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GLOSSARY OF ABBREVIATIONS

| | |
|---------------------|--|
| Ch\$ | Chilean pesos (Chilean domestic currency) |
| CIREN | Information Center for Natural Resources (<i>Centro de Información de los Recursos Naturales</i>) |
| CONAF | Nacional Forestry Corporation (<i>Corporación Nacional Forestal</i>) |
| CVM | Contingent Valuation Method |
| GDP | Gross Domestic Product |
| INDAP | Institute for Agricultural Development (<i>Instituto de Desarrollo Agropecuario</i>) |
| INE | National Institute of Statistics (<i>Instituto Nacional de Estadísticas</i>) |
| PMT | Protection Motivation Theory |
| PRODECOP- SECANO | Secano-Poor Communities Development Program (<i>Programa de Desarrollo de Comunas Pobres del “Secano”</i>) |
| RSSCM | Resources Spent on Soil Conservation Measures |
| SAG | Agricultural and Livestock Service (<i>Servicio Agrícola y Ganadero</i>) |
| SCM | Soil Conservation Measures |
| SIG-Chile | Geographical Information Systems-Chile (private advisory service) (<i>Sistemas de información Geográfica-Chile</i>) |
| WTP | Willingness-to-Pay |