

## CURRICULUM VITAE

### 1. Full name

- Leppäaho (Kontinen), Tanja Cecilia Johanna
- Finnish
- Date updated: 25/01/2019
- My research project <http://ife.fi>
- Scholar Google Profile link:  
<https://scholar.google.fi/citations?user=z3FBdNMAAAAJ&hl=en&oi=ao>
- Orcid ID: 0000-0001-5446-6269



### 2. Education and degrees awarded

- **PhD (Econ.)** Jyväskylä University School of Business and Economics 13.6.2011  
Title of the thesis: Internationalization pathways of family SMEs  
Evaluation of the thesis: 5/5

### 3. Other education and training, qualifications and skills

- **MSc in Economics**, University of Jyväskylä, 30.5.2004  
Major: entrepreneurship; Minor: marketing
- **Master of Arts**, University of Jyväskylä, 31.8.2002  
Major: French philology; Minors: Pedagogics, German, English, and Swedish philology

### 4. Linguistic skills

- Mother tongue: Finnish
- Other languages:
  - English: excellent
  - French: excellent
  - German: excellent
  - Swedish: very good
  - Italian: basics

### 5. Current position

- *Academy of Finland Research Fellow* at Lappeenranta University of Technology since 1.7.2017 (until 31<sup>st</sup> of August 2022)
- *Adjunct Professor of International Marketing* at Lappeenranta University of Technology since 1.6.2012

### 6. Previous work experience

- *Tenure track (professor) in Entrepreneurship and International Business*, Jyväskylä University School of Business and Economics 1.1.2014-15.9.2017
- *Senior Lecturer in Strategy and International Business*, University of Edinburgh Business School, 3,5 years (1.12.2012-31.3.2016)
- *Assistant Professor in Entrepreneurship*, Jyväskylä University School of Business and Economics, 5 years 10 months (1.3.2008-31.12.2013)
- *Director of Master's Degree Programme* in International Business and Entrepreneurship at Jyväskylä University School of Business and Economics, 12 months (1.1.-31.12.2012)
- *Director of Master's degree programme* in International Business and Emerging Markets, University of Edinburgh Business Schools, 12 months (1.6.2013-31.5.2014)
- *Visiting researcher*, University of Adelaide, 2 months (1.10.2012-30.11.2010)
- *Teacher*, Jyväskylä Rural District, 12 months (1.8.2003-31.7.2004)
- *Business incubator manager*, Mikkeli Technology Centre, 13 months (1.6.2005-30.6.2006)
- *Consultant trainee*, Finpro Project Advisory Services, 6 months (1.8.2004-28.2.2005)
- *Translator*, Metso Paper, 4 months (1.5.2003-31.8.2003)
- *Translator trainee*, European Parliament, Luxembourg, 3 months (1.7.2001-30.9.2001)

- Teacher, Ristiina district, 12 months (1.8.2000-31.7.2001)
- Teacher trainee, Uppsala Stenhagenskolan, Sweden, 2 months (1.8.1999-30.9.1999)
- Cashier, Thann, France, 2 months (1.5.1999-31.7.1999)

## 7. Research funding as well as leadership and supervision

- Research funding:
  - 2017: Grant of 434 485 (308667); Academy of Finland Research Fellow 1.9.2017-30.8.2022
  - 2012: Grant of 5000€ by Emil Aaltonen Foundation for a research visit at King's College London
  - 2012: Grants of 6000€ and 10 000€ by Liikesivistysrahasto (the Foundation for Economic Education) for international entrepreneurship research
  - 2011: Grant of 12 000€ by Liikesivistysrahasto (the Foundation for Economic Education) for cross-cultural data collection
  - 2011: Grant of 3000€ by Marcus Wallenberg Foundation
  - 2010: Grant of 4000€ by Liikesivistysrahasto (the Foundation for Economic Education) for a conference
  - 2010: Grant of 3000€ by Marcus Wallenberg Foundation
- Role in the preparation of funding applications for a research group
  - TEKES: GloVaCo, Global Value Constellations, joint application with LUT for TEKES, 2012
  - TEKES: Big data, cyber and business, joint application for faculty of IT, Aalto University and University of Oulu, Autumn 2015
  - Academy of Finland: 2015
- Self-applied: Funding application for ERC Starting Grant: 2015
- Experience as officially appointed supervisor to undergraduate and post-graduate students/doctoral students
  - *Doctoral dissertations supervised and completed*
    - Spiros Batas: The Internationalisation Process of High Technology INVs: The Role of Social Capital and Network Relationships, University of Edinburgh Business School
    - Alessa Witt: Internationalization trajectories of global hidden champions, University of Edinburgh Business School
  - *Doctoral dissertations under supervision*
    - Satu Korhonen; International entrepreneurial identity, JSBE
    - Jaakko Metsola: Internationalization of family SMEs, LUT
    - Teemu Tuomisalo: Organizational learning in the internationalization of INVS, JSBE
    - Katerina Kampouri: Entry nodes in the internationalization of family firms, AUT

## 8. Merits in teaching and pedagogical competence

- Pedagogical studies for a subject teacher, University Of Jyväskylä, completed 2002
- English as a tool for Teaching-studies, JAMK University of Applied Sciences, 2009
- Co-planning of new Master's Degree program in international business and entrepreneurship at LUT, launched 2019
- Planning, implementation and management of new Master's degree program at JSBE in 2012: *Master's Degree Programme in International Business and Entrepreneurship*
- *Director of Msc Program in International Business and Emerging Markets in University of Edinburgh Business School, academic year 2013-2014*
- Development of teaching methods:
  - Usage of case and problem-based learning and implementation to real cases
- 2009-2017: Internationalization of SMEs, postgraduate course for a small group (JSBE)
- 2012-2017: International business, postgraduate course for a small group (JSBE)
- 2010-2017: Graduate thesis seminar, postgraduate level course for a small group (JSBE)
- 2013: Advanced topics in international business, undergraduate course for a small group (UEBS)
- 2013: Business Strategies for International Growth, undergraduate course for a small group (UEBS)
- 2011: Introduction to methodology, post-doctoral course for a small group (JSBE)
- 2011, 2012: Methods in business research, postgraduate course for a small group (JSBE)
- 2008-2011: Introduction to entrepreneurship, undergraduate mass lectured course (JSBE)

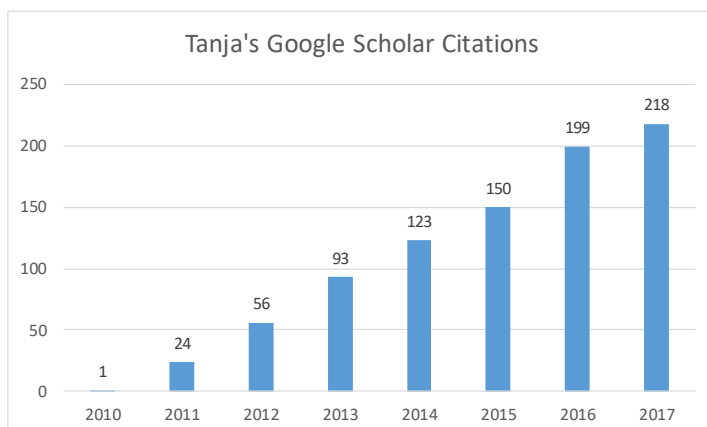
- 2009-2011: Yrittäjyyden perusteet, undergraduate mass lectured course (JSBE)
- Supervision of more than 30 master's theses in 2008-2015
- Award: best teacher trainee in 2002

## 9. Awards, prizes and honours

- 2017: **Bertarelli Family Best Paper Award** from **Babson College Entrepreneurship Research Conference** (BCERC) together with Professor Sarah Jack from University of Lancaster School of Management with research paper: "*Imprinting, Embeddesness and Social Network Ties in the Internationalization of Small- And Medium-Sized Family Enterprises*"
- 2017: **Best Paper Award from the 8<sup>th</sup> BAMDE** (Bulgarian Association for Management Development and Entrepreneurship) **Conference**, 6-9 June 2017, Varna, Bulgaria, with research paper "Getting Embedded for and During Internationalization".
- 2017: **#1 most downloaded article in Family Business Review in 2016**. Family Business Review is the leading journal of family business studies with an impact factor of 4.147, and has been listed as the 7th best business journal in the world (2015).
- Nominee for Copenhagen Business School Prize at EIBA 2018 conference (paper: Paavilainen-Mäntymäki, E., Leppäaho, T., & Metsola, J. Fear for Failure and Need for Longevity - Internationalization Process Tensions within Family Businesses).
- 2012: Best Paper Award at International Council for Small Business in International Entrepreneurship Track, Wellington, New Zealand
- 2012: Prize for excellent research articles in 2011 by Jyväskylä University School of Business and Economics

## 10. Other academic merits

- Presentations at Science Days; University of Helsinki, January 2019; University of Jyväskylä, April 2015
- Member of Research Council for the Association for Family Businesses
- Member of Quality and Accreditations Committee at JSBE since 2014
- Member of Research Development Committee at JSBE 2011-2013
- Service as a pre-examiner or as an opponent of a doctoral dissertation, as a member in dissertation committees
  - Nina Rilla, University of Turku, 2016
  - Jari Kattainen, Lappeenranta University of Technology, 2016
- Evaluation of academic/scientific or artistic competence (e.g. title of docent)
  - Lappeenranta University of Technology, 2012
- Referee for scientific and scholarly journals:
  - Entrepreneurship Theory and Practice, Entrepreneurship and Regional Development, Family Business Review, Journal of Small Business Management, International Business Review, International Journal of Management Reviews, International Marketing Review, Management International Review, Journal of World Business



**Figure 1. Number of Google Scholar citations 2010-2017.**

### **A1. Journal articles refereed, original research**

1. Tuomisalo T., & **Leppäaho, T.** (2018). Learning in international new ventures: A systematic review. *International Business Review*, in press. (ABS 3\*)
2. **Leppäaho, T.**, Chetty, S. & Dimitratos, P. (2018). Network embeddedness in the internationalization of biotech entrepreneurs. *Entrepreneurship and Regional Development*, 30(5-6), 562-584. (ABS 3\*)
3. **Leppäaho, T.** & Pajunen, K. (2018). Institutional Distance and International Networking. *Entrepreneurship and Regional Development*, 30(5-6), 502-529. (ABS 3\*)
4. **Leppäaho, T.**, Plakoyiannaki, E. & Dimitratos, P. (2016). The case study in family business: analysis of current research practices and recommendations, 29(2), 159-173. (ABS3\*)
5. Chetty, S., Ojala, A., & **Leppäaho, T.** (2015). Effectuation and foreign market entry of entrepreneurial firms. *European Journal of Marketing*, 49(9/10). (ABS 3\*)
6. Kampouri, K., Plakoyiannaki, M. E., & **Leppäaho, T.** (2015). Family Business Internationalisation and Networks: Emerging Pathways. *Journal of Business and Industrial Marketing*.
7. **Kontinen, T.** (2014). Biohit: a global, family-owned company embarking on a new phase. *Entrepreneurship Theory and Practice*, 38(1), 185-207. (ABS 4\*)
8. **Kontinen, T.** & Ojala, A. (2012). Internationalization pathways of family SMEs (2012). *International Marketing Review*, 29 (5). 496 - 518. (ABS 3\*)
9. **Kontinen, T.** & Ojala, A. (2011). International opportunity recognition among small and medium-sized family firms. *Journal of Small Business Management*, 49(3), 490-514. (ABS 3\*)
10. **Kontinen, T.** & Ojala, A (2011). Network ties in the international opportunity recognition of family SMEs. *International Business Review*, 20, 440-453. (ABS 3\*)
11. **Kontinen, T.** & Ojala, A (2012). Social capital in the international operations of family SMEs. *Journal of Small Business and Enterprise Development*, 19 (1). (ABS 2\*)
12. **Kontinen, T.** & Ojala, A. (2010). Internationalization pathways of family SMEs: psychic distance as a focal point. *Journal of Small Business and Enterprise Development*, 17 (3), 437-454. (ABS 2\*)
13. Kansikas, J., Laakkonen, A., **Kontinen, T.** & Sarpo, V. (2012). Entrepreneurial leadership and familiness as resources for strategic entrepreneurship. *International Journal of Entrepreneurial Behaviour & Research*, 18 (2), 141-158, 39-55. (ABS 2\*)
14. **Kontinen, T.** & Ojala, A. (2010). The Internationalization of Family Businesses: A Review of Extant Research. *Journal of Family Business Strategy*, 1 (2), 97-107.
15. **Kontinen, T.** & Ojala, A (2011). Social capital in relation to the foreign market entry and post-entry operation of family SMEs. *Journal of International Entrepreneurship*, 9 (2), 133-151.
16. **Kontinen, T.** (2011). Succeeding in the French market: recommendations for small businesses. *Journal of Business Strategy*, 32 (1), 15-25
17. **Kontinen, T.** & Ojala, A. (2010). Bridging social capital in the foreign market entry and entry mode change of family SMEs. *Electronic Journal of Family Business Studies*, 4 (1), 24-37.

### **A3. Book section, chapters in research books, refereed**

1. Ojala, A. & **Kontinen, T.** (2010). Distance Factors in the Foreign Market Entry of Software SMEs. In Tyrväinen, P., Jansen, S. & Cusumano, M.A. (Eds.) *Software Business*, Springer.

### **A4. Conference Proceedings, refereed**

1. Paavilainen-Mäntymäki, E., **Leppäaho T.**, & Metsola, J. (2018). Fear for Failure and Need for Longevity – Internationalization Process Tensions within Family Businesses. *Presented at EIBA 2018 Poznan Conference*, 13.-15.12.2018.
2. **Leppäaho, T.**, Amdam, R.P., Jack, S., Korhonen, S., & Metsola, J. (2018). Revisiting the International New Venture Phenomenon: Early Internationalization Among Three Finnish Small- and Medium-Sized family enterprises. . Proceedings of the 38<sup>th</sup> Babson College Entrepreneurship Conference, Waterford, Ireland, 6.-9.6.2018.
3. **Leppäaho, T.**, Jack, S., Arenius, P., & Paavilainen-Mäntymäki, E. (2018). Ties that bind or ties that blind? Networking of small- and medium-sized family enterprises for and during internationalization. *Proceedings of AMA Global Marketing Conference*, Santorini, Greece, 21.-23.5.2018.

4. Metsola, J., & **Leppäaho, T.** (2018). Socio-emotional wealth in the international networking of family-controlled SMEs. *Proceedings of 23<sup>rd</sup> McGill International Entrepreneurship Conference*, Halmstad, Sweden, 22.-24.8.2018.
5. **Leppäaho, T.** (2017). Network Bricolage in the Internationalization of Biotech Entrepreneurs. *Proceedings of the 22nd McGill International Entrepreneurship Conference*, Galway, Ireland, 31.8.-1.9.2017.
6. **Leppäaho, T.**, Jack, S., Arenius, P., & Paavilainen-Mäntymäki, E. (2017). Getting Embedded for and during Internationalization. *Proceedings of the 8<sup>th</sup> BAMDE (Bulgarian Association for Management Development and Entrepreneurship) Conference*, 6-9 June 2017, Varna, Bulgaria.
7. **Leppäaho, T.** & Jack, S. (2016). Imprinting, embeddedness and social network ties in the internationalization of small- and medium-sized family enterprises. *Proceedings of 36<sup>th</sup> Babson College Entrepreneurship Conference*, Bodo, Norway, 8.-10.6.2016
8. **Leppäaho, T.**, Jack, S. & Arenius, P. (2016). Embedding in the internationalization of small- and medium-sized family enterprises. *Proceedings of the 21st McGill International Entrepreneurship Conference*, Vaasa, 23.-25.8.2016.
9. **Leppäaho, T.**, Metsola, J & Paavilainen-Mäntymäki, E. (2016). Process view and the internationalization of family businesses. *Academy of Management conference*, Anaheim, California, USA, 5.-9.8.2016.
10. **Kontinen, T.**, Chetty, S. & Dimitratos, P. (2014). Opportunity creation of internationalizing firms. *European International Business Academy Conference*, Uppsala.
11. Batas, S. & **Kontinen, T.** (2014). The Dynamic Role of Social Capital and High Technology INVs, Competitive Session. *Academy of International Business 2014 Conference Proceedings*.
12. Batas, S. & **Leppäaho, T.** (2015). The Role of Network Relationships and Social Capital in Early and Later Foreign Market Entries of High Technology INVs. Competitive Session *Academy of International Business 2015 Conference Proceedings* (forthcoming).
13. **Leppäaho, T.** & Batas, S. (2015). Understanding the mechanisms of network closure and structural holes in the internationalization of high technology INVs. *EGOS 2015 Conference Proceedings* (forthcoming).
14. **Leppäaho, T.** & Batas, S. (2015). The role of network relationships and social capital in foreign market entries of high tech INVs, AOM 2015.
15. Haapanen, M., **Kontinen, T.** & Ghauri, P. (2013). Influence of risk attitude and ownership structure on the degree of internationalization of SMEs. *Academy of Management 2013 Annual Meeting*, International Management Division, PD Workshop, Orlando.
16. **Kontinen, T.**, Ojala, A. & Plakoyiannaki, E. (2013). Case studies in family business research. *Academy of Management Conference Proceedings*, Orlando.
17. **Kontinen, T.** & Haapanen, M. (2012). Risk-taking in the internationalization of SMEs. *Academy of Management Conference*. Boston.
18. **Kontinen, T.**, Ojala, A. & Plakoyiannaki, E. (2012). Case studies in family business research. *International Council for Small Business Conference*. Wellington, June 10<sup>th</sup>-13<sup>th</sup> 2012.
19. Ojala, A., Chetty S. & **Kontinen, T.** (2012). Causation and effectuation in the foreign market selection and entry of software SMEs. *Proceedings of 57<sup>th</sup> International Council for Small Business Conference*. Wellington, June 10<sup>th</sup>-13<sup>th</sup> 2012.
20. **Kontinen, T.** & Kansikas, J. (2012). Developmental phases in the foreign market entry of family SMEs. *Proceedings of 57<sup>th</sup> International Council for Small Business Conference*. Wellington, June 10<sup>th</sup>-13<sup>th</sup> 2012.
21. **Kontinen, T.** & Ojala, A. (2009) Opportunity recognition in the foreign market entry of family SMEs. In Larimo, J. (Ed.) *Strategies and management of internationalization and foreign operations*, Vaasan yliopiston julkaisuja, selvityksiä ja raportteja 159.
22. **Kontinen, T.**, Plakoyiannaki, E. & Ojala, A. (2012). Case studies in family business research. *Proceeding of International Council for Small Business Conference* in Wellington, New Zealand on 10<sup>th</sup>-12<sup>th</sup> June 2012.
23. Ojala, A., Chetty, S. & **Kontinen, T.** (2012). Causation and effectuation in the foreign market entry of software SMEs. *Proceeding of International Council for Small Business Conference* in Wellington, New Zealand on 10<sup>th</sup>-12<sup>th</sup> June 2012.
24. **Kontinen, T.**, & Kansikas, J. (2012). Phases in the foreign market entry of family SMEs *Proceeding of International Council for Small Business Conference* in Wellington, New Zealand on 10<sup>th</sup>-12<sup>th</sup> June 2012.
25. **Kontinen, T.** & Ojala, A. (2011). Internationalization pathways of family SMEs. *Proceedings of 14<sup>th</sup> McGill International Entrepreneurship Conference*. Vaasa, September 16-18.2011.
26. **Kontinen, T.** & Ojala, A. (2011). Internationalization pathways among family SMEs. *Proceedings of 11<sup>th</sup> Vaasa International Business Conference*. Vaasa, August 24-26.2011.
27. **Kontinen, T.** (2010). Succeeding in the French market: recommendations for small businesses. *Proceedings of the 13<sup>th</sup> McGill International Entrepreneurship Conference*. Montreal, Canada, September 16-18.2010.

28. **Kontinen, T.** & Ojala, A. (2010). Dynamics of social capital in the foreign market entry of family SMEs. Proceeding of the 13<sup>th</sup> McGill International Entrepreneurship Conference. Montreal, Canada, September 16-18.2010.
29. **Kontinen, T.** & Ojala, A. (2010). The Internationalization of Family Businesses: A Review of Extant Research. *Proceedings of 52<sup>nd</sup> International Business Academy*. Rio de Janeiro, Brazil, June 25.-29.2010.
30. **Kontinen, T.** & Ojala, A. (2009). Social capital in the context of foreign market entry and entry mode change of family SMEs. *Proceedings of 12<sup>th</sup> McGill International Entrepreneurship Conference*. Vaasa, September 18-20.2009.
31. **Kontinen, T.** & Ojala, A. (2009). International opportunity recognition in the foreign market entry of family SMEs. *Proceedings of the 10<sup>th</sup> Vaasa Conference on IB*. Vaasa, August 23.-25.2009.
32. **Kontinen, T.** & Ojala, A. (2009). Foreign market entry of family SMEs; Psychic distance as a focal point. *Paper presented at Academy of International Business (AIB) UK Chapter Conference*. Glasgow, Scotland, April 2.-4.2009.
33. **Kontinen, T.** & Ojala, A. Network ties and international opportunity recognition of family SMEs. *Proceedings of 9<sup>th</sup> EBRF Conference*, Jyväskylä, Finland, September 23-25.2009.
34. Ojala, A. & **Kontinen, T.** (2010). International opportunity recognition among family SMEs. *Proceeding of 52<sup>nd</sup> International Business Academy*. Rio de Janeiro, Brazil, June 25.-29.2010.
35. Ojala, A. & **Kontinen, T.** (2010). Network ties in international opportunity recognition of family SMEs. *Proceedings of the 37<sup>th</sup> Academy of International Business Conference (UKI Chapter)*. Dublin, Ireland, April 8.-10.2010.
36. Ojala, A. & **Kontinen, T.** (2009). Psychic and geographic distance in the foreign market entry of knowledge-intensive SMEs. *Proceedings of 35<sup>th</sup> European International Business Academy (EIBA) Conference*, Valencia, Spain, December 13-15.2009.
37. **Kontinen, T.** & Ojala, A. (2008). Internationalization pathways of Finnish small and medium-sized family firms: Psychic distance in the entry and operations in France. *Paper presented at the 11<sup>th</sup> McGill International Entrepreneurship (MIE) Conference*. Dunedin, New Zealand, December 5-7.2008.

## B1. Book Reviews, invited

1. **Leppäaho, T.** (2017). Book review: Family entrepreneurship: Rethinking the research agenda. *International Small Business Journal*, 35(4), 515-516.

## 11. Positions of trust in society and other societal merits

- Member of research board at Family Firm Institute in Finland

## 12. Other merits

- Several speeches with influential political and entrepreneurial actors:
  - 20.12.2018: Business Finland, Helsinki: "Family firms and their internationalization"; Management team meeting
  - 8.6.2018: Wulff Entre, Helsinki: "Role of social networks in internationalization of family firms"
  - 25.4.2018: Aava&Bang, Jyväskylä: "Keys to successful international business: social relationships matter more than we think"
  - 19.4.2018: Norwegian-Finnish Chamber of Commerce Annual Meeting: "Significance of contacts and network in Nordic business"
  - 12.12.2017: ViExpo, Pedersöre: "You need to remember to ask how the grandmum is"
  - Management board meetings I cannot reveal for anonymity reasons
- Company collaboration with Valtra, Valmet, Black Bruin, Kytölä and many more in international business / entrepreneurship courses, gaining wide attention in the press and industry
- Member of Research Council of Association for Family Businesses
- Member of "Proceed" project aiming at employing international students in Finnish companies
- Research presented widely in the Czech "Obhold & Finance" Magazine (October 2011) and the German "Financial Times Deutschland" Magazine with the Title "Wenn die Welt ist nicht Genug" (January 2012)
- Was in charge of the planning and implementation of New Master's Degree Programme in International Business and Entrepreneurship at JSBE in 2012
- Judge for the EMFD case competition, family business track in 2013
- Editor of a special issue on Internationalization of family firms for Journal of International entrepreneurship
- In the advisory board of the projects:
  - "Yrittäjäksi yliopistosta" (Becoming an entrepreneurship from the university) and
  - "Yrittäjyyskasvatuksen ehjä polku" (Entrepreneurship education pathways)