

Lasse Torkkeli
Publications
9 January 2022

Articles in international refereed journals:

1. Uzhegova, M. & Torkkeli, L. (forthcoming). *Business Responsibility and Effectuation in Internationalized SMEs*. International Entrepreneurship and Management Journal.
2. Faroque, A.R., Torkkeli, L., Sultana, H. & Rahman, M. (2022). *Network exploration and exploitation capabilities and foreign market knowledge: The enabling and disabling boundary conditions for international performance*. Industrial Marketing Management, 101(258-271). <https://doi.org/10.1016/j.indmarman.2021.12.013>
3. Ivanova-Gongne, M., Torkkeli, L., Hannibal, M., Uzhegova, M., Barner-Rasmussen, W., Dziubaniuk, O. & Kulkov, I. (2022) *Cultural Sensemaking of Corporate Social Responsibility: A Dyadic View from Russian-Finnish Business Relationships*. Industrial Marketing Management, 101(153-164). <https://doi.org/10.1016/j.indmarman.2021.12.010>
4. Vadana, I., Kuivalainen, O., Torkkeli, L. & Saarenketo, S. (2021). *The role of digitalization on the internationalization strategy of born-digital companies*. Sustainability, 13(24):14002. <https://doi.org/10.3390/su132414002>
5. Faroque, A., Mahmud, H., Torkkeli, L. & Kuivalainen, O. (2021). *Enabling and Disabling Boundary Conditions of Export Marketing Assistance: An Interdisciplinary Framework*. Journal of Global Business Advancement, 14(2), 263-283.
6. Torkkeli, L., Uzhegova, M., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2021). *Internationalisation of Family Enterprises: The Role of Entrepreneurial Orientation and International Growth Orientation*. International Journal of Business and Globalisation.
7. Faroque, A., Kuivalainen, O., Asikainen, S.-K., Torkkeli, L. & Morrish, S. (2021). *Microfoundations of network exploration and exploitation capabilities in international opportunity recognition*. International Business Review, 30(1), 101767. <https://doi.org/10.1016/j.ibusrev.2020.101767>
8. Velt, H., Torkkeli, L. & Laine, I. (2020). *Entrepreneurial Ecosystem Research: Bibliometric Mapping of the Domain*. Journal of Business Ecosystems, 1(2), 1-31. <https://doi.org/10.4018/JBE.20200701.oa1>
9. Vuorio, A., Torkkeli, L. & Sainio, L.-M. (2020). *Service Innovation and Internationalization in SMEs: Antecedents and Profitability Outcomes*. Journal of International Entrepreneurship, 18(1), 92–123. <https://doi.org/10.1007/s10843-019-00266-z>

10. Rissanen, T., Ahi, M., Ermolaeva, L., Torkkeli, L. & Saarenketo, S. (2020) *The Role of Home Market Context in Business Model Change in Internationalizing SMEs*. European Business Review, 32(2), 257-275. <https://doi.org/10.1108/EBR-09-2018-0168>
11. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). *Digitalization of companies in international entrepreneurship and marketing*. International Marketing Review, 37(3), 471-492. <https://doi.org/10.1108/IMR-04-2018-0129>
12. Asemokha, A., Ahi, A., Torkkeli, L. & Saarenketo, S. (2019). *Renewable Energy Market SMEs: Antecedents of Internationalization*. Critical Perspectives in International Business, 16(4), 407-447 <https://doi.org/10.1108/cpoib-05-2018-0043>.
13. Asemokha, A., Torkkeli, L., Faroque, A. & Saarenketo, S. (2019). *Business Model Innovation in International Performance: The Mediating Effect of Network Capability*. International Journal of Export Marketing, 3(4), 290–313
<https://doi.org/10.1504/IJEXPORTM.2020.109525>
14. Asemokha, A., Musona, J., Torkkeli, L. & Saarenketo, S. (2019). *Business model innovation and entrepreneurial orientation relationships in SMEs: Implications for international performance*. Journal of International Entrepreneurship, 17(3), 425–453. DOI: <https://doi.org/10.1007/s10843-019-00254-3>
15. Uzhegova, M., Torkkeli, L., & Saarenketo, S. (2019). *Corporate Social Responsibility in SMEs: Implications on Competitive Performance*. Management Revue, 30(2-3), 232-267. DOI: <https://doi.org/10.5771/0935-9915-2019-2-3-232>
16. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2019). *Institutional Environment and Network Competence in Successful SME Internationalisation*. International Marketing Review, 36(1), 31-55. DOI: <https://doi.org/10.1108/IMR-03-2017-0057>
17. Velt, H., Torkkeli, L., & Saarenketo, S. (2018). *Uncovering new value frontiers: the role of the entrepreneurial ecosystem in nurturing born globals*. International Journal of Export Marketing, 2(4), 316-342. DOI: <https://doi.org/10.1504/IJEXPORTM.2018.099168>
18. Uzhegova, M., Torkkeli, L. & Kuivalainen, O. (2018). *Subsidiary's Network Competence: Finnish Multinational Companies in Russia*. Journal of East-West Business, 24(4), 213-224. DOI: <https://doi.org/10.1080/10669868.2018.1460002>
19. Torkkeli, L. & Fuerst, S. (2018). *Country institutional profiles: Evidence from Colombian software exporters*, Academia Revista Latinoamericana de Administracion, 31(4), 663-678. DOI: <https://doi.org/10.1108/ARLA-12-2016-0335>
20. Velt, H., Torkkeli, L. & Saarenketo, S. (2018). *Entrepreneurial Ecosystem and Born Globals: The Estonian Context*. Journal of Enterprising Communities, 12(2), 117-138. DOI: <https://doi.org/10.1108/JEC-08-2017-0056>

21. Ivanova-Gongne, M. & Torkkeli, L. (2018). *No Manager is an Island: Culture in Sensemaking of Business Networking*, Journal of Business and Industrial Marketing, 33(5), 638-650. DOI: <https://doi.org/10.1108/JBIM-07-2016-0154>
22. Pronina, M., Kuivalainen, O., Torkkeli, L. & Ilnitskaya, P. (2016). *Dynamic Capabilities in MNCs: Subsidiary International Business Competence in the Finnish-Russian Context*. International Journal of Multinational Corporation Strategy, 1(2), 87-106. DOI: [10.1504/IJMCS.2016.079453](https://doi.org/10.1504/IJMCS.2016.079453)
23. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2016). *Network Competence in Finnish SMEs: Implications for Growth*. Baltic Journal of Management, 11(2), 207-230. (Highly Commended paper in the 2017 Emerald Literati Network Awards). DOI: <https://doi.org/10.1108/BJM-02-2015-0032>
24. Torkkeli, L., Salojärvi, H., Sainio, L. M., & Saarenketo, S. (2015). *Do All Roads Lead to Rome? The Effect of the Decision-Making Logic on Business Model Change*. Journal of Entrepreneurship, Management and Innovation, 11(3), 5-24.
25. Kunttu, A. & Torkkeli, L. (2015). *Service innovation and internationalization in SMEs: Implications for growth and performance*. Management Revue, 26(2), 83-100. DOI: <https://www.jstor.org/stable/24570252>
26. Torkkeli, L. (2014). *Profitable SME internationalisation: the influence of cross-relational and relationship-specific network competence*. International Journal of Procurement Management, 7(6), 677-694. DOI: <https://doi.org/10.1504/IJPM.2014.064972>
27. Ivanova, M. & Torkkeli, L. (2013): *Managerial sensemaking of interaction within business relationships: A cultural perspective*, European Management Journal, 31,717–727. DOI: <https://doi.org/10.1016/j.emj.2013.07.007>
28. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2012): *The effect of network competence and environmental hostility on the internationalization of SMEs*. Journal of International Entrepreneurship, 10(1), 25-49. DOI: <https://doi.org/10.1007/s10843-011-0083-0>

Chapters in refereed books and collections:

1. Torkkeli, L. & Vadana, I. (forthcoming). *Business Model Development and Digitalization in Internationalizing SMEs*. In: Hannesbo Petersen, N. & Rasmussen, E. (Eds.): Handbook of Research on Business Model Innovation Through Disruption and Digitalization. IGI Global.
2. Torkkeli, L., Faroque, A. & Velt, H. (2022). *Glostars: How to Grow and Internationalize a Digital Start-up?* SAGE Business Cases. SAGE Publications.
3. Torkkeli, L. & Faroque, A. (2022). *Overcoming Practical Challenges in Cross-Sectional Survey Data Collection*. SAGE Research Methods Cases. SAGE Publications.

4. Osman Gani, M., Torkkeli, L. & Faroque, A. (2022). *Alpha 360 — Creating an Ecosystem in The Event Management Service Industry*. SAGE Business Cases. SAGE Publications.
5. Kuivalainen, O., Saarenketo, S., Torkkeli, L., Isotalo, A., & Myers, A. (2022). *Survival Strategies of Finnish SMEs in the Time of Global Crisis*. In: Etemad, H.: Small and Medium Sized Enterprises and the COVID-19 Response: Global Perspectives on Entrepreneurial Crisis Management. Edward Elgar.
6. Torkkeli, L., Faroque, A. & Velt, H. (2022). *The Future of International Entrepreneurship Post-COVID-19*. In: Faghih, N. & Forouharfar, A. (Eds.): Socioeconomic Dynamics of the COVID-19 Crisis: Global, Regional, and Local Perspectives. Springer.
7. Torkkeli, L. (2021). *International Business and Entrepreneurship in the 21st century*. In: Torkkeli, L. (Ed.): Contemporary Issues in International Business and Entrepreneurship. Cambridge Scholars Publishing.
8. El-Guili, H., Torkkeli, L. & Faroque, A.R. (2021). COVID-19: SMEs, *Export Promotion Services and Attention-Based View*. In: Torkkeli, L. (Ed.): Contemporary Issues in International Business and Entrepreneurship. Cambridge Scholars Publishing.
9. Laine, I. & Torkkeli, L. (2021). *The rise of Cleantech in Finland - emergence, development and internationalization: An organizational ecology perspective*. In: Torkkeli, L. (Ed.): Contemporary Issues in International Business and Entrepreneurship. Cambridge Scholars Publishing.
10. Torkkeli, L. (2021). *Future of International Entrepreneurship*. In: Torkkeli, L. (Ed.): Contemporary Issues in International Business and Entrepreneurship. Cambridge Scholars Publishing.
11. Torkkeli, L., Ivanova-Gongne, M., Vuorio, A. & Kulkov, I. (2021). *Always trusts, always hopes, always perseveres? Comparative discourse analysis of the perception of international entrepreneurship during pandemic*. In: Jafari-Sadeghi, V., Mahdiraji, H.A. & Dana, L.-P.: Empirical International Entrepreneurship: A Handbook of Methods, Approaches and Applications. Springer.
12. Faroque, A., Mahmud, H., Torkkeli, L. & Saarenketo, S. (2021). *To Internationalize Entrepreneurially from Low-Tech Emerging Market: The Role of International Entrepreneurial Capability and Orientation in Early Internationalizing Firms from Bangladesh*. In: Jafari-Sadeghi, V., Mahdiraji, H.A. & Dana, L.-P.: Empirical International Entrepreneurship: A Handbook of Methods, Approaches and Applications. Springer.
13. Metsola, J., Torkkeli, L., Leppäaho, T., Arenius, P. & Haapanen, M. (2021). *Socioemotional Wealth and Networking in the Internationalisation of Family SMEs*. In, Leppäaho, T. & Jack, S (Eds.): Scholarly Handbook of Family Firm (FF) Internationalization. Palgrave Macmillan.
14. Velt, H., Torkkeli, L., & Saarenketo, S. (2020). *Transnational Entrepreneurial Ecosystems: The Perspectives of Finnish and Estonian Born-Global Start-Ups*. In: Novotny, A., Clausen,

- T., Rasmussen, E. & Wiklund, J. (Eds.): Research Handbook on Start-up Incubation Ecosystems. Edward Elgar.
15. Torkkeli, L. & Ivanova-Gongne, M. (2020). *Making Sense of Culture in Management: Qualitative Sensemaking Approach in Explaining Cross-Cultural Business Networking*. SAGE Research Methods Cases. SAGE Publications.
 16. Aaltonen, P., Torkkeli, L., & Worek, M. (2020). *The Effect of Emerging Economies Operations on Knowledge Utilization: The Behavior of International Companies as Exaptation and Adaptation*. In International Business and Emerging Economy Firms. Volume I: Universal Issues and the Chinese Perspective (pp. 49-87). Palgrave Macmillan, Cham. DOI: <https://doi.org/10.1007/978-3-030-24482-8>
 17. Musona, J., Asemokha, A., Torkkeli, L. & Syrjä, P. (2020). *Internationalising SMEs and Social Networks in the Global South*. In: Emerging Economies and International Business. Palgrave Macmillan, Cham
 18. Uzhegova, M., Torkkeli, L. & Ivanova-Gongne, M. (2020). *The role of responsible business practices in international business relationships between SMEs from developed and emerging economies*. In: Emerging Economies and International Business. Impact of International Business. Palgrave Macmillan, Cham
 19. Fuerst, S. & Torkkeli, L. (2019). *The rise and fall of an international new venture: The case of an online medical tourism platform*. In: Hernández, G.J.L. (Ed.) Reverse Entrepreneurship in Latin America. Pp.7-27, Palgrave MacMillan. DOI: https://doi.org/10.1007/978-3-319-94466-1_2
 20. Uzhegova, M., Torkkeli, L., & Ivanova-Gongne, M. (2019) *The Role of Culture in Responsible Business Practice: An Exploration of Finnish and Russian SMEs*. In Chidlow, A., Ghauri, P.N., Buckley, T., Gardner, E.C., Qamar, A., & Pickering, E. (Eds.): The Changing Strategies of International Business. How MNEs Manage in a Changing Commercial and Political Landscape, Pp. 177-198. Palgrave MacMillan. DOI: https://doi.org/10.1007/978-3-030-03931-8_9
 21. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2019). *The Internationalization of Born-Digital Companies*. In Chidlow, A., Ghauri, P.N., Buckley, T., Gardner, E.C., Qamar, A., & Pickering, E. (Eds.): The Changing Strategies of International Business. How MNEs Manage in a Changing Commercial and Political Landscape, Pp. 199-220. Palgrave MacMillan. DOI: https://doi.org/10.1007/978-3-030-03931-8_10.
 22. Torkkeli, L., Nummela, N. & Saarenketo, S. (2018). *A global mindset – still a prerequisite for SME internationalization?* In: Key success factors of SME internationalisation: A cross-country perspective, Mayrhofer U. & Dominguez, N (Eds.). pp. 7-24, Emerald Group Publishing. *Outstanding Author Contribution in the 2019 Emerald Literati Awards*. DOI: <https://doi.org/10.1108/S1876-066X20180000034001>

23. Torkkeli, L., Uzhegova, M., Salojärvi, H. & Saarenketo, S. (2018). *CSR-driven Entrepreneurial Internationalization: Evidence of Firm-Specific Advantages in International Performance of SMEs*. In: Emerging Issues in Global Marketing: A Shifting Paradigm. Agarwal, J., & Wu, T. (Eds.). Springer, pp 257-289. DOI: https://doi.org/10.1007/978-3-319-74129-1_10
24. Torkkeli, L., Uzhegova, M., Salojärvi, H. & Saarenketo, S. (2017). *Sustainability and Knowledge Dynamics in Entrepreneurial . Growth: Evidence from Internationalizing Finnish SMEs*. In: Global Opportunities for Entrepreneurial Growth: Coopetition and Knowledge Dynamics within and across Firms. Sindakis, S. & Theodorou, P. (Eds.). Emerald Group Publishing, pp. 453-474. DOI: <https://doi.org/10.1108/978-1-78714-501-620171026>
25. Torkkeli, L., Saarenketo, S., Salojärvi, H. & Sainio, L.-M. (2017). *Sustainability and Corporate Social Responsibility in Internationally Operating SMEs: Implications on Performance*. In: Nummela, N. & Marinova, S. (Eds.): Value Creation in IB: An SME Perspective, Palgrave MacMillan, pp 359-373. DOI: https://doi.org/10.1007/978-3-319-39369-8_15
26. Torkkeli, L., Saarenketo, S., Kuivalainen, O. & Puumalainen, K. (2016). *Business Strategies in Internationalisation Outcomes among SMEs*. In: Tüselmann, H., Buzdugan, S., Cao, Q., Freudn, D. & Golesorkhi, S. (Eds.): Impact of International Business: Challenges and Solutions for Policy and Practice, Palgrave MacMillan: New York., pp 95-111. DOI: https://doi.org/10.1007/978-1-137-56946-2_7
27. Kuivalainen, O., Saarenketo, S., Torkkeli L. & Puumalainen, K. (2015). *International entrepreneurship among Finnish SMEs*. In: Ghauri, P.N. & Kirpalani, M.V.H (Eds.) Handbook of Research on International Entrepreneurship Strategy. Edward Elgar: Cheltenham, UK
28. Torkkeli, L., Nummela, N. & Saarenketo, S. (2015): *The Development of Network Competence in an Internationalized SME*. In: Larimo, J., Nummela, N., & Mainela, T. (Eds.) Handbook of International Alliances and Network Research. Edward Elgar: Cheltenham, UK. pp.459-494
29. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2011): *The effect of network competence and environmental hostility on the propensity of SMEs to internationalise*. In: Entrepreneurship in the Global Firm: Progress in International Business Research, Volume 6, 97-114. Emerald Group Publishing: UK. DOI: [https://doi.org/10.1108/S1745-8862\(2011\)0000006008](https://doi.org/10.1108/S1745-8862(2011)0000006008)

Refereed Conference Papers:

1. Torkkeli, L., Durst, S. & Ainamo, A. (2021). *The Role of External Crises in International SMEs Business Models: An Institution-Based View*. Proceedings of the 2021 RENT Conference, November 18-19 2021, Turku, Finland
2. Asemokha, A., Musona, J., Ahi, A., Torkkeli, L. & Saarenketo, S. (2021). *Business Model Innovation in Internationalization of SMEs: The Role of Causation and Effectuation*. Accepted to the Proceedings of the HICSS-54 2021, January 5 - 8, 2021, Kauai, Hawaii, USA.
3. Vuorio, A., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). *Early Internationalization Capabilities and Performance*. Proceedings of the 2020 RENT Conference, 18-20 November 2020.
4. Laine, I. Galkina, T., Torkkeli, L. & Rygh, A. (2020). *Perceptions of Home-Country Institutions, Decision-Making Logics, and International Performance of SMEs*. Proceedings of the 2020 AIB Conference, Miami.
5. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). *The Role of Digitalization on Internationalization Strategy of Born-Digital Companies*. Accepted to the proceedings of the 2020 AIB UKI Conference, 2-4 April 2020, Glasgow, UK.
6. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). The impact of digitalization of value-chain activities on international performance of born-digital companies. Accepted to the proceedings of the 2020 AIB UKI Conference, 2-4 April 2020, Glasgow, UK.
7. Vuorio, A., Ivanova-Gongne, M. & Torkkeli, L. (2020). *Sensemaking, institutional environment and bricolage in SMEs*. Proceedings of the 2020 ACERE Conference, 4-7 February, Adelaide.
8. Uzhegova, M. & Torkkeli, L. (2019). *Business Responsibility and Effectuation in Internationalized SMEs*. Proceedings of the 23rd McGill International Entrepreneurship Conference, 28-30 Aug 2019, Odense.
9. Asemokha, A., Torkkeli, L., Musona, J., Saarenketo, S. (2019). *Exploring Business Model Innovation and Decision-Making of Internationalizing SMEs*. Proceedings of the 23rd McGill International Entrepreneurship Conference, 28-30 Aug 2019, Odense.
10. Uzhegova, M., Ivanova-Gongne, M. & Torkkeli, L. (2019). *Sense or Sensibility? Organizational Sensemaking and Responsible Business Practices in Internationalizing SMEs*. Proceedings of the 15th Vaasa Conference on International Business, 19-21 Aug 2019, Vaasa, Finland.
11. Laine, I., Galkina, T. & Torkkeli, L. (2019). Perceptions of home-country Institutions, Decision-Making Logics, and International Performance of SMEs. Proceedings of the 15th Vaasa Conference on International Business, 19-21 Aug 2019, Vaasa, Finland.

12. Albareda, L., Vuorio, A. & Torkkeli, L. (2019). *The circular economy as a complex form of sustainable entrepreneurship: Challenges, drivers and internationalization*. Proceedings of the Nordic Academy of Management 2019 Conference, Vaasa, 22-24 Aug, 2019.
13. Aaltonen, P. & Torkkeli, L. (2019). Microfoundations of Novelty in Foreign Locations– Exaptation in First-Time FDI Modes. Proceedings of the 2019 Academy of Management Conference, 2019(1). DOI: <https://doi.org/10.5465/AMBPP.2019.13801abstract>
14. Aaltonen, P. & Torkkeli, L. (2019). *Strategic adaptation and exaptation in internationalization – case study of MNE product development in emerging markets*. Proceedings of the 2019 Academy of International Business (AIB) conference, Copenhagen, 24-27 Jun, 2019.
15. Torkkeli, L., Laine, I., Galkina, T. & Yang, M. (2019). *Bridging Decision-making Logic with International Performance: The Mediating Role of Networking Capability*. Proceedings of the 2019 Academy of International Business (AIB) conference, Copenhagen, 24-27 Jun, 2019.
16. Aaltonen, P. & Torkkeli, L. (2019). *Strategic adaptation and exaptation in internationalization – case study of MNE product development in emerging markets*. Proceedings of the 46th Academy of International Business UK & Ireland Chapter Conference, University of Sussex, Brighton, 25-27 Apr, 2019.
17. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2019). *The Role of Digitalization on Internationalization Strategy of Born Digital Companies*. Proceedings of the 46th Academy of International Business UK & Ireland Chapter Conference, University of Sussex, Brighton, 25-27 Apr, 2019.
18. Velt, H., Torkkeli, L., Saarenketo, S., Puumalainen, K. (2018). *Internationalization of Born Globals: the Entrepreneurial Ecosystem Perspective*. Proceedings of the 2018 EIBA Conference, Poznan, 13-15 Dec, 2018.
19. Rissanen, T., Asemokha, A., Torkkeli, L. & Saarenketo, S. (2018). *Business Model Experimentation with Internationalizing SME's: Evidence from Finland*. Proceedings of the 2018 McGill International Entrepreneurship Conference, Halmstad 22-24 Aug, 2018.
20. Faroque, A., Morris, S., Kuivalainen, O., Sundqvist, S. & Torkkeli, L. (2018). *Network Exploitation and Exploration in International Opportunity Recognition: The Role of Environmental Dynamism*. Proceedings of the 45th Academy of International Business (UK & Ireland Chapter) Conference, Birmingham Business School, University of Birmingham, UK, 12-14 Apr, 2018.
21. Asemokha, A., Musona, J. & Torkkeli, L. (2018). *Corporate Environmental Orientation and SME International Performance: The Role of Business Model Innovation*. Proceedings of the 45th Academy of International Business (UK & Ireland Chapter) Conference, Birmingham Business School, University of Birmingham, UK, 12-14 Apr, 2018.

22. Vadana, I.-I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2018). *The Rise of Born Digitals in International Entrepreneurship: Conceptual Classification and Measurement*. Proceedings of the 45th Academy of International Business (UK & Ireland Chapter) Conference, Birmingham Business School, University of Birmingham, UK, 12-14 Apr, 2018.
23. Uzhegova, M., Torkkeli, L. & Ivanova-Gongne, M. (2018). *The Role of Social and Environmental Responsibility in International Business Relationships of Finnish and Russian SMEs*. Proceedings of the 45th Academy of International Business (UK & Ireland Chapter) Conference, Birmingham Business School, University of Birmingham, UK, 12-14 Apr, 2018.
24. Velt, H., Torkkeli, L. & Saarenketo, S. (2018). *The Entrepreneurial Ecosystem in International Entrepreneurship: Comparative Study of Finnish and Estonian Born Globals*. Proceedings of the 45th Academy of International Business (UK & Ireland Chapter) Conference, Birmingham Business School, University of Birmingham, UK, 12-14 Apr, 2018.
25. Torkkeli, L., Nummela, N. & Saarenketo, S. (2017). *A global mindset – still a prerequisite for SME internationalization?* Proceedings of the 2017 EIBA Conference, Milan, 14-16 Dec, 2017.
26. Asemokha, A., Musona, J., Torkkeli, L. & Saarenketo, S. (2017). *Active Environmental Focus and SMEs Performance: The Role of Business Model Innovation*. Proceedings of the 2017 EIBA Conference, Milan, 14-16 Dec, 2017.
27. Torkkeli, L., Uzhegova, M., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2017). *Implications of entrepreneurial and international growth orientation for internationalization of family-controlled SMEs*. Proceedings of the 2017 EIBA Conference, Milan, 14-16 Dec, 2017.
28. Asemokha, A., Musona, J., Torkkeli, L. & Salojärvi, H. (2017). *Entrepreneurial Orientation and SMEs performance: Mediating Role of Business Model Innovation Capabilities*. Proceedings of the 21st McGill International Entrepreneurship Conference, Galway, Ireland, 30 Aug - 2 Sep, 2017.
29. Uzhegova, M., Torkkeli, L. & Saarenketo, S. (2017). *Corporate Social Responsibility and Network Competence in Internationalizing SMEs: Implications on Competitive Performance*. Proceedings of the 21st McGill International Entrepreneurship Conference, Galway, Ireland, 30 Aug - 2 Sep, 2017.
30. Munther, R., Asemokha, A., Salojärvi, H., Torkkeli, L. & Saarenketo, S. (2017) *Business Model Adaptation and International Opportunity Recognition in SMEs: Evidence from the Finnish Cleantech Sector*. Proceedings of the XXVIII ISPIM Innovation Conference, Vienna, Austria, 18-21 Jun, 2017.
31. Asemokha, A., Torkkeli, L., Salojärvi, H. & Saarenketo, S. (2017). *Business Model Antecedents in International Entrepreneurship: Evidence of Network Competence and*

- Business Model Change in Finnish SMEs*. Proceedings of the 2017 AIB Conference, Dubai, United Arab Emirates on 2-5 Jul, 2017.
32. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2017). *Determinants of Global Market Reach: Strategic Orientations in SME Internationalization*. Proceedings of the 44th Academy of International Business (UK & Ireland Chapter) Conference and 6th Reading International Business Conference, Reading, UK, 6-8 Apr, 2017.
 33. Asemokha, A., Torkkeli, L. & Saarenketo, S. (2016). *Antecedents to Internationalization of Cleantech SMEs: Evidence from Finland*. Proceedings of the 2016 EIBA Conference, Vienna, 2-4 Dec, 2016.
 34. Uzhegova, M., Kuivalainen, O. & Torkkeli, L. (2016). *Network Competence of MNCs: a Subsidiary Perspective*. Proceedings of the 2016 EIBA Conference, Vienna, 2-4 Dec, 2016.
 35. Ivanova-Gongne, M., Torkkeli, L., Pronina, M. & Dziubaniuk, O. (2016) *Corporate Social Responsibility and Sustainability in Business Network Relationships: A Study of a Russian-Finnish Entrepreneurial Dyad*. Proceedings of the GEDC Conference, London, 5-7 Oct, 2016.
 36. Torkkeli, L. & Fuerst, S. (2016). *The role of the global mindset and its relation to international entrepreneurship performance in Colombia*. Proceedings of the GEDC Conference, London, 5-7 Oct, 2016.
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