

Saturday, June 12 Santiago Vineyard	Sunday, June 13 Andes Mountains Maipo Canyon	Monday, June 14 Santiago Business Meetings	Tuesday, June 15 Santiago Business Meetings	Wednesday, June 16 Santiago Business Meetings	Thursday, June 17 Buenos Aires Business Meetings	Friday, June 18 Buenos Aires Business Meetings
<p>Transport from airport to hotel</p> <p>Atton el Bosque: www.atton.cl</p> <p>Group Introduction</p> <p>Welcome snack and welcome packs distributed at hotel</p> <p>Orientation meeting</p> <ul style="list-style-type: none"> o Itinerary o Safety o Questions 	<p>Breakfast at the hotel</p> <p>Cascada de las Animas in the lovely foothills of the Andes Mountains:</p> <ul style="list-style-type: none"> • Mountainside horseback ride • Trekking Excursion • White water rafting 	<p>Breakfast at the hotel</p> <p>Prochile ~ General overview of Chile's economic and political climate, FDI In Chile and the USA-Chile Free Trade Agreement by this Chilean government agency. Talk on Chile's continuing attempts to diversify its economy and move away from dependence on commodities such as copper.</p> <p>Entrepreneur Roundtable ~ US expatriate entrepreneurs' successes & challenges of starting and growing their business in Chile.</p>	<p>Breakfast at the hotel</p> <p>Sonda ~ Presentation by this leading systems integrator and IT Service provider in Latin America, with over \$350 million in sales each year.</p> <p>How does Sonda position itself against competitors in Far East, Brazil and Argentina</p> <p>Or</p> <p>Alternative meeting with leading domestic / multinational non-profit organization in the high tech/IT sector</p>	<p>Breakfast at the hotel</p> <p>Fly to Buenos Aires with Air Canada</p> <p>Departure : 11:30am Arrival: 2.30pm</p>	<p>Breakfast at the hotel</p> <p>US Commercial Service ~ General overview of Argentina's current economic and political climate and the causes and consequences of the 2001 crash. Cultural differences between doing business in Argentina & US</p> <p>American Express ~ Discussion on the experience of a global company operating in a country known for its continuing unstable economic stability and financial markets. American Express was voted the 2008 best employer in Argentina (Apertura magazine ranking). Talk on retention and motivation policies.</p>	<p>Breakfast at the hotel</p> <p>Austral Hospital ~ Presentation by one of Argentina's leading hospitals. Discussion on the main challenges in the healthcare sector in Latin America and how these compare to Canada.</p> <p>Or</p> <p>Alternative meeting with leading domestic / multinational firm in the healthcare sector</p>
Lunch on your own	Welcome Traditional Chilean BBQ	Lunch on your own	Lunch on your own	Lunch on your own	Lunch on your own	Lunch on your own
<p>Viña Undurraga ~ Tour of wine making facilities and vineyard in the famous Maipo Wine Valley.</p> <p>Overview of the winemaking process and wine tasting. Reasons behind Chile's success worldwide as a new world wine producer.</p>	<p>Continued relaxation in the picturesque Maipo Canyon</p> <p>Return to Santiago</p>	<p>Cencosud S.A ~ Q&A discussion with Chile's second largest hypermarket retailer on their recent expansion in Peru and the company's growth strategy. Talk on the failure of foreign retailers to enter the Chilean market eg. Home Depot/ and France's Carrefour, and the challenge with Walmart as a new competitor in the region</p> <p>Or</p> <p>Alternative meeting with leading domestic / multinational firms in the consumer goods/retail sector</p>	<p>Kimberly Clark Chile ~ Meeting with the world's leading health and hygiene company, employing nearly 53,000 people worldwide and with a strong presence in Chile. Discussion on cross-cultural consumer behavior differences between USA and Chile and the challenges of growth in the Chilean market. Visit to its plant facility in the Ciudad Empresarial</p>	<p>Check-in to Dazzler Tower hotel:</p> <p>http://www.dazzlertow.ersanmartin.com/eng/</p>	<p>Volkswagen Argentina ~ Company presentation on market entry difficulties in South America for a foreign multinational. Talk on Volkswagen's marketing strategy in Argentina and the consequences of the USA automobile sector collapse on the worldwide industry. Tour of production facilities and meeting with the plant manager</p> <p>Or</p> <p>Alternative meeting with leading domestic/ multinational firms in the automobile sector</p>	<p>Wyeth Pharmaceutical ~ Presentation and discussion on the development of the pharmaceutical sector in the region and its role in the global market.</p> <p>Or</p> <p>Alternative meeting with leading domestic / multinational firm in the healthcare or pharmaceutical sector</p>
Dinner on your own	Dinner on your own	Dinner on your own	Dinner on your own	Dinner on your own	Dinner on your own	Tango Dinner Show + Lessons

Saturday, June 19 Buenos Aires Estancia Visit	Sunday, June 20 Buenos Aires Tourism	Monday, June 21 Sao Paulo Business Meetings	Tuesday, June 22 Sao Paulo Business Meetings	Wed., June 23 Sao José dos Campos Business Meetings	Thursday, June 24 Sao Paulo Business Meetings
<p>Breakfast at the hotel</p> <p>Buenos Aires City Tour</p> <p><u>Highlights:</u></p> <ul style="list-style-type: none"> • Recoleta • Plaza de Mayo • Casa Rosada • The Obelisk • La Boca <p>Or Buenos Aires City Game ~ Students will be divided into small teams and will be presented with certain points in the city that they have to visit and objectives that they have to fulfill. This activity will encourage immersion in the local Argentine culture and team communication. A traditional Argentine prize will be awarded to the winners!</p>	<p>Breakfast at the hotel</p> <p>San Telmo Antiques Fair</p> <p>Visit to the charming San Telmo Fair, often referred to as the “Montmatre” of South America.</p> <p>Students will be able to watch local tango dancers, musicians, painters, antiques dealers, magicians etc at work in this quaint and historical neighborhood of Buenos Aires.</p> <p>This fair is only open on Sunday mornings.</p>	<p>Breakfast at the hotel</p> <p>American Chamber of Commerce Sao Paulo ~ General overview of Brazil’s economy and trade. Discussion on Brazil’s relative immunity to the world recession and continued growth as a BRIC economy. Talk on the importance of its recent discovery of oil fields in the Atlantic.</p> <p>BRQ ~ BRQ is one of Brazil’s largest IT companies, focused on services such as Software / Web Development, Corporate Portals etc. Discussion on its rapid growth of 30% and the reasons behind being voted “best software factory in Brazil”</p>	<p>Breakfast at the hotel</p> <p>Alcoa Brazil ~ Discussion with one of the world’s leading aluminum producers, which in 2008 was named one of the most sustainable corporations in the world. Talk on its Poços de Caldas environmental research center and Alcoa’s access and efficient use of energy</p> <p>Or Alternative meeting with leading domestic / multinational corporations in the metals sector</p>	<p>Breakfast at the hotel</p> <p>Avibras ~ A diversified Brazilian company which designs, develops and manufactures defense products and services. It’s range of products encompasses artillery and aircraft defense systems, rockets and missiles. Meeting with the commercial department to discuss the growth of the defense and aviation industry in Brazil.</p> <p>Or Alternative meeting with leading domestic / multinational corporations in the defense/aviation/hi-tech sector</p>	<p>Breakfast at the hotel</p> <p>Conteminas/ Springs Global ~ Discussion with the directors of one of Brazil’s most successful textile companies serving numerous markets worldwide through its 11 production units in Brazil. Talk on the future of the textile industry in Brazil and government incentives for the manufacturing sector</p> <p>Or Alternative meeting with leading domestic / multinational corporations in the manufacturing industry</p>
Lunch on your own	Lunch on your own	Lunch on your own	Lunch on your own	Lunch on your own	Lunch on your own
<p>Potential visit to a professional Buenos Aires soccer game or sporting event depending on fixtures (Boca Juniors or Riverplate)</p> <p>(Cost covered by individual)</p>	<p>Gol Airlines: Departure: 2.30pm Arrival: 5:20pm</p> <p>Fly to São Paulo</p> <p>Check-in to the Golden Tulip Bellas Artes hotel</p> <p>http://www.goldentulipbelasartes.com/</p>	<p>Sao Paulo City Tour</p> <p><u>Highlights:</u></p> <ul style="list-style-type: none"> • Ibirapuera Park • Historical Downtown • Municipal Theatre • Pinacoteca Museum • Ipiranga Museum • Governor’s Palace 	<p>Dixie Toga ~ Discussion with one of the largest packaging manufacturers in South America, producing cartons, labels, laminated tubes etc. It is now owned by the giant Bemis Corporation. Visit to its manufacturing unit in Sao Paulo</p> <p>Or Caterpillar Brazil ~ Employing over 5000 workers in Brazil, it is one of the country’s largest export companies.</p>	<p>Panasonic Brazil ~ Meeting with world leader in the electronic goods sector, with a huge production facility in Brazil. Discussion on cross-cultural consumer trends in the electronic goods industry and Panasonic’s strategy in Brazil</p> <p>Or Alternative meeting with leading domestic/ multinational corporations in the manufacturing/ hi-tech sector</p>	<p>Branco Peres ~ Branco Peres is a leader in coffee and citrus fruit production. Talk on the management of technology and innovation in Branco Peres many production sites.</p> <p>Fly to Rio de Janeiro. Gol Airlines, Departure 7:40pm</p> <p>Check into the Ipanema Plaza hotel: www.ipanemaplaza.com.br</p>
Dinner on your own	Dinner on your own	Dinner on your own	Dinner on your own	Dinner on your own	Dinner on your own

Friday, June 25 Rio de Janeiro Business Meetings	Saturday, June 26 Rio de Janeiro City Tour	Sunday, June 27 Rio de Janeiro Tourism
Breakfast at the hotel Petrobras <i>~Discussion on Petrobras's discovery of the new oil field in the Atlantic and the implications on energy alliances in the region and worldwide. How will this discovery affect the development of Brazil's economy? Talk on the government's new laws set up to deal with concessions for the foreign energy companies and the negative effects that this may have on foreign investment in the region</i> Or Alternative meeting with leading domestic/ multinational corporations in the energy sector	Breakfast at the hotel Visit to Christ the Redeemer statue and city tour Or Rocinha Favela Tour Experience the socio-economic conditions in Rio de Janeiro. Talk on sustainable tourism with a local inhabitant in the favela	Breakfast at the hotel Free day for relaxation in Rio de Janeiro <ul style="list-style-type: none"> • Ipanema/ Copacabana beach • Delta tour over Rio • Hang Gliding over Rio • Tijuca Forest • Maracaná Stadium
Lunch on your own	Lunch on your own	Lunch on your own
Sheraton Barra Hotel and Suites <i>~ Q&A discussion regarding resort development and tourism industry in Brazil and the Sheraton's vision on sustainable development in this sector. Talk on adaptation of its management and customer service model across- cultures</i> Coca Cola Brazil <i>~ Discussion with one of the commercial team for Coca Cola's third largest market worldwide. Talk on cross cultural consumer trends in the beverage sector and the adaptation of Coca Cola Brazil's marketing and commercial strategy</i>	Free afternoon for relaxation in Rio de Janeiro <ul style="list-style-type: none"> • Ipanema/ Copacabana beach • Delta tour over Rio • Hang Gliding over Rio • Tijuca Forest • Maracaná Stadium 	Free afternoon for relaxation in Rio de Janeiro <ul style="list-style-type: none"> • Ipanema/ Copacabana beach • Delta tour over Rio • Hang Gliding over Rio • Tijuca Forest • Maracaná Stadium <u>End of Program</u> <u>Transfer to Airport and Fly to USA</u>
Dinner on your own	Farewell Dinner Brazilian Steakhouse	29.9.09