

Andres Aguilera-Castillo, Master of Arts in International Commerce

(Date of Birth: 1



Universidad EAN
School of Business

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Work Experience

- Jul 2015 – Present* **Universidad EAN, Bogotá**
Professor and Coordinator of the International Business undergraduate program. Event coordination, lecturers hiring, administrative duties. Full time.
Lectures: International Trade, *Principios y Teorías de Negocios* and *Estrategias de Negociación*.
- Jun 2013 – Jun 2015* **Universidad de La Salle, Bogotá**
Professor and Coordinator of the International Business and International Relations undergraduate program. Part time initially then full time.
Lectures: Strategies for Internationalization, Political and Economic Analysis
- Feb 2013 – Dec 2013* **Universidad Colegio Mayor de Cundinamarca, Bogotá**
Professor in the Economics Department. Full time
Lectures: Introduction to International Business, Trade Policy and Export Planning.
- Sep 2012 – Jan 2013* **LG Electronics Colombia Ltda., Bogotá**
Product Specialist @Home Appliances Unit. Full Time. Design and implementation of marketing strategies for the Home Appliances market in Colombia.
- Aug 2011 – Aug 2012* **LG Electronics Inc. , Seoul**
TV Marketing Analyst for the Latin American Team. Support the initiatives of the Latin American Marketing Team. Research, reporting and monitoring indicators such as sales, market share, profitability and inventory.
- Feb 2010 – Sep 2010* **Pumyang Construction Co. Ltd, Seoul**
Salaried Intern. Monitor, analyze and report to direct supervisor about the trends in the industrial metal markets in Latin America. Research about Public Tenders in the region.

Education

- Mar 2009 – Feb 2011* **Korea University**
Master of Arts, International Commerce
Seoul, South Korea
- Feb 2000 – Dec 2004* **National University of Colombia**
Bachelor of Arts, Political Science
Bogota, Colombia

Thesis

Master's Degree **“Colombia’s Mining Industry: Opportunities for Korean Investment in Natural Resource Development”**

Grade A+ (4.5/4.5)

Undergraduate Monograph **“El Movimiento Comunal y Comunitario en el Contexto de las Terceras Fuerzas Políticas en Colombia”**

Grade: 4.7/5.0

Research Experience

Jul 2015 – present **Professor**
Universidad EAN, Business & Economics
Bogotá, Colombia

Awards

Dec 2017 **Best Instructor Award**
X-Culture Challenge
<https://x-culture.org/2017-2-best-instructor/>

Skills & Activities

Skills Academic Research, Management, Political Analysis, Strategic Management, Business Economics, Innovation, Business Management

Languages Spanish (native), English (TOEFL iBT 111/120), Korean (Beginner)

Scientific Memberships Member of the Academy of International Business

Interests World music, Cinema, Literature

Book Chapters

Carlos H. Fajardo Toro, Andres Aguilera, Mauricio Javier Guerrero: *Doing more with less: The impact of new technologies on labor markets, economy and society*. Organizational Transformation and Managing Innovation in the Fourth Industrial Revolution, 09/2018; IGI Global., ISBN: 9781522570745

Mauricio Guerrero Cabarcas, William Zuluaga Muñoz, Andrés Aguilera Castillo, Sandra Ximena Díaz Sánchez, Carlos Hernán Fajardo Toro: *An Approximation to Real Options Analysis (ROA) in a Colombian Construction Company: The Case of HL Ingenieros*. Strategic Optimization of Medium-Sized Enterprises in the Global Market, 07/2018: pages 1-29; IGI Global., ISBN: 9781522557845, DOI:10.4018/978-1-5225-5784-5.ch001

Mauricio Quintero-Angel, Claudia Cecilia Peña-Montoya, Carlos Hernán Fajardo Toro, Andrés Aguilera Castillo: *Opportunities and challenges for Sustainable Business and Strategic Planning in Small and Medium*

Enterprises (SMEs). Green Production Strategies for Sustainability, Edited by Sang-Binge Tsai, Bin Liu, Yongian Li, 11/2017; IGI global., ISBN: ISBN13: 9781522535379, DOI:10.4018/978-1-5225-3537-9

Journal Publications

Andrés Aguilera, María Gabriela Ramos Barrera: *Technological Unemployment: An approximation to the Latin American Case*. Revista Ad-Minister 12/2016; DOI:10.17230/ad-minister.29.3

Andres Aguilera, William Ríos, Camila Fúquene Lozano: *Aprende jugando: el uso de técnicas de gamificación en entornos de aprendizaje*. IM-Pertinente 2 (1), 125-143.

Andres Aguilera, Juan Manuel Gil Barragan: *International Institutions: For better or worst*. Reflexión Política 08/2017; Vol. 19(No. 37):6-15.

Juan Manuel Gil Barragán, Andrés Aguilera Castillo: *China and Latin America: Strategic partners or competitors?*. Revista EAN 07/2017; DOI:10.21158/01208160.n82.2017.1642

Andrés Aguilera, Mauricio Guerrero: *A Brief Description of Culture Shock Among Latin American Nationals in South Korea*. 현대사회와다문화 6 (1), 120-136.

Andrés Aguilera: *Is Policy Convergence Enough?: Colombia, South Korea and Natural Resources Development*. KRIS Korea Review of International Studies, 2015 p. 41-60

Andrés Aguilera Aguilera, William Ríos Ríos, Santiago Umaña Umaña: *Reseña del libro " The Entrepreneurial State: Debunking Public vs. Private Sector Myths " de Mariana Mazzucato*. Revista Civilizar de Empresa y Economía 5 (9), 132-143, DOI:10.22518/2462909X.269

Andrés Aguilera: *Colombia's mining renaissance: A brief discussion on governance, development and policy making*. Revista Civilizar De Empresa Y Economía, 3(5), 7-33, DOI:10.22518/2462909X.83

References

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