

# Jean Pierre Bolaños

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## Education

- 2023 Research Master in Economics and Business (cum laude)  
University of Groningen
- 2023 Honours Master  
University of Groningen
- 2021 Licentiate Title (outstanding thesis honours)  
Universidad del Pacífico (Peru)
- 2016 BA International Business (valedictorian)  
Universidad del Pacífico (Peru)

## Employment

- 2023–to date PhD Candidate, University of Groningen  
Supervisors: prof. dr. Rian Drogendijk and Dr. Pasi Kuusela
- 2023 Research Assistant, University of Groningen  
PI: prof. dr. Tammo Bijmolt, Chair of the Marketing Department
- 2017–2019 Research Assistant, Universidad del Pacífico Research Centre (CIUP)  
PI: Prof. Oscar Malca, Associate Dean International Business
- 2016 Research Assistant, Universidad del Pacífico Research Centre (CIUP)  
PI: Prof. Angie Higuchi, Faculty of Business Science
- 2015 Research Assistant Intern, Group for the Analysis of Development (GRADE)  
PIs: Dr. Gabriela Guerrero and Dr. Juan León Jara-Almonte, senior researchers
- 2014 Research Assistant Intern, Universidad del Pacífico Research Centre (CIUP)  
PI: Prof. Angie Higuchi, Faculty of Business Science

## Scholarships and awards

|      |  |     |       |
|------|--|-----|-------|
| 2023 | Santa Fe Institute Complexity Interactive, U. of Groningen GSEB      | USD | 300   |
| 2022 | Agent-based modelling online course scholarship, Santa Fe Institute  | USD | 50    |
| —    | Scholarship, second-year research master, U. of Groningen            | EUR | 16201 |
| 2021 | Scholarship, first-year research master, U. of Groningen             | EUR | 13732 |
| 2018 | Conference travel grant, Universidad del Pacífico                    | USD | 2000  |
| 2017 | Conference travel grant, Universidad del Pacífico                    | USD | 2000  |
| 2016 | Student academic conference travel grant, Universidad del Pacífico   | USD | 800   |
| —    | Honour Roll – 1st place Research category, Universidad del Pacífico  |     |       |
| —    | Prize for Academic Performance – 1st place, Universidad del Pacífico |     |       |
| —    | Valedictorian – Class of 2016-II, Universidad del Pacífico           |     |       |

### **Pre-doctoral: peer-reviewed publications**

“Export market orientation and export performance in emerging markets: insights from the Peruvian agri-export sector,” with Oscar Malca, Jorge Rubio, and Francisco Acedo, *Journal of Agribusiness in Developing and Emerging Economies*, 13(1), 2023: 70–89

“Relational flexibility norms and relationship-building capabilities as a mediating mechanism in export performance: insights from exporting SMEs in an emerging economy, Peru,” with Oscar Malca, Francisco Acedo, Jorge Rubio, and Jesús Peña-Vinces, *International Journal of Emerging Markets*, 16(8), 2021: 1745–1768

“El efecto de la proactividad exportadora y la orientación a los mercados de exportación en el desempeño exportador,” with Oscar Malca, in S. Götz (Ed.) *América Latina y Asia Pacífico: Relaciones y proyecciones de cara a un mundo turbulento*, 2019: 153–180

### **Pre-doctoral: conference papers**

“La relación de la capacidad de exportación de las PyMEs con la intensidad exportadora: insights para las Políticas de Promoción de Exportaciones—El caso de Perú,” with Oscar Malca. *IV Simposio Internacional sobre Relaciones entre América Latina y Asia-Pacífico*, Mexico, 2017

“El efecto de la proactividad exportadora y la orientación a los mercados de exportación en el desempeño exportador: estudio exploratorio del sector confecciones peruano,” with Oscar Malca. *III Simposio Internacional sobre Relaciones entre América Latina y Asia-Pacífico*, Chile, 2017

“El efecto de los recursos y capacidades sobre el desempeño exportador en PyMEs peruanas en el sector confecciones,” with María Alejandra Padilla and Martín Hernani-Merino. *II Simposio Internacional sobre Relaciones entre América Latina y Asia-Pacífico*, Peru, 2016

“Impact of underlying psychometric attitudes on fish consumption: an exploratory research in Modern Metropolitan Lima, Peru,” with Angie Higuchi. *Agrarian Perspectives XXV*, Czech Republic, 2016

### **Teaching**

University of Groningen:

|           |   |
|-----------|---|
| 2025–2026 | Tutorials, Introduction to International Business<br>Tutorials, Academic and Professional Development<br>Practicals, Introduction to E&BE   |
| 2024–2025 | Tutorials, International Trade and Competition<br>Tutorials, Introduction to International Business   |
| 2023–2024 | Tutorials, International Strategic Management<br>Tutorials, Introduction to International Business  |
| 2022–2023 | Tutorials, Human Resource Management for BE<br>Tutorials, Human Resource Management for B&M<br>Practicals, Financial Accounting for E&BE<br>Practicals, Financial Accounting for IB |

## **Teaching (continued)**

Universidad del Pacífico:

- 2017–2019      Invited lecturer, Multivariate Statistics for Business  
                  Invited lecturer, International Management  
                  Invited lecturer, International Marketing Management  
                  Invited lecturer, MBA programme, International Business Module

## **Consultancies**

- 2019              Technical Group of Trade Promotion Agencies of the Pacific Alliance:  
                      ProChile, ProColombia, PromPerú, and the Mexican Secretariat of Economy  
2017–2018          Peruvian Ministry of Foreign Trade Tourism and Regional Offices of Foreign  
                      Trade and Tourism

## **Service**

- Reviewer           Journal of Business, Universidad del Pacífico (ad hoc), 2024  
                     International Journal of Emerging Markets (ad-hoc), 2024, 2021  
                     The International Trade Journal (ad-hoc), 2023  
                     Academy of International Business (AIB) Annual Meeting 2023  
                     Strategic Management Society (SMS) Annual Conference 2023  
                     System Dynamics Society (SDS) ISD Conference 2023  
Organiser          GEM poster day, 2024; Internationalization Study Group alumni conference, 2023

## **Software and languages**

Stata, Python, R, Vensim, NetLogo, SPSS-AMOS, G\*Power, Qualtrics, Office, Visual Basic for Applications, L<sup>A</sup>T<sub>E</sub>X.

English (2021: IELTS 8.0), French (2011: DELF C1), Spanish (native)

Groningen, 8 October 2025