Lasse Torkkeli

Publications

21 October 2026

Articles in international refereed journals:

1. Torkkeli, L., Fuerst, S. & Ivanova-Gongne, M. (2026). Individual Sensemaking and Business Model Innovation in Internationalizing SMEs: The Mediating Effect of Network Capability. *Baltic Journal of Management*, 21(4), 592–611. https://doi.org/10.1108/BJM-11-2025-0911
2. Aczel, B., Szaszi, B., Clelland, H. T., et al. (2026). Investigating the analytical robustness of the social and behavioural sciences. *Nature, 652*, 135–142. https://doi.org/10.1038/s41586-025-09844-9
3. Vissak, T. & Torkkeli, L. (2025). *Applying generative artificial intelligence applications for academic research on firms' nonlinear internationalization.* Review of International Business and Strategy. https://doi.org/10.1108/RIBS-10-2024-0120
4. Vuorio, A., Ivanova-Gongne, M., & Torkkeli, L. (2025). *Drivers of Bricolage Behaviour in Internationalising SMEs: The Role of Sensemaking and Institutions*. European Journal of International Management, 25(3-4), 543-566. https://doi.org/10.1504/EJIM.2025.144619
5. Laine, I., Torkkeli, L. & Galkina, T. (2024). *Perceptions of home-country Institutions, Decision-Making Logics, and International Performance of SMEs.* International Journal of Export Marketing, 6(4), 2024, 376-398. https://doi.org/10.1504/IJEXPORTM.2024.146301
6. 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
7. 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
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9. 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.
10. 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

11. 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
12. 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
13. 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
14. 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.
15. 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.
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17. Faroque, A.R., Torkkeli, L., Sultana, H. & Rahman, M. (2022). *Network exploration and exploitation capabilities and foreign market knowledge: The enabling and disenabling boundary conditions for international performance.* Industrial Marketing Management, 101(258-271). https://doi.org/10.1016/j.indmarman.2021.12.013
18. 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
19. 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
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25. 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
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28. 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
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31. 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

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37. 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
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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. (forthcoming). Digital Elements and the Narrative Evolution of Sustainable Business Model Innovation. In: Holgado, M. & Aghasi, K. (Eds.): Handbook of Sustainable Business Model Innovation. Edward Elgar.
2. Torkkeli, L. & Myyryläinen, H. (2026). *Towards a Theory on International Social Entrepreneurship: An Integrated Framework and Propositions for Future Research*. In: Fuerst, S., Torkkeli, L., Petersen, N.H. & Terán-Yépez (Eds.): Sustainable Entrepreneurship in a Globalized Digital Economy: Navigating Innovation, Impact, and Scalability in the 21st Century. Edward Elgar.
3. Torkkeli, L., Petersen, N.H., Terán-Yépez, E. & Fuerst, S. (2026). *From Integration to Impact: Sustainable Digital International Entrepreneurship in a Globalized Economy*. In: Fuerst, S., Torkkeli, L., Petersen, N.H. & Terán-Yépez (Eds.): Sustainable Entrepreneurship in a Globalized Digital Economy: Navigating Innovation, Impact, and Scalability in the 21st Century. Edward Elgar.
4. Fuerst, S., Torkkeli, L., Petersen, N.H., Terán-Yépez, E. (2026). *The relevance of sustainable entrepreneurship in a globalized digital economy*. In: Fuerst, S., Torkkeli, L., Petersen, N.H. & Terán-Yépez (Eds.): Sustainable Entrepreneurship in a Globalized Digital Economy: Navigating Innovation, Impact, and Scalability in the 21st Century. Edward Elgar.
5. Gani, M.O., Shimanto, R.A., Faroque, A.R. & Torkkeli, L. (2025). *From Bengal to the World: PRAN's Blueprint for International Growth.* Ivey Publishing.
6. Myyryläinen, H., Torkkeli, L. & Durst, S. (2024). *Individuals and virtual distance in remote B2B relations*. In: Ivanova-Gongne et al. (Eds.): Individuals in B2B marketing: Sensemaking and action in context. Routledge.
7. Ivanova-Gongne, M., Torkkeli, L., Koporcic, N. & Barner-Rasmussen, W. (2024). *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.
8. Ivanova-Gongne, M., Torkkeli, L., Koporcic, N. & Barner-Rasmussen, W. (2024). *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.
9. 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.

10. 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
11. 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
12. 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.
13. 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
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23. Torkkeli, L. (2021). *Future of International Entrepreneurship*. In: Torkkeli, L. (Ed.): Contemporary Issues in International Business and Entrepreneurship. Cambridge Scholars Publishing.
24. 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
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32. 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
33. 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
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35. 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
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38. 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
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Refereed Conference Papers:

1. Torkkeli, L. & Sore, S. (2026). *Designing a Fully Online Master's Course in Digital Transformation Management: A Case Study of Constructive Alignment and Multi-Source Assessment*. Accepted to the Proceedings of the 3rd International Conference on Education Research, November 26-27, Thessaloniki, Greece.
2. Brusila-Meltovaara, K., Torkkeli, L. & Lampropoulos, G. (2026). *Assessment-based Approaches to Prevent Free Riding in Online Group Work*. Accepted to the Proceedings of

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