**CODEBOOK**

This document explains the meanings and measurement of the variables employed in the empirical analysis of the paper “Do Concepts Matter? Latin America and South America in the Discourse of Brazilian Foreign Policymakers”.

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| **Abbreviation in data frame** | **Meaning and Measures** |
| year | Indicates the year of the values presented in all other categories. |
| resenha.pe | Refers to the total discourses collected from the document “Resenha de Política Exterior do Brasil”. |
| latin.america | Indicates the frequency of mentions of the concept Latin America. |
| south.america | Indicates the frequency of mentions of the concept South America. |
| latin.minus.south | We subtracted the values of Latin America from the values of South America and obtained this column. |
| president | Identifies the following five presidential terms included in the analysis:  1. FHC1  2. FHC2  3. LULA1  4. LULA2  5.DILMA |
| perc.latin.america | Indicates the percentage value of Latin America and represents the frequency of mentions of the concept Latin America divided by the total words of the document in a certain year. |
| perc.south.america | Indicates the percentage value of South America and represents the frequency of mentions of the concept of South America divided by the total words of the document in a given year. |
| perc.latin.minus.south | We subtracted the percentage values of Latin America from South America and obtained these columns whose rows display the annual dominance used to plot some graphs. |