of Globalization.
- Current Challenges in Chile's Economy.

Course
Programme
(English)

Course
Programme
(Spanish)

06. Industrial Relations

Dr. Daina Bellido de Luna

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This course analyzes and applies people management strategies oriented toward the attraction, retention, and development of human talent. Students integrate knowledge of labor relations, compensation, and performance management, enabling them to design robust organizational policies grounded in current transformations in the world of work and evolving organizational demands.

Course Contents

- Introduction to the Human Resources Function: A General Overview.
- Planning and Recruitment.
- Personnel Selection.
- Training and Career Development.
- Performance Management.
- Compensation Management.
- Labor Relations.
- Workplace Safety, Quality of Life, and Hygiene.

Course
Programme
(English)

Course
Programme
(Spanish)

07. Business Strategy

Dr. Rita Davidson

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This course introduces students to the fundamentals of business strategy and its role in managing organizations. Students will learn to define organizational purpose and goals, analyze competitive environments—from global trends to local markets—, and assess the competitive position of businesses by examining their internal processes and capabilities. By the end of the course, students will be able to apply multiple forms of strategic analysis, make informed decisions, and select appropriate strategies to sustain and grow businesses of different types.

Course Contents

- Fundamentals of Strategic Management.
- Environmental Scanning and Competitive Industry Analysis.
- Internal Analysis of Resources and Capabilities toward Competitive Advantage.
- Strategy Formulation and Business Models.
- Critical Approaches to Strategic Management.

Course
Programme
(English)

Course
Programme
(Spanish)

08. Social Behavior and Decision Making

Dr. Nicholas Sabin

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

How can we make better decisions? Decision-making in the complex business world involves rationality, intuition, and social expectations about others' reactions. This course explores an interdisciplinary area of research that combines psychology, management, and behavioral economics. Students will learn how heuristics, biases, and social contexts affect real-world choices. Theory will be applied to business situations such as management, teamwork, financial decisions, and customer behavior.

Course Contents

- Dual-Process Thinking.
- Perfect Rationality & Decision Trees.
- Bounded Rationality & Anchoring.
- Prospect Theory & Loss Aversion.
- Emotion & Biases.
- Social Norms and Influence.
- Game Theory & Social Dilemmas.
- Choice Architecture & Artificial Intelligence.
- Intuition and Integrative Thinking.

Course
Programme
(English)

Course
Programme
(Spanish)

09. Macroeconomics II

Dr. Federico Droller

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This course examines the determinants and dynamics of long-run economic growth. Topics include the role of capital accumulation, technological progress, human capital, population growth, institutions, and policy in shaping economic performance across countries and over time. Students will analyze theoretical models—such as the Solow model and endogenous growth theories—alongside empirical evidence to understand why some nations grow faster than others. The course also addresses contemporary issues such as inequality, environmental constraints, and globalization in the context of growth.

Course Contents

- Stylized Facts: Cross-Country Comparison.
- Exogenous Growth Models.
- Endogenous Growth Models.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

10. Corporate Finance

Dr. Juan Castillo

UNDERGRADUATE - BACHELOR IN ACCOUNTING

This course introduces students to the fundamental principles of financial decision-making within firms. Core topics include the time value of money, investment evaluation, cost of capital, capital structure, and dividend policy. By the end of the course, students will master essential analytical tools for effective financial management in organizations.

Course Contents

- Introduction to Corporate Finance and its Relationship with Accounting.
- Time Value of Money and Valuation of Financial Assets.
- Investment Decisions and Project Evaluation Criteria.
- Risk, Return, and Cost of Capital.
- Capital Structure and Financing Policy.

Course
Programme
(English)

Course
Programme
(Spanish)

11. Behavioral Economics and Decision Making

Dr. Alejandra Vásquez Alvarado

UNDERGRADUATE - BACHELOR IN ECONOMICS

This course explores how people—shaped by psychology, emotions, and social contexts—make economic choices that often diverge from traditional notions of perfect rationality. Blending theory with hands-on experimental methods, students will investigate how individuals assess risk, navigate uncertainty, and respond to incentives or “nudges.” The course delves into heuristics, biases, time preferences, and social preferences, highlighting their influence on both individuals and institutions. By challenging conventional economic thinking, this course equips students to understand, predict, and influence real-world decision-making in innovative ways.

Course Contents

- The Anatomy of Decision-Making.
- Bounded Rationality, Biases, and Heuristics.
- Social Preferences.
- Choice Architecture: Nudge.
- Experiments and Other Empirical Methods and Applications.
- Social Influence and Gender Differences.
- Emotions and Neuroeconomics.

Course
Programme
(English)

Course
Programme
(Spanish)

12. Public Policies in Sport

Dr. Rodrigo Soto Lagos

UNDERGRADUATE - BACHELOR IN PUBLIC MANAGEMENT

This theoretical-practical course critically examines the social and cultural dimensions of public policies that promote sport, physical activity, and recreation. Drawing on key social science theories and global discourses, it explores how these practices intersect with political, economic, and cultural forces shaping contemporary societies. Students engage with real-world contexts to analyze perspectives, critiques, and proposals related to sport and recreation. Emphasis is placed on applying qualitative research approaches from the social studies of sport. The course aims to strengthen students' capacity to contribute to inclusive, critical, and socially responsible policy development and management in diverse national settings.

Course Contents

- Introduction to Social Theory and Sport.
- Structure and Uses of Sport in Chile and the World.
- Sport, Body Practices, and Recreation in Relation to Social Issues (education, health, labor, well-being, urban life, violence, etc.).

Course
Programme
(English)

Course
Programme
(Spanish)

13. Introduction to Finance

Dr. Juan Castillo

UNDERGRADUATE - BACHELOR IN ACCOUNTING

This course provides students with a comprehensive view of the procedures and techniques needed to analyze a company's financial situation and ensure proper financial management.

Course Contents

- The Role and Scope of Financial Management.
- Financial Statement Analysis.
- Economic and Financial Analysis.
- Financial Management.
- Cash Flows and Project Evaluation Criteria.

Course
Programme
(English)

Course
Programme
(Spanish)

14. Economics of Well-being

Dr. André Hofman

UNDERGRADUATE - BACHELOR IN ECONOMICS

Improving population well-being is a central goal of economics. This module introduces students to a broader analytical framework beyond GDP. Using the OECD framework, the course combines material well-being with measures such as education, health, institutions, environmental quality, and subjective well-being, while also considering indicators for future well-being.

Course Contents

- Foundations and Measurement of Well-being.
- Historical Evolution of Global Well-being since 1820.
- Historical Economic Indicators.
- Historical Social Indicators.
- Well-being and the Environment.
- Inequality in Historical and Global Perspective.
- Synthesis and Composite Indicators.

Course
Programme
(English)

Course
Programme
(Spanish)

15. Industrial Organization

Dr. Jaime Campos Gutiérrez

UNDERGRADUATE - BACHELOR IN BUSINESS AND MANAGEMENT

This course introduces industrial organization from a business strategy perspective, developing students' ability to connect economic concepts with real business environments. The goal is to build intuition for pricing and other forms of strategic behavior when firms face competitors. Students will learn to apply basic economic models, microeconomic reasoning, derivatives, and game theory to real-world business problems. These analytical tools—simple but powerful—equip students to analyze and propose strategic solutions across diverse contexts.

Course Contents

- Cost, Production, and Demand.
- Basic Elements of Game Theory.
- Optimal Pricing.
- Price Discrimination (bundling, menu pricing, and market segmentation).
- Oligopoly and Mergers.
- Vertical Relations.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

16. Global Leadership

Dr. Raúl Berrios Espinoza

POSTGRADUATE - MASTER IN BUSINESS MANAGEMENT

This is a highly practical and interactive course that moves beyond traditional leadership training models. We will explore the idea that effective leadership in today's complex, multicultural world is not just a set of behaviors, but a process of community development and integrative thinking. Drawing on research with prominent world leaders and creative geniuses, this course focuses on building "Leadership Capital" by developing the ability to constructively face the tension of opposing ideas and generate novel solutions.

Course Contents

- Key global leadership skills and current organizational behavior trends.
- Integrative thinking for managing opposing ideas and creating innovative solutions.
- Complexity in leadership styles and the integration of contradictory extremes.
- Application of global leadership skills to enhance individual and team performance.
- Building community and cohesion within teams and organizations.

**Course
Programme
(English)**

17. Introduction to Game Theory

Dr. Pedro Jara

POSTGRADUATE - MASTER IN BUSINESS MANAGEMENT

The objective of this course is to present the main ideas of Game Theory, with emphasis on its foundations and the interpretation of its key concepts. The most significant results will be presented in a formal and rigorous manner.

Course Contents

- Strategic Games with Complete Information.
- Extensive Form Games with Perfect Information.
- Strategic Games with Incomplete Information.
- Extensive Form Games with Imperfect Information.
- Extensions.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

18. Corporate Governance and Sustainability

Dr. Camila Mateluna Sánchez

POSTGRADUATE – MASTER IN ACCOUNTING AND AUDITING

This course equips students with a comprehensive understanding of the interrelationship between corporate governance and sustainability, and how their integration strengthens organizational resilience, transparency, and long-term value creation. Students will approach governance as both the science and art of directing and controlling organizations, combining operational excellence with compliance to regulatory frameworks and the adoption of ethical best practices. The course emphasizes the use of management and control tools, regulatory frameworks, and sustainability reporting across environmental, social, and governance (ESG) dimensions.

Course Contents

- Foundations of Corporate Governance and Sustainability.
- Strategic Management and Control for Sustainability.
- Stakeholders and Human Rights in Corporate Governance.
- Sustainability Reporting and Regulatory Compliance.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

19. Knowledge Management in Organizations

Dr. Gregorio Pérez

POSTGRADUATE – MASTER IN HUMAN RESOURCES MANAGEMENT

Knowledge Management (KM) is a discipline aimed at optimizing the use of knowledge and information in organizations. Since its origins in the 1990s, its development has been centered in the world's major economies, with limited input from developing countries. In recent years, KM has become increasingly relevant in economics, management, and business, while many Latin American organizations have launched KM projects. This course trains students in the essential aspects of KM, introduces common tools, and highlights implementation practices and success stories.

Course Contents

- Fundamentals of Knowledge Management in Organizations.
- Knowledge Management Models.
- Knowledge Management Tools and AI.
- Implementation of KM in Organizations.
- Knowledge Work – Global Trends.
- Current State of Knowledge Management in Chile.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

20. Bayesian Statistics Applied to Financial Economics

Dr. Robinson Dettoni

POSTGRADUATE – MASTER IN FINANCIAL ECONOMICS

This course introduces the Bayesian framework as a rigorous approach to statistical inference, highlighting its theoretical foundations, methodological developments, and computational techniques for practical application. Particular emphasis is placed on applications in financial economics and the development of foundational skills in Bayesian modeling using the R programming language.

Course Contents

- Preliminary Concepts.
 - Introduction.
 - Probability Models.
- Subjective Probability.
- Prior, Posterior, and Predictive Distributions.
- Conjugate Analysis of Simple Models.
- Graphical Models.
- Hierarchical Models.
- Gibbs Sampler.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

21. Latin American Economic History

Dr. Claudio Robles Ortiz

POSTGRADUATE – MASTER IN ECONOMIC HISTORY

This course examines the distinctive aspects of the main processes, transformations, and challenges in the trajectory of Latin American economies, from Independence to the present.

Course Contents

- Colonial Legacies and Entry into the World Market.
- Latin American Export Economies, c. 1850-1930.
- Industrialization and ‘Developmentalism’, 1930-75.
- Latin American Economies in the Age of Globalization.
- Current Challenges in Latin American Economies.

**Course
Programme
(English)**

**Course
Programme
(Spanish)**

Testimonials

International Students at FAE Usach



[Germany] Alexander Beckmann
Bachelor in Public Management | 2022-2023

"This university exchange not only enriched my academic perspective, but also allowed me to grow personally and discover the wonders of a country full of history, culture, and warm people. I am certain that the knowledge and experiences I gained here in Chile will be invaluable for my professional future, and I am proud to say that I am an Engineer".



[Spain] Roberto Treviño
Bachelor in Economics | 2nd semester 2023

"I arrived in Santiago in the middle of winter, and the moment I landed I was impressed by the stunning landscapes offered by the Andes. I started the course full of excitement and eager to discover Chile and South America, as it was my first time on this side of the Atlantic. I registered my courses and began meeting professors whose life experiences left a deep impression on me. I can only thank everyone who accompanied me on this unforgettable journey and all those who supported me along the way. I leave with a heartfelt 'See you soon'".



[Mexico] María Elena Torres
Bachelor in Public Management | 1st semester 2025

"My exchange at USACH gave me the chance to understand more closely how the country operates in its government sphere, the structure of its system, and how public institutions are created. I also learned about education policies and how they have evolved. I believe these experiences contributed greatly to shaping a different perspective on how government management is carried out in another country".



[Spain] Yago Varela
Bachelor in Accounting | 1st semester 2025

"My stay at the University of Santiago de Chile was an invaluable opportunity, both academically and personally. The level of demand was very similar to that of my home university, which allowed me to quickly adapt to the academic pace of the country. I deeply value this experience, as it has helped me grow as a person and gain a more global and diverse view of the world".

Student Mobility - FAE

International Students at FAE USACH

Countries of origin by year:

2020 | Germany | Mexico | Spain

2021 | Germany

2022 | Germany | The Netherlands

2023 | Germany | Spain | Mexico | Uruguay | The Netherlands | Belgium

2024 | Germany | Mexico | Spain | France | Ecuador | Uruguay | Paraguay

2025 | Germany | Mexico | Spain | Brazil | The Netherlands | Colombia

For the second semester of 2025, approximately 30 international students are expected to join FAE USACH.

Cost of living in Chile for Students



Transportation

80-85 USD



Housing

450-500 USD



Food

300-350 USD

Click here to view
our International
Student Handbook

Santiago de Chile

Activities and Opportunities

Santiago is a vibrant, modern city surrounded by the majestic Andes Mountains, offering a unique blend of urban life, nature, and culture.

Thanks to its strategic location, Santiago is the perfect starting point to explore Chile's diverse landscapes, from the Atacama Desert to Patagonia or the Pacific coast.

Gastronomy

A wide variety of options to enjoy both Chilean and international cuisine.

Outdoor Life

Parks, bike paths, viewpoints, hills, and hiking trails.

Public Transport

A modern metro system, urban buses, and trains.

Cultural Activities

A rich array of museums, theaters, bohemian neighborhoods, and striking architecture.

Chile

Activities and Opportunities



From Santiago, you can easily travel to different regions of our country:

Chilean Patagonia

A land of untamed nature and breathtaking beauty. Ancient glaciers, towering mountains, turquoise lakes, and endless skies make Patagonia a one-of-a-kind destination for adventurers and nature lovers.



Atacama Desert

The driest desert in the world and one of Chile's most awe-inspiring landscapes. With its crystal-clear skies for astronomy, active geysers, dazzling salt flats, and valleys that seem from another planet, Atacama is a must-see.

Pacific Coast

With over 6,000 km of coastline, Chile offers countless beaches and picturesque coves, perfect for surfing, sunbathing, seafood cuisine, and exploring lively coastal towns full of tradition.



Chile

Activities and Opportunities

Our City

Santiago combines modernity and tradition, surrounded by mountains, and provides a vibrant international university experience.

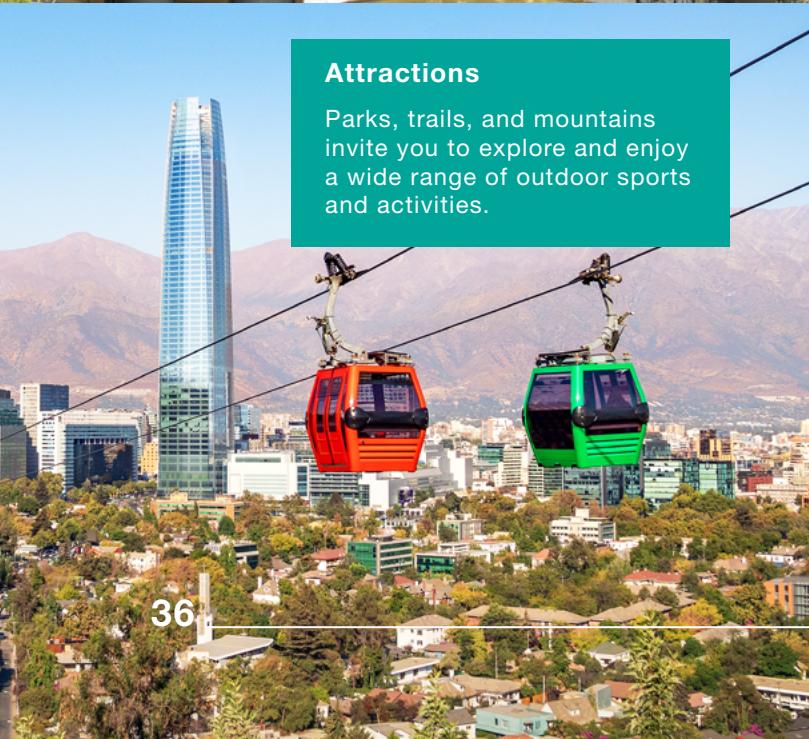
Culture & Art in Santiago

Museums, theaters, and street murals make the city a unique and diverse cultural hub.



Attractions

Parks, trails, and mountains invite you to explore and enjoy a wide range of outdoor sports and activities.



Chilean Folklore

In local venues and festivals, Santiago comes alive with cueca, Andean music, and traditional Chilean dances.





FACULTY OF
**MANAGEMENT
AND ECONOMICS**

¡Contact us!



Scanning this QR code

<https://fae.usach.cl> | international.relations.fae@usach.cl