

### Personal details

**Surname and name:** Ruiz Guerrero, Juan Pedro  
**Date of birth:** December 8, 1958

### Current position

**Institution:** Universidad Católica San Antonio de Murcia  
**Faculty, School, Institute:** Law and Business Sciences Faculty  
**Dpt./ Section./ Str. Unit:** Business Administration  
**Postal address:** Campus de los Jerónimos, Nº 135 Guadalupe 30107 (Murcia)  
**Phone:** (+34) 968.27.88.01  
**E-mail address:** jpruiz@ucam.edu  
**Professional category:** Full time professor

### Research lines

- Ethics in Management
- International Marketing

### Academic background

**Degree:** Bachelor of Engineering (Civil)  
**Centre:** McGill University  
**Date:** 1981

**Doctorate:** Juris Doctor  
**Centre:** Chicago-Kent School of Law  
**Date:** 1990

**Teaching figures acknowledged by ANECA:** N/A

**CNEAI acknowledged six-year periods:** N/A

### Project participation

- **Number of European projects:** N/A
- **Number of Plan Nacional projects:** N/A
- **Number of Plan Regional Projects:** N/A
- **Number of agreements with firms:** N/A
- **Number of projects of the University's Plan Propio:** N/A

### Publications in JCR indexed journals

- **Number of first quartile publications in the area:** N/A
- **Number of second quartile publications in the area:** N/A
- **Number of third quartile publications in the area:** N/A
- **Number of fourth quartile publications in the area:** N/A

### Publications in non-JCR indexed journals

- **Number of publications indexed in other data bases:** N/A

- **Number of non indexed publications:** N/A

### Books and book chapters

- **Number of books:** N/A
- **Number of book chapters:**
  - *For Whom the Bells Toll: Is Telephone Theft Covered by Insurance?*, Various (1992)
  - *Property Insurance Law: 1990-1991 Developments (Annual Survey)*, Tort and Insurance Law Journal (Co-author: Edward J. Ozog, 1991)

### Congresses and conferences

- **Number of communications at national conferences:**
- **Number of communications at international conferences:** 3
- **Number of invited speeches:** 17

### Directed theses

- **Doctoral candidate:** N/A
- **Title:** N/A
- **Grade:** N/A
- **Year:** N/A

### University teaching

- **At degree level (subjects and years of teaching):**  
UCAM (2017 – 2018)  
Bellevue College (2006 - 2007)  
Chicago-Kent College of Law (1990 – 1997)  
DePaul University (1990 – 1994)
- **At postgraduate level (subjects and years of teaching):**  
UCAM (2017)  
International MBA, University of Washington (2002- 2009) Program  
International MBA, Seattle University (2002 - 2005)

### Management

- Ethics in Management
- International Marketing

### Professional experience

**ECOSTAR** – Seattle, Washington

**Managing Partner**

**07/2008 – 10/2016**

*EcoStar is a boutique consulting and law firm combining management consulting and legal services to small- to mid-sized for-profit and non-profit organizations.*

Contracted to provide a variety of management consulting services such as market research reports, financial analyses and creating business plans for start-ups, as well as associated legal services.

**BLUEMONT GROUP, LTD.** - Seattle, Washington | Chicago, Illinois

**Senior Business Consultant**

**8/2003 – 07/2008**

*The Bluemont Group is a boutique consulting firms specializing in increasing business productivity and profits by designing efficient work processes and effective corporate strategies.*

Led a variety of assignments with small- to mid-sized companies; worked directly with the owners and/or executives to improve work processes, optimize productivity, and maximize revenues and profits.

**TALGO, INC.** - Seattle | New York | Washington DC

**Chief Executive Officer**

**12/1998 – 8/2003**

**Chief Operating Officer**

**05/1998 – 12/1998**

*Talgo, Inc. is the US subsidiary of Patentes Talgo, S.A., a mid-sized manufacturer of high-speed passenger railcars and ancillary equipment.*

Initially working with a 3-person team and 52 manufacturing technicians, acted as the company's General Manager, and Marketing, Government Affairs, Human Resources, and spokesperson. Developed presence of company, eventually, leading a 7-person executive team; established manufacturing and maintenance facilities; transferred from Spanish-based to US-based workforce and work processes; developed corporate structure, including: corporate identity, HR department; Quality Assurance policies, inventory management; and union relations.

**KEMPER NATIONAL INSURANCE COMPANIES** - Long Grove, Illinois

**Subrogation Attorney**

**08/1995 – 10/1997**

*Kemper is an insurance company specializing in commercial and residential risks.*

**CLAUSEN MILLER, LLP**, Chicago, Illinois ([www.clausen.com](http://www.clausen.com))

**Associate**

**06/1990 – 07/1995**

*Clausen Miller is an international, full-service law firm serving a variety of corporate interests.*

**AMERITECH SERVICES, INC.**, Schaumburg, Illinois

**Marketing Manager**

**06/1984 – 09/1987**

*Ameritech Services is the holding company for the five Bell telephone companies of the Midwest. Illinois Bell provided telephone service to the state of Illinois.*