

Lasse Torkkeli

Publications

25 August 2022

Articles in international refereed journals:

1. Vuorio, A. & Torkkeli, L. (forthcoming). *Dynamic Managerial Capability Portfolios in Early Internationalising Firms*. International Business Review.
2. Torkkeli, L. & Loane, S. (forthcoming). *Resilient Growth in International Entrepreneurship*. Small Enterprise Research.
3. Ivanova-Gongne, M., Galkina, T., Uzhegova, M. & Torkkeli, L. (forthcoming). *Sensemaking of Environmental Commitment: A Socio-Historical Contextualization of Post-Soviet Managers Views*. Scandinavian Journal of Management.
4. Avarmaa, M., Torkkeli, L., Laidroo, L. & Koroleva, E. (forthcoming). *The interplay of entrepreneurial ecosystem actors and conditions in FinTech ecosystems: an empirical analysis*. Journal of Entrepreneurship, Management and Innovation, 18(4)
5. Delios, A., Clemente, E., Wu, T., Tan, H., Wang, Y., Gordon, M., Viganola, D., Chen, Z., Dreber, A., Johannesson, M., Pfeiffer, T., Generalizability Tests Forecasting Collaboration, & Uhlmann, E.L. (2022). *Examining the context sensitivity of research findings from archival data*. Proceedings of the National Academy of Sciences, 119 (30), e2120377119. <https://doi.org/10.1073/pnas.2120377119>.
6. Uzhegova, M. & Torkkeli, L. (2022). *Business Responsibility and Effectuation in Internationalized SMEs*. International Entrepreneurship and Management Journal, 1-23. <https://doi.org/10.1007/s11365-021-00793-z>.
7. Myyryläinen, H. & Torkkeli, L. (2022). *Corporate social responsibility in social SMEs: Discourses of prosocial behavior in individual, organizational, and societal levels*. Sustainability 14(11), 6718. <https://doi.org/10.3390/su14116718>.
8. Torkkeli, L. & Durst, S. (2022). *Corporate Social Responsibility of SMEs: Learning Orientation and Performance Outcomes*. Sustainability, 14(11), 6387. <https://doi.org/10.3390/su14116387>.
9. 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>
10. 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>

11. 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>
12. Faroque, A., Mahmud, H., Torkkeli, L. & Kuivalainen, O. (2021). *Enabling and Disenabling Boundary Conditions of Export Marketing Assistance: An Interdisciplinary Framework*. Journal of Global Business Advancement, 14(2), 263-283. <https://doi.org/10.1504/JGBA.2021.115768>
13. 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. <https://doi.org/10.1504/IJBG.2021.118681>
14. 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>
15. 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>
16. 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>
17. 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>
18. 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>
19. 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>.
20. 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>
21. 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>
22. 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>
 23. 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>
 24. 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>
 25. 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>
 26. 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>
 27. 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>
 28. 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>
 29. 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)
 30. 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>
 31. 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. <https://doi.org/10.7341/20151131>
 32. Kunttu, A. & Torkkeli, L. (2015). *Service innovation and internationalization in SMEs: Implications for growth and performance*. Management Revue, 26(2), 83-100.

33. 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>
34. 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>
35. 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. Vadana, I., Kuivalainen, O., Torkkeli, L. & Saarenketo, S. (forthcoming). *Digital entrepreneurship, internationalization, and value chain implications*. In: Munoz, M. (Ed.) Digital Entrepreneurship and the Global Economy. Routledge.
2. Torkkeli, L., Faroque, A. & Velt, H. (2022). *Glostars: How to Grow and Internationalize a Digital Start-up?* SAGE Business Cases. SAGE Publications. <https://dx.doi.org/10.4135/9781529605617>
3. Torkkeli, L. & Faroque, A. (2022). *Overcoming Practical Challenges in Cross-Sectional Survey Data Collection*. SAGE Research Methods Cases. SAGE Publications. <https://dx.doi.org/10.4135/9781529605235>
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. <https://dx.doi.org/10.4135/9781529796711>
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. <https://doi.org/10.4337/9781802205770.00026>
6. Torkkeli, L., Faroque, A. & Velt, H. (2022). *The Future of International Entrepreneurship Post-COVID-19*. In: Faghieh, N. & Frouharfar, A. (Eds.): Socioeconomic Dynamics of the COVID-19 Crisis: Global, Regional, and Local Perspectives. Springer. https://dx.doi.org/10.1007/978-3-030-89996-7_3
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. https://doi.org/10.1007/978-3-030-68972-8_11
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. https://doi.org/10.1007/978-3-030-68972-8_14
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. https://doi.org/10.1007/978-3-030-66737-5_3
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. <https://doi.org/10.4337/9781788973533.00013>
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. <https://dx.doi.org/10.4135/9781529724608>
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. https://doi.org/10.1007/978-3-030-27285-2_2
 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

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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. <https://doi.org/10.4337/9781783471584>
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. <https://doi.org/10.4337/9781783475483.00026>
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. Ivanova-Gongne, M., Barner-Rasmussen, W., Torkkeli, L. & Elo, M. (2022). Language in inter-cultural business interaction at different levels of market exposure: A contextualized sensemaking perspective. Proceedings of the 2022 IMP Conference, August 31 – September 2, 2022, Florence, Italy.
2. 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
3. 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.

4. Vuorio, A., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). *Early Internationalization Capabilities and Performance*. Proceedings of the 2020 RENT Conference, 18-20 November 2020.
5. 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.
6. 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.
7. 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.
8. 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.
9. 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.
10. 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.
11. 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.
12. 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.
13. 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.
14. 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>

15. 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.
16. 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.
17. 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.
18. 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.
19. 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.
20. 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.
21. 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.
22. 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.
23. 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.
24. 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.
25. 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.
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