

**Lasse Torkkeli**

**Publications**

**1 March 2024**

**Articles in international refereed journals:**

1. Ivanova-Gongne, M., Barner-Rasmussen, W., Torkkeli, L. & Elo, M. (2023). *Language in intercultural business interactions: A self-perceived power perspective*. *Industrial Marketing Management*, 115, 312-326. <https://doi.org/10.1016/j.indmarman.2023.10.004>
2. Petersen, N.H., Fuerst, S. & Torkkeli, L. (2023). *Sustainable entrepreneurship management and digitalization: A green digital innovation radar*. *Sustainability*. 15(19), 14120. <https://doi.org/10.3390/su151914120>
3. Vuorio, A. & Torkkeli, L. (2023). *Dynamic Managerial Capability Portfolios in Early Internationalising Firms*. *International Business Review*, 32(1), 102049. <https://doi.org/10.1016/j.ibusrev.2022.102049>
4. Uzhegova, M. & Torkkeli, L. (2023). *Business Responsibility and Effectuation in Internationalized SMEs*. *International Entrepreneurship and Management Journal*, 19(1), 47-69. <https://doi.org/10.1007/s11365-021-00793-z>.
5. Avarmaa, M., Torkkeli, L., Laidroo, L. & Koroleva, E. (2022). *The interplay of entrepreneurial ecosystem actors and conditions in FinTech ecosystems: an empirical analysis*. *Journal of Entrepreneurship, Management and Innovation*, 18(4), 79-113. DOI: <https://doi.org/10.7341/20221843>
6. Torkkeli, L. & Loane, S. (2022). *Resilient Growth in International Entrepreneurship*. *Small Enterprise Research*, 29(3), 199-204. <https://doi.org/10.1080/13215906.2022.2146173>
7. Elo, M., Torkkeli, L. & Velt, H. (2022). *Matching international business teaching with the UN Sustainable Development Goals: Introducing Bi-directional Reflective Learning*. *Journal of Teaching in International Business*, 33(4), 247-270. <https://doi.org/10.1080/08975930.2022.2137277>
8. Ivanova-Gongne, M., Galkina, T., Uzhegova, M. & Torkkeli, L. (2022). *Sensemaking of Environmental Commitment: A Socio-Historical Contextualization of Post-Soviet Managers Views*. *Scandinavian Journal of Management*, 38(4), 101233. <https://doi.org/10.1016/j.scaman.2022.101233>
9. 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>.

10. 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>.
11. 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>.
12. 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>
13. 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>
14. 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>
15. 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. <https://doi.org/10.1504/JGBA.2021.115768>
16. 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>
17. 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>
18. 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>
19. 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>

20. 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>
21. 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>
22. 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>.
23. 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>
24. 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>
25. 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>
26. 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>
27. 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>
28. 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>
29. 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>
30. 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>

31. 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>
32. 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)
33. 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>
34. 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>
35. Kunttu, A. & Torkkeli, L. (2015). *Service innovation and internationalization in SMEs: Implications for growth and performance*. Management Revue, 26(2), 83-100.
36. 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>
37. 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>
38. 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. Myyryläinen, H., Torkkeli, L. & Durst, S. (forthcoming). Individuals and virtual distance in remote B2B relations. In: Ivanova-Gongne et al. (Eds.): Individuals in B2B marketing: Sensemaking and action in context. Routledge.
2. Ivanova-Gongne, M., Torkkeli, L., Kaporcic, N. & Barner-Rasmussen, W. (forthcoming). *Individuals in B2B Marketing – An introduction to the book*. In: Ivanova-Gongne et al. (Eds.): Individuals in B2B marketing: Sensemaking and action in context. Routledge.
3. Ivanova-Gongne, M., Torkkeli, L., Kaporcic, N. & Barner-Rasmussen, W. (forthcoming).

4. *Forging the Future: The Evolving Role of Individuals in B2B Marketing*. In: Ivanova-Gongne et al. (Eds.): *Individuals in B2B marketing: Sensemaking and action in context*. Routledge.
5. Myyryläinen, H. & Torkkeli, L. (2024). *Co-designing Tools for Assessing Sustainability in SMEs and Public Organizations – Negotiating a Social Setting for a Co-design Study*. In: *Sage Research Methods: Business*. SAGE Publications, Ltd.
6. Yang, M. & Torkkeli, L. (2023). *International Entrepreneurial Marketing in the Digital Era*. In: Felzensztein, C. & Fuerst, S. (Eds.) *A Research Agenda for International Entrepreneurship*. Edward Elgar. <https://doi.org/10.4337/9781803925691.00015>
7. Uzhegova, M., Ivanova-Gongne, M., Torkkeli, L. (2023). *Sense or Sensibility? Managerial Sensemaking and Responsible Business Practices in International Small and Medium-Sized Enterprises*. In: Arte, P., Wang, Y., Dowie, C., Elo, M., Laasonen, S. (eds) *Sustainable International Business. Contributions to Management Science*. Springer, Cham. [https://doi.org/10.1007/978-3-031-43785-4\\_14](https://doi.org/10.1007/978-3-031-43785-4_14)
8. Durst, S., Torkkeli, L., & Ainamo, A. (2023). *The role of external crises in international SMEs' business models: an institution-based view*. In: Xheneti, M., Costa, S., Heinonen, J. & Kurczewska, A. (Eds.): *Contextual Embeddedness of Entrepreneurship: Frontiers in European Entrepreneurship Research*. Edward Elgar. <https://doi.org/10.4337/9781035320684.00016>
9. Myyryläinen, H. & Torkkeli, L. (2023). *Multi-country multi-respondent data collection and analysis: Challenges for mixed methods approach in an international project framework*. In: *Sage Research Methods: Business*. SAGE Publications, Ltd. <https://doi.org/10.4135/9781529630282>
10. Vadana, I., Kuivalainen, O., Torkkeli, L. & Saarenketo, S. (2022). *Digital entrepreneurship, internationalization, and value chain implications*. In: Munoz, M. (Ed.) *Digital Entrepreneurship and the Global Economy*. (pp. 77-90). Routledge.
11. 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>
12. 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>
13. 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>
14. 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>

15. 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.  
[https://dx.doi.org/10.1007/978-3-030-89996-7\\_3](https://dx.doi.org/10.1007/978-3-030-89996-7_3)
16. Torkkeli, L. (2021). *International Business and Entrepreneurship in the 21<sup>st</sup> century*. In: Torkkeli, L. (Ed.): *Contemporary Issues in International Business and Entrepreneurship*. Cambridge Scholars Publishing.
17. 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.
18. 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.
19. Torkkeli, L. (2021). *Future of International Entrepreneurship*. In: Torkkeli, L. (Ed.): *Contemporary Issues in International Business and Entrepreneurship*. Cambridge Scholars Publishing.
20. 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](https://doi.org/10.1007/978-3-030-68972-8_11)
21. 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](https://doi.org/10.1007/978-3-030-68972-8_14)
22. 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](https://doi.org/10.1007/978-3-030-66737-5_3)
23. 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>

24. 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>
25. 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>
26. 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
27. 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](https://doi.org/10.1007/978-3-030-27285-2_2)
28. 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](https://doi.org/10.1007/978-3-319-94466-1_2)
29. 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](https://doi.org/10.1007/978-3-030-03931-8_9)
30. 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](https://doi.org/10.1007/978-3-030-03931-8_10).
31. 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>

32. 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](https://doi.org/10.1007/978-3-319-74129-1_10)
33. 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>
34. 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](https://doi.org/10.1007/978-3-319-39369-8_15)
35. 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](https://doi.org/10.1007/978-1-137-56946-2_7)
36. 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>
37. 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>
38. 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., Faroque, A. & Gani, O. (2023). *Bridging the Gap: Integrating Exploration, Exploitation, and Bricolage in SME Internationalization*. Proceedings of the 2023 European International Business Academy Conference, 15-17 December 2023, Lisbon, Portugal.
2. Vuorio, A., Ivanova-Gongne, M. & Torkkeli, L. (2023). *Bricolage Behavior in Entrepreneurial Internationalization: The Role of Sensemaking and Institutions*. Proceedings of the 2023 Vaasa International Business Conference, 16-17 August 2023, Vaasa, Finland.
3. 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.
4. 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
5. Asemokha, A., Musona, J., Ahi, A., Torkkeli, L. & Saarenketo, S. (2021). *Business Model Innovation in Internationalization of SMEs: The Role of Causation and Effectuation*. Proceedings of the HICSS-54 2021, January 5 - 8, 2021, Kauai, Hawaii, USA.
6. Vuorio, A., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). *Early Internationalization Capabilities and Performance*. Proceedings of the 2020 RENT Conference, 18-20 November 2020.
7. 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.
8. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). *The Role of Digitalization on Internationalization Strategy of Born-Digital Companies*. Proceedings of the 2020 AIB UKI Conference, 2-4 April 2020, Glasgow, UK.
9. Vadana, I., Torkkeli, L., Kuivalainen, O. & Saarenketo, S. (2020). The impact of digitalization of value-chain activities on international performance of born-digital companies. Proceedings of the 2020 AIB UKI Conference, 2-4 April 2020, Glasgow, UK.
10. Vuorio, A., Ivanova-Gongne, M. & Torkkeli, L. (2020). *Sensemaking, institutional environment and bricolage in SMEs*. Proceedings of the 2020 ACERE Conference, 4-7 February 2020, Adelaide.
11. 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.

12. 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.
13. 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.
14. 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.
15. 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.
16. 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>
17. 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.
18. 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.
19. 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.
20. 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.
21. 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.
22. 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.

23. 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.
24. 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.
25. 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.
26. 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.
27. 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.
28. 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.
29. 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.
30. 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.
31. Asemokha, A., Musona, J., Torkkeli, L. & Salojärvi, H. (2017). *Entrepreneurial Orientation and SMEs performance: Mediating Role of Business Model Innovation Capabilities*. Proceedings of the 21<sup>st</sup> McGill International Entrepreneurship Conference, Galway, Ireland, 30 Aug - 2 Sep, 2017.
32. Uzhegova, M., Torkkeli, L. & Saarenketo, S. (2017). *Corporate Social Responsibility and Network Competence in Internationalizing SMEs: Implications on Competitive Performance*.

- Proceedings of the 21<sup>st</sup> McGill International Entrepreneurship Conference, Galway, Ireland, 30 Aug - 2 Sep, 2017.
33. 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.
  34. 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.
  35. 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.
  36. 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.
  37. 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.
  38. 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.
  39. 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.
  40. Torkkeli, L. & Fuerst, S. (2016). *The impact of the institutional environment on international entrepreneurship performance in Colombia*. Proceedings of the GEDC Conference, London, 5-7 Oct, 2016.
  41. Ivanova-Gongne, M., Torkkeli, L., Pronina, M. & Dziubaniuk, O. (2016). *Managerial sensemaking of corporate social responsibility and sustainability in Russian-Finnish business relationships*. Proceedings of the 20th McGill International Entrepreneurship Conference, Vaasa, 23-25 Aug, 2016.
  42. Torkkeli L., Salojärvi, H., Saarenketo, S., Sainio, L.-M. (2016). *Network Competence and Business Model Change in Internationalizing SMEs*. Proceedings of the 20th McGill International Entrepreneurship Conference, Vaasa, 23-25 Aug, 2016.

43. Pronina, M., Kuivalainen, O., Torkkeli, L. & Ilnitckaya, P. (2016). *Subsidiary's International Business Competence*. Proceedings of the 43rd AIB UKI Conference, Birkbeck University London, UK, Apr 7-9, 2016.
44. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2015). *The Dynamics of Learning Orientation and Network Competence in Internationalizing SMEs*. Proceedings of the 2015 EIBA Conference, PUC-RIO University, Rio de Janeiro, 1-3 Dec, 2015.
45. Torkkeli, L., Saarenketo, S., Salojärvi, H. & Sainio, L.-M. (2015). *Sustainability and Corporate Social Responsibility in Internationally Operating SMEs: Implications on Performance*. Proceedings of the 19th McGill Conference, London, 27-29 Aug, 2015.
46. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2015) *Network Competence in the Value Chain: A Holistic View into Partnership Types*. Proceedings of the 2015 IMP Conference, University of Southern Denmark, Kolding, 25-29 Aug, 2015.
47. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2015). *The Implications of Institutional Forces and Network Competence on Internationalization Outcomes among SMEs*. Proceedings of the 2015 AIB Conference, Indian Institute of Management, Bangalore (IIMB), Bengaluru, India, 27-30 June, 2015.
48. Torkkeli, L. & Ivanova-Gongne, M. (2015). *The Role of Culture in Managers' Conceptualization of Business Networking*. Proceedings of the 2015 AIB Conference, Indian Institute of Management, Bangalore (IIMB), Bengaluru, India, 27-30 June, 2015.
49. Salojärvi, H., Lintukangas, K. & Torkkeli, L. (2015). *Linking corporate social responsibility and sustainability with market performance of SMEs*. Proceedings of the 2015 IPSERA Conference, Amsterdam, Netherlands, 29 Mar - 1 Apr 2015.
50. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2014). *Implications of entrepreneurial and international growth orientation for internationalization of family-controlled SMEs*. Proceedings of the 17th McGill International Entrepreneurship Conference on New frontiers & directions in IE, Universidad Adolfo Ibáñez (UAI), Chile, 2-5 Sep, 2014.
51. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2014). *Strategic Learning and Networking in International SMEs: Implications of Learning Orientation and Network Competence on Commencing the Internationalization Process*. Proceedings of the 41st Academy of International Business (UK & Ireland) Conference, The York Management School, University of York, UK, 12-14 Apr, 2014.
52. Kunttu, A. & Torkkeli, L. (2013). *Entrepreneurship and Human Capital in Internationalization of SMEs: Implications for Service Innovation*. Proceedings of the ANZMAC 2013 Conference, Auckland, 1-4 Dec, 2013.
53. Kunttu, A. & Torkkeli, L. (2013). *Internationalization and Service Innovation of SMEs: The Differing Impacts of Entrepreneurial Orientation and Human Capital*. Proceedings of the EIBA 2013 Conference, Bremen, 12-14 Dec, 2013.

54. Torkkeli, L. & Ivanova, M. (2013). *Managerial Understanding of Business Networking Across Cultures: An Empirical Study of Finnish-Russian Business Dyads*, Proceedings of the EIBA 2013 Conference, Bremen, 12-14 Dec, 2013.
55. Torkkeli, L., Kuivalainen, O., Saarenketo, S. & Puumalainen, K. (2013). *Learning Orientation and Network Competence in Growth of International SMEs*. Proceedings of the 16<sup>th</sup> McGill International Entrepreneurship Conference, Montreal, 2-5 Aug, 2013.
56. Torkkeli, L. & Ivanova, M. (2013). *Organizational and Individual Network Competence in Context: an Intercultural Perspective*. Proceedings of the EMAC 2013 Conference, Istanbul, 4-7 Jun, 2013.
57. Torkkeli, L., Saarenketo, S. & Nummela, N. (2013). *The Development of Network Competence in an Internationalized SME*. Proceedings of the AIB-UKI 2013 conference, Aston, UK, 21-23 Mar, 2013.
58. Ivanova, M. & Torkkeli, L. (2012). *The role of culture in managerial and entrepreneurial understanding of interaction within business relationships: Case studies on Finnish-Russian firms*. Proceedings of the NIC conference, Aarhus, 22-24 Nov, 2012.
59. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2012). *Growth and profitability of international SMEs: Influences of network competence, ownership characteristics and environmental turbulence*. Proceedings of the McGill conference, Pavia 20-23 Sep, 2012.
60. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2012). *Ownership Diversification and Family Control in Internationalizing SMEs: The Influence of Network Competence*. Proceedings of the AIB-UK 2012 Conference, Liverpool, UK, 29-31 Mar, 2012.
61. Volchek, D., & Torkkeli, L., Saarenketo, S., Jantunen, A. & Puumalainen, K. (2011). *The effect of institutionality and network competence on SMEs internationalization dimensions*. Proceedings of the 37th EIBA annual conference, Bucharest, 8-10 Dec, 2011.
62. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2011). *Relationship-specific and Cross-relational Network Competence in Internationalizing SMEs: Implications for Growth*. Proceedings of the 14th McGill International Entrepreneurship Conference, Odense, 16-18 Sep, 2011.
63. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2011). *The Effect of Network Competence on the Internationalizing SME*. Proceedings of the 11th Vaasa Conference on International Business, Vaasa, 24-26 Aug, 2011.
64. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2010). *The Effect of Network Competence and Environmental Hostility on Internationalization of SMEs*. Proceedings of the 36th EIBA annual conference in Porto, 9-11 Dec, 2010.
65. Torkkeli, L., Puumalainen, K., Saarenketo, S. & Kuivalainen, O. (2010). *International Performance of SMEs: The Role of Network Competence and Orientations*. Proceedings of

the 13th McGill International Entrepreneurship Conference, Montreal, Canada, 18-20 Sep, 2010.

### Scientific Monographs:

1. Torkkeli, L. (2023). *Organization of scientific publishing activities at LAB University of Applied Sciences: A plan for development of A-publishing*. XAMK. Master's Thesis.
2. Torkkeli, L. (2013). *The Influence of Network Competence in Internationalization of SMEs*. Lappeenranta University of Technology. Doctoral Thesis. School of Business.
3. Torkkeli, L. (2009). *The Role of Network Competence in Internationalization of SME*. Lappeenranta University of Technology. Master's Thesis. School of Business.
4. Torkkeli, L. (2005). *Implementation, Security and Usability of Extranet and Customer Interfaces for Maintenance Management System*. Master's Thesis. Lappeenranta University of Technology. Department of Information Technology.

### Other Publications:

1. Myyryläinen, H. & Torkkeli, L. (2022). *Project journey of developing social entrepreneurship education*. LAB Innovations Annual Review 2022.  
<https://urn.fi/URN:NBN:fi:amk-2023053016129>
2. Heikkilä et al. (2022). *UX-OPUS - Opas käyttökokemuksen termiviidakkoon*. LAB-ammattikorkeakoulun julkaisusarja, osa 55. <https://urn.fi/URN:ISBN:978-951-827-432-5>
3. Myyryläinen et al. (2022). *Educating social entrepreneurship competences in the higher education: Towards collaborative methods and ecosystem learning*. The Publication Series of LAB University of Applied Sciences, part 44. <https://urn.fi/URN:ISBN:978-951-827-409-7>
4. Saarenketo, S., Torkkeli, L., Salojärvi, H., Keränen, J., Rissanen, T., Uzhegova, M., & Asemokha, A. (2018). *Internationalization handbook for cleantech SMEs*. Lappeenranta: Lappeenranta University of Technology.  
[https://www.researchgate.net/publication/329943632\\_Internationalization\\_Handbook\\_for\\_Cleantech\\_SMEs](https://www.researchgate.net/publication/329943632_Internationalization_Handbook_for_Cleantech_SMEs)
5. Torkkeli, L. (2014). *Monikulttuurisuuskritiikistä toimivampaan ryhädynamiikkaan: Monikulttuurisen ryhmätyön kehittäminen LUT:n kauppakorkeakoulun maisterikursilla*. In: Öystilä, S. & Laine, P. (Eds.) *Oppiva Opettaja 13*. Lappeenranta teknillinen yliopisto, Yliopistopalvelut / Lappeenranta University of Technology, University Services.  
<https://urn.fi/URN:ISBN:978-952-265-743-5>