

# 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 Tutorials, Academic and Professional Development Practicals, Introduction to E&BE
2024–2025	Tutorials, International Trade and Competition Tutorials, Introduction to International Business
2023–2024	Tutorials, International Strategic Management Tutorials, Introduction to International Business
2022–2023	Tutorials, Human Resource Management for BE Tutorials, Human Resource Management for B&M Practicals, Financial Accounting for E&BE 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 2025; Internationalization Study Group alumni conference, 2023

## Software and languages

Stata, Python, R, Vensim, NetLogo, SPSS-AMOS, G\*Power, Qualtrics, Office, Visual Basic for Applications,  $\text{\LaTeX}$ .

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

Groningen, 8 October 2025