VICTOR WILFREDO BOHORQUEZ LOPEZ

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SUMMARY

Professional with a strategic vision of technologies and information systems, with more than twenty years of experience in consulting in information systems and process improvement in companies of various sectors. In the academic field I have participated in several research projects (Spain, Peru, and Dominican Republic) in different stages, from the preparation of the proposal to the presentation of the results. I have presented my research findings in international conferences and my articles have been published in important academic journals. My research interests are focused on the understanding of the processes of collaborative innovation, e-learning, digital transformation and knowledge management, as well as the importance of the perceptions of the stakeholders for the success of these initiatives; the implementation, use and impact of information systems in companies and the public sector; the use of social media tools in organizations as a fundamental pillar of customer relationship management; and, finally, the development of electronic government, digital democracy, open government and open data, smart cities, blockchain and other efforts to use information technologies in public administration.

EDUCATION

Oct. 2007- Dec. 2011	**IE Business School** **PhD in Management** **Major: Information Systems** **Minor: Operations**	Madrid, Spain
Oct. 2004- Jul. 2005	**IE Business School** **MBA Full Time**	Madrid, Spain
Aug. 1992- Dec. 1997	**Pontificia Universidad Católica del Perú** **System Engineer**	Lima, Peru

TRAINING FOR TEACHING

Feb. 2016- Feb. 2016	**Design of Class Sessions** **Universidad de Lima (12 hours)**	Lima, Peru
Nov. 2015- Dic. 2015	**Social media and social networks in teaching-learning 1** **Universidad de Lima (12 hours)**	Lima, Peru
Feb. 2013- Mar. 2013	**Workshop on the Harvard Case Method** **CENTRUM (6 hours)**	Lima, Peru
Oct. 2012- Nov. 2012	**I Workshop Teaching-Learning Methodology** **CENTRUM (30 horas de duración)**	Lima, Peru
Oct. 2012- Nov. 2012	**APA Style Seminar** **CENTRUM (9 horas de duración)**	Lima, Peru
Ago. 2012- Oct. 2012	**Course on Strategic Management for Defense and** **Crisis Management (XXII CEDEYAC)** **Center for Hemispheric Studies for the Defense and Navy of Peru (88 hours)**	Lima, Peru
Sep. 2010- Sep. 2010	**Case Teaching Workshop** **IE Business School (12 hours)**	Madrid, Spain

TEACHING EXPERIENCE

Feb. 2018-now	**Pontificia Universidad Católica Madre y Maestra**	Santo Domingo, Dominican Republic

Full time Researcher
Conduct research related to the research topics described at the beginning of this document.
Present the research carried out in international conferences.
Publish the research conducted in indexed journals.
Participate in proposals to apply to local and international funds to support research.

Apr. 2015-Dec. 2017	**Universidad de Lima**	Lima, Peru

Research Seminar for Administration I
The main objective of this undergraduate course is to develop a research plan on a relevant topic in the field of Administration, following a structured research methodology; for which it is essential that students develop skills in doing literature review to be able to search for information and categorize it adequately, and that they know the necessary tools to capture information from different sources, being prepared to apply different approaches (qualitative, quantitative or mixed) to do their research study.

Nov. 2017-Dec. 2017	**Universidad Privada de Tacna**	Tacna, Peru

Innovation and Technology Management
Course belonging the Doctorate in Administration, which focuses on reviewing academic articles published in the best international journals, to be discussed in class, highlighting the theories used, the levels of analysis considered, the methodologies used, as well as the conclusions obtained; in such a way that students become familiar with the main theories used to do research on topics associated with innovation and technology, using these theories to reinforce their theoretical framework of their respective research.

Sep. 2017-Sep. 2017	**Neumann Business School**	Tacna, Peru

Enterprise Information Systems
Course belonging the Master in Information Technology Management (MTI), which aims to analyze how new technologies affect the strategic decisions of all organizations, with special emphasis on how new technologies have generated many disruptive processes and how they have been affected organizations that were leaders of their respective sectors. Throughout the course, important concepts will be reviewed, such as Customer Relationship Management (CRM), Supply Chain Management (SCM) and Enterprise Resource Planning (ERP), analyzing this type of initiatives to show students their application in real cases.

Jan. 2012-Dec. 2015	**CENTRUM Católica**	Lima, Peru

Information Technology and e-Business
Course belonging the Master in Business and Administration (MBA), which shows how information systems (IS) and information technologies (IT) are critical for the survival and success of companies. Its impact can be seen not only in operations of several companies but also in their strategies and in the search for sustaining their competitive advantages. The course emphasizes how the Internet has changed the rules of business, and the relevance of some critical business applications (ERP, SCM, CRM, etc.) that will allow improving productivity, as well as long-term relationships with suppliers and customers.

Business Intelligence
The objective of this post-graduate course is to analyze how new technologies affect and facilitate strategic decisions in all companies, analyzing the impact of the exploitation of data and its use in improving the company's productivity. What the course provides is an overview of Business Intelligence (processes, methodologies, infrastructure and practices) to transform large amount of data into information and knowledge, supporting decision-making processes.

Research Methodology

The main objective of this course belonging the Master in Business and Administration (MBA) is that students become familiar with a methodology to develop an applied research to support decision-making, and whose results are reliable, suggesting of using the scientific method. Along the way, students will learn to prioritize the development of relevant research that significantly impacts the resolution of problems of their reality, for which it is essential that they know the necessary tools to capture information from different sources, that are prepared to apply different approaches (qualitative, quantitative or mixed) and that the result can be applicable to the desired context.

Statistics

The objective of this post-graduate course is that modern managers can make an objective, evidence-based evaluation to organize, summarize, analyze and interpret the data to make better decisions by applying statistical thinking in the design and implementation of solutions to their daily problems. This course provides the necessary tools to transform data into useful information to reduce uncertainty in decision making.

Oct. 2015-Nov. 2015   **Universidad Privada de Tacna**   Tacna, Peru

Management Information System

Course belonging the Master in Management and Public Policies, which focuses on the importance of the use of management information systems in any public institution. It also covers the main concepts on information systems and various applications that all public managers should know and use, such as Business Intelligence, SCM systems, electronic commerce, knowledge management, open data, smart cities, among others. Throughout the course, examples are presented not only of success stories, but also of failure stories to identify the best practices in the selection, implementation and use of all types of systems that support public management; as well as the main barriers that can be found in this type of projects.

Feb. 2010-Feb. 2011   **IE University**   Segovia, Spain

Introduction to IT

The course is a quick overview of the main features in word processors, presentations and spreadsheets, providing students with practical examples to use these tools in real cases.

Sep. 2005-Sep. 2007   **IE Business School**   Madrid, Spain

ERP elective

Invited speaker in some classes related with SAP PLM

Mar. 1998-Jul. 2004   **Pontificia Universidad Católica del Perú**   Lima, Peru

2000-2004   *Part-Time Professor*

Program Development 1 and 2: Courses and laboratories.

- In each course, at the beginning of the semester, the professor defines a Project. The students form groups to develop the Project, and all groups are evaluated weekly across the whole course. The professor acts as a final client, asking for requirements and controlling the outcomes of the Project.

1998-1999   *Teaching Assistant*

Support for courses of Software Engineering and Information Systems.

- Control of practices, exams, and support to students in related work with each course.

PROFESSIONAL EXPERIENCE

| Nov. 2014-now | **Unikemia** | Lima, Peru / |
| | | Santo Domingo, Dominican Republic |

Director of Business Development – Perú and Dominican Republic
In charge of the entrance the company in Peru and Dominican Republic, highlighting its main competitive advantage, which is the confluence of technology and content to provide the most innovative, flexible, effective e-Learning solution, which suited to the needs of each organization; helping it to achieve its training objectives as well as the desired development of its human resources.

| Jun. 2014-Oct. 2014 | **Interbank** | Lima, Perú |

Assistant Manager of Analytical CRM
I was in charge of two sections: first, the Data Section, which the role was to update the client's contact information, defining the contactability policies with client approach, as well as obtaining the consent of clients and prospects to be able to carry out commercial campaigns; and second, Analytical Models Section, which the main function was to elaborate the propensity models to segment clients and be able to offer them the product that more adapts to their needs.

| Jan. 2012-May. 2014 | **Freelance Consultant** | Lima, Perú |

Some consultancies on innovation and improvement of processes in a heavy machinery production company; evaluation of usability projects and web application design for CONCYTEC; review of regulations on computer security for the Ministry of Economy and Finance; among other.

| Sep. 2005-Sep. 2007 | **IE Business School** | Madrid, Spain |

| 2005-2007 | *Research project about ERPs and their impact in organizations* |

Project sponsored by SAP where the implementation of SAP Business One in Spanish SMEs was analyzed, as well as its impact on the productivity of these organizations. The results were presented in an international conference, and then published in an academic journal.

| 2005-2007 | *Research project about e-Government* |

Project sponsored by Software AG where the state and level of development of E-Government in Spanish and Peruvian cities was analyzed. This study was later replicated in other Latin American countries to make a ranking of the region.

| 2005-2007 | *Research Center about Information Systems Security* |

Research center sponsored by ORACLE and other companies with the aim of conducting studies on security in information systems, organizing events to show the results obtained and to exchange of ideas and possible business opportunities between people and companies interested in security issues.

| Jan. 1997-Jun. 2004 | **BCTS S.A.** | Lima, Peru |

- I led the implementation and adaptation of different ERP modules (e.g., Purchases, Imports, Control of Inventories, Requisitions, Fixed Assets, Invoicing, Sales, Human Resources, Payroll) in a broad and diverse set of organizations (e.g., Montana S.A., SADE SKANSKA PERU, COPEINCA).
- I led the development of different applications, based on the specifications of each organization (e.g., EMERSON, Santander Vida), which were fully integrated with their ERP system (e.g., Maintenance of Equipments, Projects, Individual Insurances of Life, Perpetuity Rents).

PUBLICATIONS

Journals

Bohórquez, V. 2015. Evolución de los sistemas de gestión de contenidos: hacia un enfoque holístico. Revista Perspectiva Empresarial, Volumen 2, Número 2, pp. 73-82.

Bohórquez, V. and Esteves, J. 2013. Acquiring external knowledge to avoid wheel re-invention. Journal of Knowledge Management, Volumen 17, Número 1, pp. 87-105.

Esteves, J. and Bohórquez, V. 2010. Identificación y Categorización de las Dimensiones de e-Salud en las Web Municipales Españolas. Revista Latinoamericana y del Caribe de la Asociación de Sistemas de Información (RELCASI), Volumen 3, Número 1, pp. 31-46.

Bohórquez, V. and Esteves, J. 2008. Analyzing SMEs Size as a Moderator of ERP Impact in SMEs Productivity. Communications of the IIMA (CIIMA), Volume 8, Issue 3, pp. 67-80.

Esteves, J. and Bohórquez V. 2007. An Updated ERP Systems Annotated Bibliography: 2001-2005. Communications of the Association for Information Systems (CAIS), Volume 19 Article 18, Abril, pp. 386-446.

Esteves, J. and Bohórquez, V. 2007. El Impacto de la Cultura Nacional en la Implantación de Sistemas ERP. Revista de Empresa, pp. 46-64.

Doctoral Consortium

Bohórquez, V. 2011. Reshaping the IT adoption outcomes: Definition of IT innovation frames as a way to identify different stakeholders' perceptions of innovation, 19th European Conference on Information Systems, Helsinki, Finland, June 6th-8th 2011.

Proceeding Papers

Bohórquez, V., Mendez, C. y Flores, A. 2017. Educación y entretenimiento para niños usando marketing de experiencias: Caso Divercity, Presented in 52º Asamblea Anual CLADEA 2017, Riverside, California, USA, October 17-19 2017.

Bohórquez, V. 2017. Viewing an ERP as a dynamic repository of organizational knowledge, Presented in 14th CONTECSI - International Conference on Information Systems and Technology Management, Sao Paulo, Brasil, May 24-26 2017.

Bohórquez, V. 2016. MOOCs: Retos y Oportunidades, Presented in VII Congreso Internacional sobre Aplicación de Tecnologías de la Información y Comunicaciones Avanzadas, Cuenca, Ecuador, November 9-11 2016.

Bohórquez, V. y Esteves, J. 2012. Towards the Identification of IT Innovation Frames, Presented in Academy of Management Annual Meeting, Boston, MA, USA, Agosto 3-7 2012.

Bohórquez, V. y Esteves, J. 2012. Transforming a dream into reality through the lens of social appropriation of knowledge, Presented in Latin American and European Meeting on Organization Studies, Ajijic, Mexico, March 27-30 2012.

Bohórquez, V. and Esteves, J. 2011. Entendiendo la apropiación del conocimiento externo como fuente de innovación tecnológica, Proceedings of the Seventeenth Americas Conference on Information Systems, Detroit, Michigan, August 4th-7th 2011.

Bohórquez, V. and Esteves, J. 2010. Making Sense of Stakeholder Differences: Using the Repertory Grid Technique to Identify Different IT Innovation Frames, Presented in the Pre-ICIS Workshop for MISQ Prospective Authors, St. Louis, USA, December 2010.

Bohórquez, V. and Esteves, J. 2010. Overcoming Perceptual Bias in IT Innovation Adoption using Multitrait–Multimethod Analysis, Presented in the Diffusion Interest Group in Information Technology (DIGIT) Workshop, St. Louis, USA, December 2010.

Esteves, J. and Bohórquez, V. 2010. Comparing the Quality of Latin American e-Health National Websites, Proceedings of the Sixteenth Americas Conference on Information Systems, Lima, Peru, August 12th-15th 2010.

Bohórquez, V. and Esteves, J. 2010. Neither radical, nor incremental: Dual-Stakeholder Perspective of Innovation Management, Proceedings of the 2010 Academy of Management Annual Meeting, Montreal, Canada, August 6th-10th 2010.

Bohórquez, V., Diaz, A. and Esteves, J. 2010. Identifying SCM concepts and stakeholder discourse in GM corporate blog, Proceedings of the 2010 Academy of Management Annual Meeting, Montreal, Canada, August 6th-10th 2010.

Bohórquez, V. and Esteves, J. 2010. Analyzing Networked Innovation in the Banking Industry: A Spanish Case, DIME conference - Organizing for Networked Innovation, Milan, Italy, April 14th-16th 2010.

Bohórquez, V. and Esteves, J. 2010. Analyzing Networked Innovation in the Banking Industry: A Spanish Case, DIMETIC European Doctoral School – Session 1, Strasbourg, France, March 15th-26th 2010.

Esteves, J. and Bohórquez, V. 2009. Understanding the Effects of Virtual Communities Information Sharing in Chronic Illness Acceptance and Quality of Life, Poster Session in the Workshop on Information in Networks, New York, USA, September 25th-26th 2009.

Bohórquez, V., Mayo, M. and Esteves, J. 2009. Corporate Blogs Evaluation Using Corporate Leadership Discourse and Followers' Characteristics, 3rd European Conference on Information Management and Evaluation, University of Gothenburg, Sweden, September 17th-18th 2009.

Bohórquez, V. and Esteves, J. 2009. Understanding the Relationship between Institutional Theory and Innovation, Proceedings of the Fourth European Conference on Management of Technology, Glasgow, Scotland, September 6th-8th 2009.

Bohórquez, V. and Esteves, J. 2009. Web 2.0, Business Complexity and Innovation, Proceedings of the Fourth European Conference on Management of Technology, Glasgow, Scotland, September 6th-8th 2009.

Bohórquez, V. and Esteves, J. 2009. Overcoming Knowledge Integration Barriers in ERP implementation Using Action Research Approach, Proceedings of the Fifteenth Americas Conference on Information Systems, San Francisco, California, August 6th-9th 2009.

Esteves, J. and Bohórquez, V. 2009. Evaluación del nivel de desarrollo de la e-Salud en España: Propuesta de Marco Teórico, Proceedings of the Fifteenth Americas Conference on Information Systems, San Francisco, California, August 6th-9th 2009.

Bohórquez, V. and Esteves, J. 2008. Towards the Analysis of the Effect of Blogs and Online Communities on Business Innovation, OASIS IFIP 8.2 WORKSHOP PROGRAMME - ICIS pre-event, Paris, France, 2008.

Bohórquez, V. and Esteves, J. 2008. Analyzing SMEs size as a moderator of ERP impact in SMEs productivity, Proceedings of the 19th Annual Conference, International Information Management Association, San Diego, California USA, 2008.

Esteves, J. and Bohórquez, V. 2008. Analyzing Gender Discourse in Corporate Blogs using Content and Correspondence Analysis. Proceedings of the 19th Annual Conference, International Information Management Association, San Diego, California USA, 2008.

Esteves, J., Bohórquez, V. and Souza, L.A. 2008. The Impact of Cultural and Social Attitude in Business Information Technology Knowledge Sharing; A Gender Perspective, Proceedings of the 5th International Conference on Intellectual Capital, Knowledge Management & Organisational Learning, New York Institute of Technology, New York, USA, 2008

Esteves, J. and Bohórquez, V. 2008. Analyzing the Topics Discussed in CEO Blogs: A Content Analysis Approach, Proceedings of the 2nd European Conference on Information Management and Evaluation, Royal Holloway, University of London, UK, 2008.

Bohórquez, V. and Esteves, J. 2008. Assessing ERP Impact in Manufacturing SMEs Productivity: Does the size matters?, Proceedings of the 5th International Conference on Enterprise Systems, Accounting and Logistics, Heraklion, Crete Island, Greece, 2008.

Esteves, J. and Bohórquez, V. 2008. Using Visual Techniques in Research: The Case of Correspondence Analysis, Proceedings of the 7th European Conference on Research Methodology for Business and Management Studies, Regent's College, London, UK, 2008.

Esteves, J. and Bohórquez, V. 2008. ERP Impact on Number of Employees and Personnel Costs in Small and Medium Sized Enterprises - A Panel Data Approach, Proceedings of the 10th International Conference on Enterprise Information Systems, Barcelona, Spain, 2008.

Esteves, J. and Bohórquez, V. 2007. Analyzing the development of municipal e-Government in Peruvian cities, Proceedings of the 9th International Conference on Social Implications of Computers in Developing Countries, São Paulo.

Esteves, J., Bohórquez, V. y Garot, M.J. 2006. Developing a framework to evaluate eCitizenship. *IADIS International Conference WWW/Internet 2006, Murcia, España, pp 111-118, October 2006.*

LANGUAGES

Spanish (mother tongue)
English (high level)
Italian (high level)