



## Curriculum Vitae, 26 January 2026

### D.Sc. (Econ. & Bus. Adm.) Lasse Torkkeli

- Chief Specialist of International Business, LAB University of Applied Sciences
- Visiting Researcher, LUT Business School
- Adjunct Professor of International Business in the Turku School of Economics at the University of Turku.

The most frequently published author in Web of Science- and Scopus-indexed journals on the topic of SME internationalization. The main research interests are in the international entrepreneurship and international business domain, focusing on the role of sustainability and digitalization therein. Published in top multidisciplinary journals such as *Nature* and *Proceedings of the National Academy of Sciences (PNAS)*, and domain-specific journals such as *Industrial Marketing Management*, *International Marketing Review*, and *International Business Review*, among other journals and publishers.

- **E-mail:** [lasse.torkkeli@utu.fi](mailto:lasse.torkkeli@utu.fi)
- **Homepage:** [lassetorkkeli.fi](http://lassetorkkeli.fi)
- **ORCID:** <https://orcid.org/0000-0003-0750-4087>
- **Google Scholar:** Citations 2457; h-index 24; i10-index 40 (as of 15 Jan 2026); [profile link](#)
- **Scopus Author ID:** 54911945700

#### Highlights:

- **Published** over 150 academic peer reviewed articles since 2010, including 80+ journal articles and book chapters / books.
- In both Scopus- and ISI-ranked journals, ranks 1<sup>st</sup> in publication frequency in the topic of SME internationalization among the 1592 authors who have published in this topic (*as of 2025*).
- **Academic Director** and manager of the Master's Programme in International Business and Entrepreneurship and the research group at LUT (Starting in April 2018, until March 2025)
- **Project Manager**, principal investigator and co-investigator in externally funded consortium projects funded by Business Finland, European Union, Nordic Research Council, and foundations.
- **Visiting lecturer and scholar** in Finland and abroad (Universidad EAFIT 2014-2015, TSE 2015, TalTech University 2020-2023, University of Southern Denmark 2017 and 2025)
- **Teacher** in 20+ courses at bachelor's, master's, and doctoral levels in LUT, LAB, TSE and abroad since 2010.
- **Supervisor** of 70+ bachelor's, master's, and doctoral theses since 2014
- **Best reviewer and best paper** awards (e.g., best reviewer award at AIB 2020, ANZMAC 2017, EIBA 2014 conferences, Emerald Literati awards in 2017, 2019)

## Current Positions

Chief Specialist of International Business, LAB University of Applied Sciences (since 2025)  
Visiting Researcher, LUT Business School (since 2025)  
Adjunct Professor of International Business, Turku School of Economics (since 2018)

## Previous Experience

Associate Professor, LUT School of Business and Management, 2016-2025  
Principal Lecturer, LAB University of Applied Sciences, 2021-2024  
Post-Doctoral Researcher, LUT School of Business, 2014-2016  
Junior Researcher, LUT School of Business, 2010-2013  
Visiting Fellow, Department of Business Administration, TalTech, 2020-2023  
Visiting Scholar, University of Southern Denmark, Odense, 2017  
Visiting Scholar and Lecturer, Universidad EAFIT, Medellin, 2014-2015  
Visiting Lecturer, Åbo Akademi, 2016  
Visiting Lecturer, Turku School of Economics at the University of Turku, 2015  
FIGSIB Doctoral Grantee, 2012-2013

## External Funding (2015-, ca. 2.9 million € total):

- Project Co-investigator:
  - *LAB UX Center* (European Regional Development Fund), 2021-2023
  - *Digipro* project (Tekes), 2016-2018
  - *Enhancing Value Creation and Value Capture through Business Model Configuration: An Ecosystem Perspective (ENHANCE)* (NOS-HS), 2019-2021
  - *SEinHE - Developing Social Entrepreneurial Skills in Higher Education* (Erasmus+), 2021-2022
  - *International Opportunities and Business Models in the Entrepreneurial Ecosystem* (LSR), 2020-2025)
- Principal Investigator / Project Manager:
  - *Unlocking Growth Bottlenecks: Firm-driven Solutions for SMEs' Export Efforts and Support Services* (Finnish Foreign Trade Promotion Fund Foundation (SUE Foundation), 2026
  - *Boosting the internationalization of social entrepreneurship: Managing international growth in Finnish social SMEs* (LSR), 2025-
  - *Boosting the Internationalization of Cleantech SMEs (BICS)* (Tekes), 2015-2018
  - *Go East* (LSR), 2017-2018

## Positions of trust at LUT Universities

- Academic Director of the LUT Master's Programme on International Business and Entrepreneurship, 2018-2025
- Manager of the International Business, Entrepreneurship and Marketing research group, 2018-2020
- Teacher tutor for the MIMM Master's Program (2012-2019)

## Publications

- Research publications 2010-2025 include 4 theses, 80+ peer-reviewed journal and book publications and 60+ refereed conference papers.
- The publication forums include the Nature, Proceedings of the National Academy of Sciences (PNAS), Industrial Marketing Management, International Marketing Review, International Business Review, Journal of International Entrepreneurship, European Management Journal, Critical Perspectives in International Business, and book series published by Palgrave and Edward Elgar, among others.

## 10 Most important publications

- Aczel, B. et al. (forthcoming): *Investigating the analytical robustness of the social and behavioural sciences*. Nature.
- 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>
- 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>.
- 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>
- 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>
- 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>
- 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>
- 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>
- 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>
- 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>

## Memberships

- Editorial Advisory Group, Cambridge University Scholars, 2018-
- European International Business Academy (EIBA)
- Academy of International Business (AIB)
- Academy of Management (AoM)
- European Council for Small Business and Entrepreneurship Association (ECSB)

**Reviewer for journals** Journal of Management Studies, Journal of Business Venturing, Journal of World Business, Global Strategy Journal, International Business Review, and International Marketing Review, among others

## Supervised completed doctoral dissertations

- Completed in 2020: Ioan-Justin Vadana, Päivi Aaltonen, Hannes Velt
- Completed in 2021: Jaakko Metsola, Maria Uzhegova, Agnes Asemokha

## Teaching

- Average teaching evaluation 4.1/5 across 23 courses (2010–2025); pedagogical qualification 25 ECTS (2014); Supervising Bachelor's and Master's theses since 2014, doctoral theses since 2016
- Master's and Bachelor's degree level teaching experience since 2010.  
2021-:
  - Introduction to International Entrepreneurship (2024)
  - Theories of Entrepreneurship (doctoral course, TalTech, 2023)
  - Ethics, Governance & Responsible Management (2021-2023)
  - Digital Transformation Management (2022-2023)
  - Tutkimus ja kehittäminen (2021)2018-2020:
  - Accenture Case Workshop (2016-2020)
  - Contemporary Issues in International Business and Entrepreneurship (2019-2020)
  - International Entrepreneurship Challenge (2016-2020)
  - Research in International Business and Entrepreneurship (2019-2020)
  - Master's Thesis Seminar (2019)
  - Strategic Marketing Project (2018-2019)
  - Theories and Research in International Business (Kataja Doctoral course, 2019)Before 2018:
  - Asian Management (2015-2017)
  - Contemporary Issues in International Marketing (2014-2015)
  - Doctoral Course in Theories of International Business (Doctoral course, 2017)
  - Internationalization of the Firm and Global Marketing (2010-2015)
  - Kansainvälisen markkinoinnin perusteet (2010-2014)
  - Liiketoiminnan ohjaus- ja informaatiojärjestelmät (2014-2016)
  - Project Course in Strategy and Business Models (2016)
  - New Venture Management (2017)
  - Strategy Consulting (2012, 2014-2016)
  - Strategy Project (2017)
  - Visiting lecturer at Turku School of Economics, 2015, course "*Exports and SME Internationalisation*"

## Education

**D.Sc. (Econ. & Bus Adm.), 2013** (accepted with distinction)

Lappeenranta University of Technology, School of Business, Finland

**Master of Business Administration (YAMK)**

XAMK University of Applied Sciences, Finland

**M.Sc. (Econ. & Bus Adm.), 2009**

Lappeenranta University of Technology, School of Business, Finland

**M.Sc. (Tech.), 2005**

Lappeenranta University of Technology, Dept. of Information Technology, Finland

## Awards

- Teaching achievement of the Year 2013, The Finnish Association of Business School Graduates (SEFE) - Best Msc programme (Master's in International Marketing Management)

- Supervised the master's thesis recipient of the inaugural EPAS-MIB best master's thesis award (Reeta Munther: *Business model adaptation and its relation to international opportunity recognition Case: Finnish SMEs in Cleantech sector*)
- AIB 2020 Best Reviewer, EIBA 2014 Best Reviewer, ANZMAC 2017 Most Outstanding Reviewer
- Emerald Literati Awards (Highly Commended, 2017; Outstanding Contribution, 2019)
- Doctoral Dissertation "The Influence of Network Competence on Internationalization of SMEs" approved with distinction.
- VITAKO Award 2013 for the best doctoral dissertation in LUT School of Business and Management
- Suomen Ulkomaankaupan Edistämisrahasto award 2015 for the best doctoral dissertation related to international business

## Societal impact and outreach

- **Policy and research evaluation.** Evaluator for the European Science Foundation call (2019) for Junior and Senior Research Projects of the Research Foundation Flanders (FWO); assessment committee member for two professorships at the University of Southern Denmark (2021); attestation committee member for doctoral students at TalTech University (2021–2023); opponent/pre-examiner roles for doctoral dissertations at the University of Southern Denmark (2020), EGADE Business School (2025) and Halmstad University (2025).
- **Invited talks and knowledge transfer.** Invited speaker at La Fabrique de l'exportation (2021), Institute of Management & Research, New Delhi (2022) and GIBS Business School (2025), disseminating research on SME internationalization, sustainability and digitalization to practitioner and policy audiences.
- **Cross-sector consortia supporting SMEs.** Leadership and co-leadership roles across Business Finland/Tekes, EU/ERDF, NOS-HS, Erasmus+, and the Foundation for Economic Education (LSR), including BICS (Tekes, 2015–2018), LAB UX Center (ERDF, 2021–2023), ENHANCE (NOS-HS, 2019–2021), SEinHE (Erasmus+, 2021–2022)
- **Editorial and field-building contributions.** Co-guest editor of special issues on international business and marketing (Journal of International Entrepreneurship, 2025-2026; Small Enterprise Research, 2022; Sustainability, 2022–2023); member of the Editorial Advisory Group, Cambridge University Scholars (2018–); editorial board member.