

12-01-16

## **DANIEL B. DAVIS**

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### **INTERESTS**

Central Research Themes:

- Entrepreneurism and Social Innovation
- Organizational Culture in Higher Education
- Occupations and College-to-Career Transitions

### **EDUCATION**

PhD Sociology, University of California, San Diego (*ABD, expected June 2017*)  
MA Sociology, Humboldt State University, 2011  
MA Biblical & Theological Studies, Biola University, 2006  
Certificate, Fundraising & Non-Profit Leadership, University of California, Irvine, 2003  
BA/BA Psychology and Social Science, Vanguard University, 2003

### **ACADEMIC POSITIONS**

2015-Present. Point Loma Nazarene University, Half-Time Faculty (non-adjunct)

SOC 476: Senior Seminar in Sociology  
SOC 475: Sociology of Education  
SOC 460: Research Methods and Design  
SOC 430: Sociology of Religion  
SOC 260: Sociological Analysis  
SOC 101: Introduction to Sociology

2014-Present. San Diego State University, Lecturer with Multi-Year Contract

SOC 412: The Social Construction of Reality  
SOC 408: Qualitative Research Methods  
SOC 403: Contemporary Social Theory  
SOC 401: Classical Social Theory

2012-2014. CREATE (Center for Research in Educational Equity, Assessment, and Teaching Excellence), UC San Diego, Graduate Researcher. Evaluated undergraduate research opportunities in STEM fields. Presented findings to the provost and board of Jacobs School of Engineering.

### **CURRENT PROJECTS**

2018. Book Proposal: “*Enterprising Careers: How Universities are Transforming College-To-Work Pathways for Better and Worse.*” Funded by the Kauffman Foundation, \$110,000. Princeton University

Press and Chicago University Press have both expressed high interest in publishing the book. Formal proposals for the publishers are in development. Equal co-author: Amy Binder, UC San Diego. This book will explore all of the ways that universities in the U.S. have changed the college-to-career transition process over the past few decades. A central focus is on the rise of entrepreneurship education and the ways in which this fits into the new economy and its emphasis on alternate employment arrangements.

2017. Dissertation (three journal article format): *The Ventured Student: University Promoted Undergraduate Entrepreneurism and the New Economy*

1. "University-Sponsored Incubators: A Field Level Analysis and Typology of California's Programs"
2. "The Ventured Self: The Mechanisms Driving Entrepreneurial Identity Construction"
3. "The Ventured Student: Entrepreneurship Education and the Range of Student Outcomes"

Committee: Chair- Amy Binder (Sociology), Jeff Haydu (Sociology), John Skrentny (Sociology), Kevin Lewis (Sociology), and Joseph Engelberg (Rady School of Management)

## BOOK

**Davis, Daniel.** Forthcoming. *Contingent Academic Labor: Evaluating Conditions to Improve Outcomes*. Sterling, VA: Stylus Publishing. (In final editing stages with publisher)

## JOURNAL ARTICLES

**Davis, Daniel** and Amy Binder. 2016. "Selling Students: The Rise of Corporate Partnership Programs in University Career Centers." *Research in the Sociology of Organizations*, 46: 395-422.

Binder, Amy, **Daniel Davis**, and Nick Bloom. 2016. "Career Funneling: How Elite Students Learn to Define and Desire 'Prestigious' Jobs." *Sociology of Education*, 89(1): 20-39.

- Currently nominated for

## OTHER PUBLICATIONS

**Davis, Daniel.** Forthcoming. "Career Funneling" and "Selling Students" case study videos. "Sociology Collection: Higher Education." *SAGE Video*, by SAGE Publishing. <https://us.sagepub.com/en-us/nam/Sociology-video>.

**Davis, Daniel** and Valentina Assenova (Yale). 2016. Interview with Elizabeth Pontikes (Univ. of Chicago) about her ASQ article (2016:1-39) "The Non-Consensus Entrepreneur: Organizational Responses to Vital Events." Published in the Administrative Science Quarterly Blog: <https://asqblog.com/2016/09/28/pontikes-barnett-2016-the-non-consensus-entrepreneur-organizational-responses-to-vital-events>.

**Davis, Daniel.** 2012. "Syllabus and Instructors Guide- SOC 382: Intro to Social Research." *TRAILS: Teaching Resources and Innovations Library for Sociology*. Washington DC: American Sociological Association.

**Davis, Daniel.** 2012. "Instructors Manual and Resources Accompaniment" to H. Russel Bernard's, *Social Research Method: Qualitative and Quantitative Methods, 2nd edition*. Thousand Oaks, CA: SAGE.

## MEDIA COVERAGE OF RESEARCH

### Career Centers and Corporate Partnership Programs

- *Yale Daily News* (Spt. 7, 2016) “OCS Avoids Corporate Recruitment Partnerships”
- *Inside Higher Ed* (July 5, 2016) “Career Counselors or Headhunters?”

### Career Funneling

- *TheSocietyPages.org* (Jan. 28, 2016) “How Elite Students Choose ‘Prestigious’ Jobs”
- *CBS News* (Dec. 1, 2015), “One Reason Why Elite Students Aim for Elite Careers”
- *Chronicle of Higher Education* (Nov. 24, 2015) “Why So Many New Graduates of Elite Colleges Flock to the Same Kinds of Jobs”
- *Washington Monthly* (Oct. 2014), “Why Are Harvard Grads Still Flocking to Wall Street?”

## PEER REVIEWER

Journal: *Sociology of Education*, 2015 (x1), 2016 (x1)

Textbook: *SAGE Social Research Methods*, 2015

## GRANTS & FELLOWSHIPS

2016. Research Grant, Co-PI with Amy Binder, Kauffman Foundation, \$110,542

2016. Dissertation Fellowship, Kauffman Foundation, \$20,000

2015. Research Fellowship, Spencer Foundation, \$10,000 (PI: Prof. Amy Binder)

2013-2014. Research Fellowship, CREATE (Center for Research in Educational Equity, Assessment, and Teaching Excellence at UCSD) / NSF (#EEC-1062979). \$30,000 Fellowship. Evaluated the effectiveness of STEM research opportunities for undergraduates across UC San Diego.

2012-2013. UCSD, Tribal Scholar Fellowship. \$64,000

2011. HSU, College of Arts, Humanities & Social Sciences Fellowship. \$2,000 in scholarship and academic travel money, for undergraduate Research Assistants on student development theory project

2011. Lilly Endowment with The Louisville Institute. \$15,000 grant for applied social psychological research on aspects of spirituality, identity formation, and life-decisions

2007. Hansen Family Fund Community Service Grant, \$1,000

2006-2009. Rock Harbor Foundation Grant. \$90,000 over four years to start up the Catalyst Association non-profit in Arcata, CA. A community service organization. Unrestricted for start-up costs

2003-2006. Native American Fellowship, Office of Diversity, Biola University. \$24,000 over three years

2001. Navigators’ Teachers Grant, Newport Harbor High School Foundation. \$2,000

## CONFERENCE PAPERS & PROFESSIONAL REPORTS/PRESENTATIONS

2017. Invited: *Career Funneling*. Department of Sociology Colloquium, University of Southern California
2016. Paper: *University-Sponsored Incubators: A Field Level Analysis and Typology of California's Programs*. American Sociological Association (ASA), Seattle, WA
2016. Invited: *University Incubators: An Inventory and Typology*. Colloquium on Accelerating and Incubating Early-Stage Entrepreneurs. Goizueta Business School, Emory Univ., Atlanta, GA
2016. Paper: *University Sponsored Incubators: Features of New Applied Pedagogical Opportunities*. Experiential Learning Conference, Sixth College, UC San Diego, San Diego, CA
2016. Invited: *Silicon State University: The Spread of University-Sponsored Incubators in California*. Kauffman Foundation Annual Conference on Entrepreneurship, Kansas City, MO
2016. Paper: *Incubated: How Academic Capitalism Impacts Student Entrepreneurism*. Allied Social Sciences Association (ASSA)/Kauffman Emerging Scholars Program, San Francisco, CA
2015. Paper: *The Non-Tenure Track Faculty Report Card: Measuring Labor Conditions Across Institutions*. Pacific Sociological Association (PSA), Long Beach, CA
2014. Paper: *The Next Evolution in University and Corporate Relations: A Network Analysis*. American Sociological Association (ASA), San Francisco, CA
2014. Paper: *First Generation College Students: How Do Some Go from Underprivileged to Overachievers?* Pacific Sociological Association (PSA), Portland, OR
2014. Paper: *Proposing a Stronger Link for Engaging Undergraduates in Graduate Student Research*. Experiential Learning Conference, University of California, San Diego, CA
- 2013 & 2014. Report: *Evaluating Three STEM Summer Internship Programs at UCSD: Trends & Recommendations*. Contracted via CREATE (The Center for Educational Equity, Assessment, and Teaching Excellence), University of California, San Diego, CA
2013. Workshop: *Creating Effective Video for Training & Classroom Use- Camtasia & YouTube*. Online Teaching Conference. Long Beach, CA ([www.onlineteachingconference.org](http://www.onlineteachingconference.org))
2013. Paper: *Persevere or Pivot?: Research Strategies When Ideas and Resources Fail to Align*. Graduate Research Conference. University of California, San Diego, CA
2013. Paper: *Examining the Progress of Student Affairs as a Rising Profession within Higher Education*. Pacific Sociological Association Conference. Reno, NV. With Alexis Grant, Humboldt State Univ.
2013. Paper: *Female Faculty in Community Colleges: Marginalized or Empowered*. Interdisciplinary Conference for Gender Research. University of California, San Diego, CA
2012. Paper: *Student Development Theory: Engaging a Crossover Literature Helpful for Sociologists Who Work with Students*. Pacific Sociological Association (PSA), San Diego, CA

2011. Workshop: *Using Student Development Theory*. Humboldt State University, Dpt. of Student Affairs

2010. Co-Authored Report: *Building the Capacity for Change: Improving the Structure and Culture of Decision-Making at HSU*. The culmination of 18mo. service on a campus-wide Cabinet for Institutional Change tasked with investigating solutions to challenges raised by accreditation issues

2010. Workshop: *Using Strengths for Teams and Counseling*. Humboldt State, Career Center Staff

2009. Workshop: *Tips for Student Organizing*. College of the Redwoods, Associated Student Body

2002. Poster: *Student Involvement at Vanguard University to Assess Educational Effectiveness through Syllabi Analysis: Do Syllabi Reflect Plans to Satisfy Institutional Educational Targets and Goals?* Western Association of Schools & Colleges (WASC) Annual Convention, San Diego, CA

## **PROFESSIONAL SERVICE**

2014-2015. Newsletter Editor / Webmaster, *ASA Section in the Sociology of Education*

2009-2010. Cabinet for Institutional Change, Humboldt State University. Graduate representative on university task force, led by the provost, charged with identifying critical areas for large-scale structural change at HSU in response to WASC accreditation concerns

2007-2009. Northern California Association of Non-Profits (NorCAN), Steering Committee. NorCAN is a regional association with over 150 member non-profits. It does lobbying and hosts an annual conference, a newsletter, a list-serve, workshops and additional resources serving area non-profits

2001-2003. Psi Chi: The National Honor Society in Psychology, President, Vanguard Univ. Chapter

## **ACADEMIC AWARDS & HONORS**

2011. Graduate Student of the Year Award. Officially titled: Patricia O. McConkey Outstanding Graduate Student Award. Humboldt State University

2003. Delta Kappa Leadership Award

Given to 10 students annually, university wide, for overall leadership and character. Vanguard University.

2003. Student of the Year Award for Undergraduate Psychology  
Psychology Department, Vanguard University.

2002. Psi Chi Service Award, Honor Society in Psychology, Vanguard University

2001. Faculty Service Recognition Award, Newport Harbor High School

## **CURRENT AFFILIATIONS**

- American Sociological Association (ASA)
  - Sections: Sociology of Education; Occupations, Organizations, and Work
- Academy of Management (AOM)
  - Divisions: Entrepreneurism; Careers; Organization and Management Theory
- Pacific Sociological Association (PSA)
- Association for the Study of Higher Education (ASHE)
- Center for Research on Gender in the Professions, Hosted at UC San Diego

## **OTHER ENTREPRENEURIAL & PROFESSIONAL EXPERIENCE**

Chief Communications Officer, 2016-Present, The Entrepreneurship Challenge / The Basement Incubator. The E-Challenge is the largest business pitch competition at UC San Diego, giving out \$100,000 of seed money annually; The Basement is the only undergraduate incubator at UCSD.

Community Organizer, 2016-Present, 1MillionCups.Com/SanDiego, A weekly educational gathering for entrepreneurs to practice pitches and receive feedback. Over 70 chapters nationwide.

Founder & Executive Dir., 2006-2011, Catalyst Association, a community service non-profit, Arcata, CA

Residence Life Coordinator / Student Affairs Intern, 2002-2005, Vanguard University, Costa Mesa, CA

College Guidance Specialist / SAT Site Supervisor, 2001-2003, Newport Harbor H.S., Newport Beach, CA