

# 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

2024–2025	Tutorial Instructor, International Trade and Competition Tutorial Instructor, Introduction to International Business <b>University of Groningen</b>
2023–2024	Tutorial Instructor, International Strategic Management Tutorial Instructor, Introduction to International Business <b>University of Groningen</b>
2022–2023	Tutorial Instructor, Human Resource Management for BE Tutorial Instructor, Human Resource Management for B&M Teaching Assistant, Financial Accounting for E&BE Teaching Assistant, Financial Accounting for IB <b>University of Groningen</b>
2017–2019	Invited lecturer, Multivariate Statistics for Business Invited lecturer, International Management Invited lecturer, International Marketing Management Invited lecturer, MBA programme, International Business Module <b>Universidad del Pacífico</b>

## 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
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**Software and languages**

Stata, R, SPSS, AMOS, G\*Power, Vensim, NetLogo, Office, Visual Basic for Applications,  $\text{\LaTeX}$   
English (2021: IELTS 8.0), French (2011: DELF C1), Spanish (native)

Groningen, 01 June 2025