

2022 PhD Camp on Research in B2B Markets

Tuesday, August 9

Noon

Lunch

1:00 - 1:05 p.m.

Welcome to the Camp

Kersi Antia

1:05 - 1:10 p.m.

Welcome from our host UIC

1:10 - 1:30 p.m.

Fellow & Counselor Introductions

Lisa Scheer

1:30 - 1:50 p.m.

ISBM Welcome &
Funding Opportunities

Stefan Wuyts

1:50 - 2:00 p.m.

ISBM's IPSS online doctoral seminars

Andrew Petersen

2:00 - 2:15 p.m.

Networking Break

2:15 - 3:30 p.m.

Working with Practitioners

**Son Lam
Andrew Crecelius
Unnati Narang**

3:30 - 3:45 p.m.

Networking Break

3:45 - 5:00 p.m.

Obtaining Secondary Data Creatively

**Elham Ghazimatin
Vishal Kashyap
Nandini Ramani**

5:00 - 5:15 p.m.

Networking Break

5:15 - 6:30 p.m.

**The Joys & Trials of Collaboration:
Things to Consider**

**David Griffith
Vamsi Kanuri
Kenneth Wathne**

6:30 p.m.

Cocktail Reception

2022 PhD Camp on Research in B2B Markets

Wednesday, August 10

Breakfast on Your Own

8:00 - 8:30 a.m. Coffee/Tea/Water Available

8:30 - 10:15 a.m. Research Roundtables: Workshops with Feedback from Mentors

10:15 - 10:30 a.m. Networking Break

10:30 - 11:50 a.m. **Career Strategies -- While Dealing with Life**

Defining the Finish Line, Finding a Pacer, and Surviving

Colleen Harmeling

Balancing Act: Sustaining Productivity While Life Happens

Mark Houston

11:50 a.m. - noon Camp Wrap-up and Farewell

Noon Lunch with ISBM Academic Conference Attendees

2022 Camp & Conference Events Overview

Monday, August 8

1:00 - 5:30 p.m.	Theory Construction Workshop	Ajay Kohli
------------------	------------------------------	------------

Tuesday, August 9

8:30 a.m. - noon	Theory Construction Workshop	Ajay Kohli
------------------	------------------------------	------------

noon - 1:00 p.m.	Lunch - Camp	
------------------	--------------	--

1:00 - 6:00 p.m.	PhD Camp Sessions	
------------------	-------------------	--

6:00 - 9:00 p.m.	Reception	
------------------	-----------	--

Wednesday, August 10

8:00 - 8:30 a.m.	Breakfast	
------------------	-----------	--

8:30 a.m. - noon	PhD Camp Sessions	
------------------	-------------------	--

noon - 1:00 p.m.	Lunch - Camp & Conference	
------------------	---------------------------	--

1:00 - 5:00 p.m.	Conference	
------------------	------------	--

6:00 - 8:30 p.m.	Reception & Award	
------------------	-------------------	--

Thursday, August 11

8:00 - 8:30 a.m.	Breakfast	
------------------	-----------	--

8:30 a.m. - 5 p.m.	Conference	
--------------------	------------	--

5:30 - 8:30 p.m.	Closing Reception	
------------------	-------------------	--