

JEAN PIERRE BOLAÑOS

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Education

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

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 Sciences
- 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 Sciences

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 16 201)
2021 Scholarship, first-year research master, U. of Groningen (EUR 13 732)
2018 Conference travel grant, Universidad del Pacífico (USD 2 000)
2017 Conference travel grant, Universidad del Pacífico (USD 2 000)
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 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

Teaching experience

2025–2026	Tutorials, Introduction to International Business Practicals, Introduction to E&BE Planned, Academic and Professional Development University of Groningen
2024–2025	Tutorials, International Trade and Competition Tutorials, Introduction to International Business University of Groningen
2023–2024	Tutorials, International Strategic Management Tutorials, Introduction to International Business University of Groningen
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 University of Groningen
2017–2019	Invited lecturer, Multivariate Statistics for Business Invited lecturer, International Management Invited lecturer, International Marketing Management Invited lecturer, MBA programme, International Business Module Universidad del Pacífico

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

Software and languages

Stata, Python, R, Vensim, NetLogo, SPSS, AMOS, G*Power, L^AT_EX, Office, Visual Basic for Applications.

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

Groningen, 12 September 2025