

**Diana E Lesmes Palacios**  
Email: dianael2@illinois.edu  
Ph.D. Student  
Counseling Psychology Program  
College of Education  
University of Illinois at Urbana-Champaign  
1310 S Sixth St., Champaign IL 61820  
USA

## CURRENT POSITION

**University of Illinois at Urbana-Champaign**, Illinois, USA. Ph.D. student in the Counseling Psychology Program.

## EDUCATION

**Universidad de los Andes**, Bogotá, Colombia Jan. 2007 – May. 2008  
M.Sc., Industrial Engineering  
Concentration on Operations Research & Statistics  
Thesis: Design of a methodology for implementing the Analytic Network Process (a mathematical decision-making method). Grade: 5.0/5.0.

**Universidad de los Andes**, Bogotá, Colombia Aug. 2000 – Nov. 2006  
B.Sc., Industrial Engineering with a certificate in Business Administration  
Concentration on Operations Research & Statistics and Finance  
Thesis: Modeling the probability of being employed in the Colombian labor market. Grade: 5.0/5.0.

**Fundação Getulio Vargas**, São Paulo, Brasil Jan. 2005 – Aug. 2005  
Exchange student studying Business Administration

**East Lansing High School**, Michigan, U.S.A. Aug. 1999 – Aug. 2000  
Exchange student studying last high school year

**Skills learned while studying the bachelor and the master:** to formulate quality research able to contribute to the academic knowledge base, to design quantitative and qualitative research, and to understand and synthesize complex content autonomously. I develop such abilities in the development of my two theses. In both, I implemented methods in areas of knowledge in which they were usually not applied and learned the techniques I needed to use by myself, as they were not part of the program. I developed my quantitative skills in the undergraduate thesis and the qualitative in the masters.

**Virtues gained while at the exchanges:** understanding of how my cultural history influences my interaction with others and to become an open-minded person. Justification discussed in the statement of purpose.

## FIELDS OF INTEREST

Career Counseling  
Major life goals  
Interest  
Personality

## CONFERENCE PROCEEDINGS AND PRESENTATIONS

- Castillo, M.; Segura, W.; Salcedo, C.; Novoa, L.; **Lesmes, D.** (2011). Application of a Methodology for Structuring and Evaluating a Business Opportunity for the Colombian Petroleum Company – Ecopetrol. *Proceeding of the International Symposium on the Analytic Hierarchy/Network Process*. Sorrento, Italy. ISSN 1556-8296.
- Lesmes, D.**; Castillo, M. (2008). ANP Application: Selection of New Foreign Markets. *Peer-reviewed presentation at OR50 Conference*, University of York, United Kingdom, 2008.
- Lesmes, D.**; Cendales, C.; Buitrago, L. (2009). Application of the Analytic Network Process (ANP) to select new foreign markets to export software services: a study of Colombian firms. *Proceeding of the International Symposium on the Analytic Hierarchy/Network Process*. Pittsburgh, Pennsylvania, U.S.A. ISSN 1556-8296. (Peer-reviewed presentation at ISAHP 2009).
- Neira, E.; Castillo, M.; **Lesmes, D.** (2009). Analytic Network Process (ANP): An approach to estimate the Colombian baby diapers market share. *Proceeding of the International Symposium on the Analytic Hierarchy/Network Process*. Pittsburgh, Pennsylvania, U.S.A. ISSN 1556-8296. (Peer-reviewed presentation at ISAHP 2009).
- Reyes, A.; **Lesmes, D.**; Castillo, M. (2011). Applications of Multi-Criteria Decision Analysis to Select Foreign Markets to Export. *Proceeding of the International Symposium on the Analytic Hierarchy/Network Process (ISAHP)*. Pittsburgh, Sorrento, Italy. ISSN 1556-8296. (Peer-reviewed presentation at ISAHP 2011).
- Reyes, A.; **Lesmes, D.**; Castillo, M. (2011). Applications of Multi-Criteria Decision Analysis (MCDA) to Select Foreign Markets to Export. *Peer-reviewed presentation at INFORMS 2010 Annual Meeting*, Austin, Texas, U.S.A.

**Skills learned by writing conference proceedings and doing presentations:** to select and apply methods drawn from academic literature, to produce informative and well-integrated oral and written communications, and to integrate theory, practice and research. As most of the projects in which I worked were innovative, we found inspiration from the academic literature, then we further developed them, and to end we conducted pilot studies to test them. I was the one who usually summarized the findings in articles and presented them at international conferences.

## THESIS ADVISED

- Guatibonza, D.A, Castillo, M., Lesmes, D. (2014). *Diseño de una metodología para la toma de decisiones en la industrial de las redes de mercadeo*. (Undergraduate thesis). Uniandes.
- Ortiz, M.A., **Lesmes, D.**, Rios, J.J. (2012). *Aplicativo web para la comparación de modelos de la teoría de la decisión en la selección de mercados para la exportación de servicios de software en una empresa colombiana: caso aplicado a Dexon Software Inc.* (Undergraduate thesis, 2012). Uniandes.
- Sierra, C., **Lesmes, D.**, & Rios, J.J. (2012). *Evaluación de alternativas de exportación para una empresa colombiana de software aplicando la teoría de la utilidad multiatributo en su forma multilinear: caso aplicado a Dexon Software Inc.* (Undergraduate thesis). Uniandes.

**Skills learned when advising thesis:** Skills learned when advising thesis: the ability to motivate others to complete their projects by guiding them, especially in the moments when they did not know how to continue forward.

## TEACHING EXPERIENCE

Universidad de los Andes, Industrial Engineering Department  
2019

Jan. 2014 – May.

Instructor: Introduction to Industrial Engineering (undergraduate).

**Universidad de los Andes**, Industrial Engineering Department  
2012  
Instructor: Probability and Statistics (undergraduate).  
Teaching assistant: Decision Theory (graduate).  
Aug. 2008 – Aug.

**Universidad de los Andes**, School of Management  
Instructor: Decision Analysis Applied to Marketing (graduate).  
Aug. 2010 – Sep. 2010

**Skills learned when teaching:** to expose complex issues in simple language, to counsel students in their academic decision-making and to empower them, thus they advance in their projects. The justification is given in the statement of purpose. I also learned to work cooperatively and collaboratively with interdisciplinary teams, considering that for the Introduction to Industrial Engineering class each one of the professors with whom I work are experts in different fields of Industrial Engineering.

## RESEARCH EXPERIENCE AND PROJECTS

**UBITS learning solutions**, Consultancy  
Evaluate online courses related to communication and teamwork skills, and propose improvements for them.  
Mar. 2018 – Jun. 2018

**Universidad de los Andes**, Research Center of the Engineering Faculty  
2011  
Analyzed and evaluated transportation alternatives of heavy oil from the *Asociación Nare* fields to points of sale (funded by Mansarovar Energy Colombia Ltd.).  
Jan. 2011 – Nov.

**Universidad de los Andes**, Research Center of the Engineering Faculty  
2011  
Developed and tested a methodology and model for structuring and evaluating business opportunities related to oil production (funded by Ecopetrol S.A.).  
Aug. 2010 – Nov.

**B&A Mercadeo Internacional**, Bogotá, Colombia  
2008 Conducted international market research of the Colombian engineering and construction services' market (funded by ProChile).  
Feb. 2008 – Apr.

**VQ Ingeniería Ltda.**, Bogotá, Colombia  
Partnered with corporate executives staff to evaluate international marketing opportunities and completed the VQ's Internationalization Strategic Plan.  
Jan. 2006 – Aug. 2006

**Skills learned while working on research projects:** to analyze, evaluate, integrate, apply theory and communicating research findings, and to produce informative written communication. The first skill is discussed in the conference section of this Curriculum. Regarding the second, as we had to present our findings to the companies' multidisciplinary teams and I was in charge of writing the PowerPoint presentations and the reports, I learned a lot about how to extract the main points of a research project.

## GRANT AND AWARDS

**University of Illinois at Urbana-Champaign**, Department of Educational Psychology  
Ph.D. Teaching Assistantship  
Aug. 2019

**Universidad de los Andes**, Industrial Engineering Department  
Jan. 2007 – Aug. 2008

M.Sc. Fellowship/Assistantship

#### COURSES AND CONFERENCES ATTENDED

**Newfield Network**, Bogotá, Colombia Mar. 2007 – Nov. 2007  
Ontological Coaching program

**University of Pittsburg**, Joseph M. Katz Graduate School of Business, Pittsburg, U.S.A. Sep. 2009  
MBA Decision Making course

**Business Today Conference**, New York, U.S.A. Nov. 2006  
Innovation to Implementation: How business stays ahead?  
Sponsored by Princeton University because of winning essay competition about innovation

**Universidad de los Andes**, School of Management and Proexport Jan. 2006 – Aug. 2006  
An international strategic management training program

**Abilities learned in the personal development programs:** self-awareness and to critically analyze beliefs that can help develop constructive relations with others. Context presented in the statement of purpose.

#### VOLUNTEERING

**Fundación Somos CaPaZes**, Bogotá, Colombia Jan. 2014 – Nov.2014  
Trainer of the Conflict Resolution program for vulnerable children of low-income families

**AIESEC**, Universidad de los Andes, Bogotá, Colombia Aug. 2005 – Feb. 2006  
Facilitate foreigners' adaptation process to the Colombian culture.

**Abilities gained through this experience:** to appreciate and value my fortunate position, and understanding of how cultural history influences one's interaction with others and the role that has within me. Justification discussed in the statement of purpose.

#### OTHER SKILLS

**Languages:** Native Spanish. Fluent in English and Portuguese. Intermediate knowledge of French.

**Computer:** SAS, SPSS, Crystal Ball, DPL, Expert Choice and Microsoft Office.

#### ADDITIONAL INFORMATION

**Nationality:** Colombian.