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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