
NATHANIEL BOSO
Ph.D., MSc, BSc (Hons.)

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CONTACT ADDRESSES

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BIOGRAPHY

Nathaniel Boso is a Professor of International Marketing and Strategy, and O. R. Tambo Africa Research Chair in Entrepreneurship and Employability at Kwame Nkrumah University of Science and Technology (KNUST). He is also an Extraordinary Professor at University of Pretoria's Gordon Institute of Business Science (South Africa) and a visiting Professor to Strathmore University Business School (Kenya). Nathaniel also has been serving as the Dean of KNUST School of Business since 2017, and the Director of the Center for Applied Research and Innovation in Supply Chain- Africa (CARISCA), a USAID funded center of excellence since 2020. Prior to joining KNUST, he was an Associate Professor of Marketing at the University of Leeds, United Kingdom. His research interests span international entrepreneurship, industrial marketing and supply chain strategies that has won multiple international awards. Notably, in 2021 his article on "(How) Does Africa Matter for International Business Scholarship?" won the Academy of International Business (AIB) Insight's Outstanding Article Award. He was also the winner of the 2019 S. Tamer Cavusgil Award from American Marketing Association Foundation, which recognizes the Journal of International Marketing article published in the calendar year that has made the most significant contribution to the advancement of the practice of international marketing management. He has published in high impact journals including *Journal of International Business Studies*, *Journal of World Business*, *Journal of Business Venturing*, *Journal of Product Innovation Management*, *Journal of Business Ethics*, *Journal of International Marketing*, and *International Journal of Production Economics*. Nathaniel serves as the Associate Editor of *International Marketing Review* and *African Journal of Management*. He also serves as the Vice-President of Academy of International Business African Chapter since 2018. He is the principal investigator of the National Research Foundation (South Africa) US\$1.075 Million funded O. R. Tambo Africa Research Chair, and US\$15 Million United States Agency for International Development (USAID) funded CARISCA center at KNUST. He received his Bachelor of Science degree in Business Administration from University of Ghana in 2002, Master of Science degree in Marketing from Umea University (AACSB accredited) in Sweden in 2004 and Ph.D. in International Entrepreneurship and Marketing from Loughborough University (AACSB, EQUIS and AMBA accredited) in the United Kingdom in 2011.

EMPLOYMENT HISTORY

1. Recent Appointments to Leadership and Administrative Roles

- 2020 – 2024 **Director**, *Center for Applied Research and Innovation in Supply Chains – Africa (CARISCA), Kwame Nkrumah University of Science and Technology (KNUST), Ghana*
I provide overall leadership of the Center as an administrative head and principal investigator. The CARISCA Center is a US\$15 Million United States Agency for International Development (USAID) funded Center of Excellence established at KNUST to conduct applied research, postgraduate programmes, and professional development and training courses to address supply chain inefficiencies in sub-Saharan Africa.
- 2020- 2023 **Dean**, *KNUST School of Business, Kwame Nkrumah University of Science & Technology, Ghana*
After three years of successfully leading the Business School team, I was reappointed for another three years to provide academic and administrative leadership of the business school. I have a responsibility for providing leadership for more than 7,000 undergraduate and 2,000 postgraduate students and 125 academic and administrative staff, as well as manage an annual budget of USD 3.33 Million.
- 2020 - 2022 **Board Member**, *The West African Examinations Council (WAEC)*
I was appointed to represent Universities in Ghana on the governing board and serve on the administrative and finance, and international awards committees of the council.
- 2018 - 2023 **Chair of Research & Publication Committee**, *Academy of International Business, Africa Chapter*
I was elected to this executive position to lead the chapter's mission of promoting quality International Business scholarly research in Africa.
- 2018- 2023 **Vice-Chair**, *Academy of International Business, Africa Chapter*
I was elected to the executive committee to lead the chapter to achieve its strategic vision of becoming a leading community of scholars and business leaders with research interest in international business in Africa.
- 2017 - present **Chairman, School Board**, *KNUST School of Business, Ghana*
As the academic and administrative head, I chair the school board to develop and implement strategies and policies for the business school.
- 2017 – Present **University Council Member**, *Kessben University College, Ghana*
I have been involved in providing strategic direction to the University College. My other specific roles include chairmanship of committees for the development of the University's statutes, strategic plan and marketing strategies.
- 2017- 2020 **Dean**, *KNUST School of Business, Kwame Nkrumah University of Science & Technology, Ghana*
I served as the chief academic and administrative officer of the business school responsible for managing more than 6,000 undergraduate and 2,000 postgraduate student populations, 125 academic and administrative staff, and an annual budget of USD 2.50 Million.

2. Appointments to Teaching & Research Roles

- 2021 - present **Extraordinary Professor of International Business**, *University of Pretoria's Gordon Institute of Business Science (GIBS)*
I serve in co-organizing research events (including symposia, seminars, and conferences), and conducting joint supervision of doctoral research projects.
- 2017 - present **Professor in International Marketing and Strategy and O.R. Tambo Africa Research Chair in Entrepreneurship and Employability**, *Kwame Nkrumah University of Science & Technology (KNUST), Ghana*
Beyond my role as the academic and administrative head of the Business School, I am also involved in the teaching of undergraduate and postgraduate courses, supervision of doctoral and master-level theses, and publication of scholarly research in leading academic journals in the fields of international marketing and strategy. I also hold the USD1.075 Million funded O.R. Tambo Africa Research Chair in Entrepreneurship and Employability.
- 2015 – Present **Visiting Research Professor of Entrepreneurship & Marketing**, *Strathmore University Business School, Kenya*
I serve as a visiting research professor to Strathmore University Business School where I collaborate with local researchers to jointly work on research projects and co-supervise doctoral theses.
- 2015 – 2017 **Associate Professor of Marketing**, *Leeds University Business School, University of Leeds, UK*
I was the manager of the school's International Marketing Management and Global Distribution and Supply Chains Modules. I was also involved in the supervision of several doctoral and Master-level candidates' theses and publication in international leading journals.
- 2013 - 2017 **External Examiner for Undergraduate Marketing Programmes**, *Aston Business School, Aston University, UK*
I worked closely with various internal examiners and administrators to review the School's twelve undergraduate marketing programmes to ensure adherence to quality standards as specified by accreditation bodies.
- 2011 – 2015 **Lecture/Senior Lecturer in Marketing**, *Leeds University Business School, University of Leeds, UK*
I was the convenor of the International Marketing Management and Global Distribution and Supply Chains Modules. I was also involved in the supervision of doctoral and Master-level candidates' theses and publication in international leading journals.
- 2009 - 2011 **Research Fellow in Marketing**, *Loughborough University, UK*
I was involved in designing and implementing academic and industry empirical studies on international entrepreneurship and marketing, and taught marketing research methods course to postgraduate students.

ACADEMIC QUALIFICATIONS

- 2006 – 2010 **Ph.D. in International Entrepreneurship and Marketing**, Loughborough University School of Business and Economics (AACSB, EQUIS, AMBA Accredited), UK
- 2003 – 2004 **Master of Science in Marketing**, Umeå University School of Business, Economics and Statistics (AACSB Accredited), Sweden
- 1998 – 2002 **Bachelor of Science in Business Administration**, University of Ghana, Ghana

INVITED SPEAKER ROLES

- June, 2021 Keynote Speaker, 6th International Conference on Education for Sustainable Development, Kabwe, Zambia
- January, 2017 Invited Speaker and Panel Member, Advanced Institute of Management Research Workshop on *Service Innovation in Emerging Markets*, Loughborough University, UK.
- August, 2016 Panel Chair, JIBS Paper Development Workshop, *Academy of International Business – African Chapter*, Lagos, Nigeria.
- August, 2015 Panel Member, Paper Development Workshop, *Academy of International Business – African Chapter*, Johannesburg, South Africa.

EDITORIAL ROLES

- 2021 – 2023 Co-Guest Editor – Journal of Business Research
- 2019 – present Associate Editor, African Journal of Management
- 2017 – 2018 Associate Editor, Journal of African Business
- 2016 – 2017 Co-Guest Editor, Thunderbird International Business Review
- 2016 – 2017 Co-Guest Editor, International Marketing Review
- 2016 – 2017 Co-Editor, Book Series on Internationalisation of African Businesses
- 2013 – Present Associate Editor, International Marketing Review

MAJOR AWARDS

- 2021 Winner of the Academy of International Business (AIB) Insight Outstanding Article Award with co-authored article "(How) Does Africa Matter for International Business Scholarship?"
- 2019 Winner of the 2019 S. Tamer Cavusgil Award from American Marketing Association Foundation, which recognizes the Journal of International Marketing article published in the calendar year that has made the most significant contribution to the advancement of the practice of international marketing management
- 2019 Finalist for the 2019 Hans B. Thorelli Award, which "honors an article that has made the most significant and long-term contribution to international marketing theory or practice" – Journal of International Marketing
- 2017 Winner of 2017 Global Innovation & Knowledge Academy Conference Best Conference Paper
- 2014 Nominee for 2014 Academy of International Business Haynes Prize for the Most Promising Scholar(s) Award
- 2013 Nominee for the 2013 Academy of International Business Temple/AIB Best Paper Award
- 2012 Nominee for the 2012 Academy of International Business, Aalto University School of Economics "That's Interesting!" Award
- 2011 Winner of Best Empirical Paper Award at the 25th United States Association of Small Business & Entrepreneurship (USASBE) Annual Conference.

EXTERNAL FUNDING SUCCESSES

2021	Awarded O.R. Tambo Africa Research Chair with a budget of 14 Million South African Rand (US\$1.075 Million) to research into technology entrepreneurship in sub-Saharan Africa (PI)
2020	Awarded US\$300,000 Grant by the United States Embassy in Accra to train University faculty in flexible learning as part of the University Partnership Initiative (Co-PI)
2020	Awarded US\$15 Million Grant by the United States Agency for International Development (USAID) to establish Centre for Applied Research and Innovation in Supply Chains - Africa (CARISCA) at KNUST (Co-PI)
2019	Awarded US\$ 6.5 Million Grant by the World Bank Group to Establish a Centre of Excellence in Sustainable Transport and Integrated Logistics at KNUST (Co-PI)
2018	Awarded GBP 10,000 British Academy/Leverhulme Small Research Grant (Grant No. SRG\170420) to research into exporting activities of SMEs (Co-PI)
2018	Awarded US\$ 162,000 grant by USAID to fund research into global supply chains in the healthcare sector in sub-Sahara Africa (Co-PI)
2016	Awarded AUS\$ 6,021 visiting scholar grant by The University of Sydney Business School, Australia
2012	Awarded GBP 188,200 African Small Business Development Grant by the Commonwealth Secretariat to fund a doctoral research place at University of Leeds (PI)

SELECTED NATIONAL AND INTERNATIONAL CONSULTANCIES

2022	Client: Intel Corporation Examination of Africa's logistics elements and structures to determine how Artificial Intelligence enhanced technologies could help overcome obstacles related to inadequate infrastructure and suboptimal processes in Africa.
2021	Client: Institute of Chartered Accountants, Ghana (ICAG) Assessment of member satisfaction level among ICAG members
2021	Client: Dell Technologies Determination of optimal location for establishment of Dell distribution and repair centres in Africa.

MEMBERSHIP OF ACADEMIC & PROFESSIONAL BODIES

I am currently an active member of, and/or have presented research papers at conferences organized by, the following academic bodies:

1. American Marketing Association
2. Chartered Institute of Marketing
3. Academy of International Business
4. Decision Science Institute

TEACHING ACTIVITIES

Years	Role and Course Name	Level	Student Scores
2017-Present	Course Leader: Entrepreneurship & New Venture Mgt	MBA/PhD	4.7/5.0
2015-2017	Course Leader: Global Logistics and Supply Chain Mgt	BSc/MSc/PhD	4.5/5.0
2014-2017	Course Leader: Strategic Marketing Management	BSc/MSc/PhD	4.6/5.0
2013-2017	Course Leader: International Marketing Management	MSc/MA	4.3/5.0
2011-2015	Course Leader: Advanced Quantitative Research Methods	Mphil/PhD	4.5/5.0

SELECTED DOCTORAL THESES SUPERVISED TO SUCCESSFUL COMPLETION

Year of completion	Doctoral Thesis Title (Name of Candidate)	University of Candidature	Current Position of Candidates
Aug. 2022	Green Leadership Orientation and Strategic Performance: Conditional Effects of Green Citizenship Behaviour and Institutional Pressures (Adeline Angkosaala)	KNUST, Ghana	Administrator, KNUST, Ghana
Aug. 2022	Top Management Environmental Orientation and Strategic Performance: Roles of Green Transport Strategy and Environmental Pressures (Gladys Narki Kumi Som)	KNUST, Ghana	Lecturer, Central University, Ghana
Mar. 2022	The Effect of Resilient and Sustainable Transport Logistics on Strategic Performance: Conditional Effect of Competitive Priorities (Henry Ataburo)	KNUST, Ghana	Post-Doctoral Fellow, KNUST, Ghana
Sep. 2021	Linking Green Process Innovation, Supply Chain Partner Co-Creation and Market Response to Financial Performance: Theoretical and Empirical Validation (Listowel Owusu Appiah)	KNUST, Ghana	Research Fellow, CARISCA, Ghana
Sep. 2021	Service Innovation Novelty and New Service Performance: Examination of Contingent and Configurational Roles of Order-Wining Strategies (Benjamin Cosmos Osei)	KNUST, Ghana	Research Fellow, KNUST, Ghana
Jul. 2021	Linking Social Support, Service Experience and Procedural Convenience to Customer Satisfaction: Evidence from a Sub-Saharan African Healthcare Sector (Darlington B. Y. Adanfo)	KNUST, Ghana	Chief Administrator, GTEC, Ghana
Jun. 2021	Essays on Corporate Social Performance in Africa (Akua Peprah-Yeboah)	KNUST, Ghana	Lecturer, KNUST, Ghana
Apr. 2021	Forms of Inter-Organizational Cooperation and their Effects on Operational Performance: Evidence from Sub-Saharan Africa (James K. Kutsoati)	KNUST, Ghana	Consultant, Cargill Ghana Limited
Jan. 2021	Effect of Logistics Service Quality on Operational Performance: The Roles of Logistics Capability and Information Integration (Emmanuel K. Quansah)	KNUST, Ghana	Senior Lecturer, University of Southampton, UK
Sep. 2020	The Effect of Organisational Learning Culture on Market Performance: A Mediation-Moderation Analysis (Mariama Zakari)	KNUST, Ghana	Lecturer, KNUST, Ghana
Aug. 2020	Antecedents, Outcomes, and Boundary Conditions of Disruptive Business Models (Oluwaseun E. Olabode – won best doctoral thesis award)	University of Leeds, UK	Lecturer, University of Bradford, UK

Jun. 2020	Supply Chain Integration and Customer Value: The Roles of Firm Innovation and Supply Chain Network Complexities (Alexander O. Fianko)	KNUST, Ghana	Senior Lecturer, Kumasi Technical University, Ghana
Jun. 2020	Entrepreneurial Financial Resource Orchestration and Venture Growth: Theoretical Specification and Empirical Validation (Cassiel B. Forson)	KNUST, Ghana	Ranking Member on Finance, Ghana Parliament, Ghana
Aug. 2019	Attention-Based Drivers, Operational Resilience, and Operational Efficiency: Model Development and Empirical Analysis (Dominic Essuman)	KNUST, Ghana	Lecturer, University of Sheffield, UK
Aug. 2019	Regulatory Institutional Environment and Operational Performance: The Roles of Governance Mechanisms and Structural Network Complexity (Emmanuel K. Anin)	KNUST, Ghana	Senior Lecturer, Kumasi Technical University, Ghana
May 2019	Innovation Novelty and Performance of Humanitarian Organisations: Boundary Roles of Innovation Intensity and External Communication (Matilda Owusu-Bio)	KNUST, Ghana	Lecturer, KNUST, Ghana
Mar. 2019	Network Resources and Sustainability Performance: Evidence from emerging markets (Christian Arinze Nwoba)	University of Leeds, UK	Lecturer, Loughborough University, UK
Aug. 2018	The Effect of the Interplay between Entrepreneurial Opportunity Process, Firm Capabilities and Environment on New Venture Performance (Francis Donbesuur)	University of Leeds, UK	Assoc Professor, University of Leicester, UK
Jul. 2018	Effect of Religious Orientation on Supply Chain Performance: The Roles of Resource Deployment and Socio-Cultural Orientation (Abdul S. Muntaka)	KNUST, Ghana	Senior Lecturer, KNUST, Ghana
Dec. 2017	Coopetition Capability of Entrepreneurial Firms in Sub-Sahara Africa (Stella Chisanga)	University of Leeds, UK	Senior Lecturer, Copperbelt University, Zambia
Apr. 2017	Organisational Resilience: Its Conceptualisation, Outcomes and Boundary Conditions (Rebecca Pieniasek - won best doctoral thesis award)	University of Leeds, UK	Lecturer, University of Leeds, UK
Apr. 2016	The Effect of Improvisation Behaviour on Salesperson Performance: Moderating Effects of Human Agency and Customer Demandingness (Abena Yeboah-Banin)	University of Leeds, UK	Senior Lecturer, University of Ghana
Dec. 2014	Export Niche Market Strategy and Export Venture Performance (Shahin Assadinia)	University of Leeds, UK	Assoc Professor, University of East Anglia, UK

SELECTED DOCTORAL THESES EXAMINED

Year of Examination	Project Title	University of Candidature	Current position of candidates
2023	Entrepreneurial mode of entry of the next generation: an inter-generational perspective	Strathmore University, Kenya	NA
2022	An evaluation of the effects of entrepreneurship education on graduate employability in Ghana	University of KwaZulu-Natal, South Africa	NA
2022	Clarifying the conceptual model of entrepreneurial orientation: examining its dimensional effects on firm performance and the moderating role of a pro-entrepreneurial architecture (External)	Loughborough University, UK	Post-Doctoral Researcher, Loughborough University
2017	Export Entry Diversity: Antecedents, Contingencies and Export Performance (External)	Loughborough University, UK	Lecturer, University of Nottingham
2016	The impact of inter-firm differences on identification with the IJV and parent firms: A faultiness and social identity perspective (Internal)	University of Leeds, UK	Lecturer, University of Leeds
2016	How does open, closed and collaborative innovation processes transform supply chain knowledge for achieving operational ambidexterity and multi-dexterity? (Internal)	University of Leeds, UK	Lecturer, University of Leeds
2016	The Power of Mindset: Construal Level and Adaptation Decisions Under Risk, Self-Control and Ethical Judgement (Internal)	University of Leeds, UK	Research Associate, University of Leeds
2014	Urban Road Transportation Systems: Energy Demand, Congestion and Emission (External)	KNUST, Ghana	Assoc Professor, Strathmore University, Kenya
2012	Entrepreneurial Passion: Drivers and Outcomes (Internal)	University of Leeds, UK	Lecturer, University of Leeds

INTELLECTUAL CONTRIBUTIONS

A. SCHOLARLY JOURNAL ARTICLES (Appearing in Journals Rated 3/4/4* in the Chartered Association of Business Schools Academic Journal Quality Guide (AJG) Only)

1. Forthcoming Articles

1. **Boso, N.**, Amankwah-Amoah, J., Essuman, D., Olabode, O. E., Bruce, P., Hultman, M., Kutsoati, J.K., & Adeola, O. (Forthcoming). Configuring political relationships to navigate host-country institutional complexity: Insights from Anglophone sub-Saharan Africa, accepted at *Journal of International Business Studies*. **AJG Rating: 4***
2. Donbesuur, F., Hultman, M., **Boso, N.** & Oghazi, P. (Forthcoming). Growth implications of creation and discovery behavior among family firms: the moderating role of venture age. *International Journal of Entrepreneurial Behavior & Research*. **AJG Rating: 3**
3. Essuman, D., Bruce, P.A., Ataburo, H., Asiedu-Appiah, F. & **Boso, N.** (Forthcoming). Linking resource slack to operational resilience: integration of resource-based and attention-based perspectives, *International Journal of Production Economics*. **AJG Rating: 3**
4. Donbesuur, F., Hultman, M., Oghazi, P. & **Boso, N.** (Forthcoming). External knowledge resources, opportunity recognition, legitimacy strategies and new venture performance: evidence from a sub-Saharan African economy. *Technological Forecasting & Social Change*. **AJG Rating: 3**
5. Fianko, A.O., Essuman, D., **Boso, N.** & Muntaka, A.S. (Forthcoming). Customer Integration and Customer Value: Contingency Roles of Innovation Capabilities and Supply Chain Network Complexity. *Supply Chain Management: An International Journal*. <https://doi.org/10.1108/SCM-12-2020-0626>. **AJG Rating: 3**

2. Published Articles

6. Hultman, M., **Boso, N.**, Yeboah-Banin, A. A., Hodgkinson, I., Souchon, A. L., Nemkova, E., ... & Hughes, P. (2022). How Agency and Self-Efficacy Moderate the Effects of Strategic Improvisational Behaviors on Sales Performance: Evidence from an Emerging Market. *European Management Review*. Volume 19, Issue 1, 1-19. <https://doi.org/10.1111/emre.12535>. **AJG Rating: 3**
7. Amankwah-Amoah, J., **Boso, N.** & Kutsoati, J.K. (2022). Institutionalization of Protection for Intangible Assets: Insights from the Counterfeit and Pirated Goods Trade in Sub-Saharan Africa. *Journal of World Business*, Volume 57, Issue 2, <https://doi.org/10.1016/j.jwb.2021.101307>. **AJG Rating: 4**
8. Donbesuur, F., Zahoor, N. & **Boso, N.** (2022). International network formation, home market institutional support and post-entry performance of international new ventures. *International Business Review*. Volume 31, Issue 3, <https://doi.org/10.1016/j.ibusrev.2021.101968> **AJG Rating: 3**
9. Olabode, O., **Boso, N.**, Hultman, M. & Leonidou, C. (2022). Big Data Analytics Capability and Market Performance: The Roles of Disruptive Business Model and Competitive Intensity. *Journal of Business Research*, Volume 139, 1218-1230. **AJG Rating: 3**
10. Nwoba, A. C., **Boso, N.**, & Robson, M. J. (2021). Corporate sustainability strategies in institutional adversity: Antecedent, outcome, and contingency effects. *Business Strategy and the Environment*, 30(2), 787-807. **AJG Rating: 3**

11. Donbesuur, F., **Boso, N.**, & Hultman, M. (2020). The effect of entrepreneurial orientation on new venture performance: Contingency roles of entrepreneurial actions. *Journal of Business Research*, 118, 150-161. **AJG Rating: 3**
12. Essuman, D., **Boso, N.**, & Annan, J. (2020). Operational resilience, disruption, and efficiency: Conceptual and empirical analyses. *International journal of production economics*, 229, 107762. **AJG Rating: 3**
13. Assadinia, S., **Boso, N.**, Robson, M. & Hultman, M. (2019). Do Export Learning Processes Affect Sales Growth in Exporting Activities? *Journal of International Marketing*, 27(3), 1-25. **AJG Rating: 3**
14. Kadić-Maglajlić, S., Micevski, M., Lee, N.J., **Boso N.**, & Vida I. (2019). Synergies and Tensions across Three-level Ethical Influences on Selling Behavior and Performance, *Journal of Business Ethics*, 156:377–397. **Financial Times 50 Elite Journal and AJG Rating: 3**
15. Assadinia, S., Kadile, V., Golgeci, I. & **Boso, N.** (2019). The Effects of Learning Orientation and Marketing Program Planning on Export Performance: Paradoxical Moderating Role of Psychic Distance, *International Small Business Journal*, 37 (5), 423-449. **AJG Rating: 3**
16. Micevski, M., Dewsnap, B., Cadogan, J. Kadic-Maglajlic, S., & **Boso, N.** (2019), Sales intra-functional flexibility: its relationship to performance and moderating effects on role stressors, *Journal of Business Research*, 10.1016/j.jbusres.2018.12.021. **AJG Rating: 3**
17. Hughes, P., Souchon, A.L., Nemkova, E., Hodgkinson, I.R., Oliveira, J.S., **Boso, N.**, Hultman, M., Yeboah-Banin, A.A. & Sy-Changco, J. (2018). Quadratic effects of dynamic decision-making capability on innovation orientation and performance: evidence from Chinese exporters, *Industrial Marketing Management*, 10.1016/j.indmarman.2018.11.005. **AJG Rating: 3**
18. **Boso, N.**, Adeleye, I., Donbesuur, F. & Gyensare, M. (2018). Do entrepreneurs always benefit from business failure experience? *Journal of Business Research*, 10.1016/j.jbusres.2018.01.063. **AJG Rating: 3**
19. Adomako, S., Danso, A., **Boso, N.**, & Narteh, B. (2018). Entrepreneurial alertness and new venture performance: facilitating roles of networking capability, *International Small Business Journal*, 36(5), 453–472. **AJG Rating: 3**
20. Oliveira, J. S.; Yazdani, N.; Cadogan, J.; Hodgkinson, I., Story, V.M. & **Boso, N.** (2018). The empirical link between export entry mode diversity and export performance: a contingency- and institutional-based examination, *Journal of Business Research*, 10.1016/j.jbusres.2017.12.001. **AJG Rating: 3**
21. Kadic-Maglajlic, S., **Boso, N.** & Micevski, M. (2017). How does Internal Marketing Drive Customer Satisfaction in Matured and Maturing European Markets? *Journal of Business Research*, 10.1016/j.jbusres.2017.09.024. **AJG Rating: 3**

22. **Boso, N., Adeola, O., Danso, A. & S. Assadinia** (2017). The Effect of Export Marketing Capabilities on Export Performance: Moderating Role of Dysfunctional Competition, *Industrial Marketing Management*, 10.1016/j.indmarman.2017.09.006. **AJG Rating: 3**
23. Adeola, O., **Boso, N.** & Evans, O. (2017). Drivers of international tourism demand in Africa, *Business Economics*, 10.1057/s11369-017-0051-3. **AJG Rating: 3**
24. **Boso, N.,** Donbesuur, F., Bendega, T., Annan, J. & Adeola, O. (2017). Does organizational creativity always drive market performance? *Psychology & Marketing*, 10.1002/mar.21039. **AJG Rating: 3**
25. **Boso, N.,** Danso, A., Leonidou, C., Uddin, M.M., Adeola, O., & Hultman, M. (2017). Does Financial Resource Slack Drive Sustainability Expenditure in Developing Economy Small and Medium-Sized Enterprises? *Journal of Business Research*, 10.1016/j.jbusres.2017.06.016. **AJG Rating: 3**
26. Amankwah-Amoah, J. **Boso, N.,** & Deborah, J. (2017). Africa Rising in an Emerging World: An International Marketing Perspective, *International Marketing Review*, 10.1108/IMR-02-2017-0030. **AJG Rating: 3**
27. **Boso, N.,** Deborah, J. & Amankwah-Amoah, J. (2017). International Marketing Strategies of Emerging Market Firms: Nature, Boundary Conditions, Antecedents, and Outcomes, *International Marketing Review*, 10.1108/IMR-01-2017-0008. **AJG Rating: 3**
28. **Boso, N.,** Oghazi, P. & Hultman, M. (2017). International Entrepreneurial Orientation and Regional Expansion, *Entrepreneurship & Regional Development*, 27 (2), 4-26. **AJG Rating: 3**
29. Banin-Yeboah, A., **Boso, N.,** Magnus Hultman, M., Souchon, A., Hughes, P., & Memkova, E. (2016). Salesperson Improvisation: Conceptualization and Empirical Examination of its Sales Performance Outcomes, Antecedents and Boundary Conditions, *Industrial Marketing Management*, 59, 120-130. **AJG Rating: 3**
30. Cadogan, J., **Boso, N.,** Story, V.M., & Adeola O. (2016). Export strategic orientation-performance relationship: examination of its enabling and disabling boundary conditions, *Journal of Business Research*, 69(11), 5046-5052. **AJG Rating: 3**
31. Amankwah-Amoah, J., **Boso, N.** & Antwi-Agyei, I. (2016). Imprinting Effects of Entrepreneurial Business Failure Experiences on Successive Entrepreneurial Engagements, *Group & Organization Management*, 10.1177/1059601116643447. **AJG Rating: 3**
32. **Boso, N.,** Story, N., Cadogan, J., Annan, J., Kadić-Maglajlić, S. and Micevski, M. (2016). Enhancing sales benefits of radical product innovativeness in internationalizing small and medium-sized enterprises, *Journal of Business Research*, 69(11), 5040-5045. **AJG Rating: 3**
33. Story, V.M., **Boso, N.,** & Cadogan, J.W. (2015). The Form of Relationship between Firm-level Product Innovativeness and New Product Performance in Developed and Emerging Markets, *Journal of Product Innovation Management*, 32(1), 45–64. **AJG Rating: 4**
34. **Boso, N.,** Story, V.M., & Cadogan, J.W. (2013). Entrepreneurial orientation, market orientation, network ties, and performance: study of entrepreneurial firms in a developing economy, *Journal*

of *Business Venturing*, 28, 708–727. **AJG Rating: 4**

35. **Boso, N.**, Story, V.M., Cadogan, J.W., Micevski, M. & Kadić-Maglajlić, S. (2013). Firm innovativeness and export performance: environmental, networking and structural contingencies, *Journal of International Marketing*, 21(4), 62–87. **AJG Rating: 3**
36. **Boso, N.**, Cadogan, J.W. & Story, V.M. (2012). Complementary Effect of Entrepreneurial and Market Orientations on Export New Product Success under differing levels of Competitive Intensity and Financial Capital, *International Business Review*, 21 (4), 667–681. **AJG Rating: 3**
37. **Boso, N.**, Story, V.M., & Cadogan, J.W. (2012). Entrepreneurial Orientation and Market Orientation as Drivers of Product Innovation Success: A Study of Exporters from a Developing Economy, *International Small Business Journal*, 31(1), 57–81. **AJG Rating: 3**

B. ARTICLES IN OTHER SCHOLARLY JOURNALS AND BOOK CHAPTERS

1. Anin, E. K., **Boso, N.**, & Asamoah, D. (2021). Moderating effect of supply chain complexity in governance mechanisms and operational performance relationship: Evidence from a sub-Saharan African market. *Africa Journal of Management*, 7 (3), 400–422. **AJG Rating: 2**
2. Adeola, O., **Boso, N.**, Osabutey, E. L., & Evans, O. (2020). Foreign Direct Investment and Tourism Development in Africa. *Tourism Analysis*, 25(4), 395-408. **AJG Rating: 2**
3. Bruce, P. A., & **Boso, N.** (2020). Realizing the 2030 Agenda for Sustainable Development in Sub-Saharan Africa: The Role of Entrepreneurial Activities of Women and Disadvantaged Groups. In *Empowering African Women for Sustainable Development* (pp. 97-106). Palgrave Macmillan, Cham.
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D. SELECTED PEER-REVIEWED CONFERENCE PROCEEDINGS (2016 to Present ONLY)

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4. Donbesuur, F., **Boso, N.**, & Hultman, M. (2020). The impact of opportunity recognition and entrepreneurial legitimacy on the knowledge acquisition–venture performance relationship: An emerging market perspective, proceedings of *2020 American Marketing Association Summer Academic Conference*, San Francisco, USA (held virtually), August 21 – 23, 2020.
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Selected Major Research Projects Under Review

1. Unravelling the concept of international product adaptation and its performance outcomes: A systematic review and research roadmap, *Journal of World Business* (major revision decision: JWB-D-21-00612R1)
 2. Improvisational responses and operational resilience under varying conditions of supply chain disruption, *Journal of Business Logistics* (minor revision decision : ID JBL-Feb-2022-8107.R1)
 3. Leveraging organizational learning to drive improvised decision-making in exporting firms, *Industrial Marketing Management* (major revision decision : IMMGT-D-22-00553R1)
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These are available upon your request