

## DANIEL B. DAVIS

Curriculum Vitae

01-11-2018

Department of Sociology  
University of California, San Diego  
9500 Gilman Dr. La Jolla, CA 92093  
dbdavis@ucsd.edu

1311 La Palma St. #2  
San Diego, CA 92109  
www.danieldavis.net  
707-362-0186

### EDUCATION

Ph.D. Sociology, University of California, San Diego (*ABD, expected March 2018*). Dissertation:  
*The Ventured Student: Impacts of University Startup Culture*

M.A. Sociology, Humboldt State University, 2011

Certificate, Fundraising & Nonprofit Management, University of California, Irvine, 2003

B.A./B.A. Psychology and Social Science, Vanguard University of Southern California, 2003

### PUBLICATIONS

#### Book

Davis, Daniel. 2017. *Contingent Academic Labor: Evaluating Conditions to Improve Student Outcomes*. Sterling, VA: Stylus Publishing.

#### Refereed 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.  
*2017 James Coleman Best Article Award, Sociology of Education Section, ASA*

#### Work in Progress

Davis, Daniel. *Toward a Unified Sociological Identity Theory: The Case of Entrepreneurs*.

Davis, Daniel. *University Startup Ecosystems: How Decentralized Entrepreneurial Environments Benefit Students*.

Davis, Daniel. *Failing Forward? How University Startup Programs' Valorization of Risk Taking Funnels Students Toward Precarious Employment*.

Davis, Daniel and Amy Binder. *How Universities Transform College-To-Work Pathways*.

## Web-Based Publications

Davis, Daniel, Sandy Yu (Berkeley), and Daniel Fedher (USC). 2017. "Early Stage Entrepreneurship Support Programs." *State of the Field: Distilling the Universe of Entrepreneurship Research*. Kauffman Foundation: [kauffman.org/microsites/state-of-the-field/topics/entrepreneurial-support-programs](http://kauffman.org/microsites/state-of-the-field/topics/entrepreneurial-support-programs).

Interviewed for Research Case Study Videos. 2016. "Career Funneling" and "Selling Students" case studies. "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 article "The Non-Consensus Entrepreneur." *Administrative Science Quarterly Blog*: <https://asqblog.com/2016/09/28/pontikes-barnett-2016-the-non-consensus-entrepreneur-organizational-responses-to-vital-events>.

## Other Publications

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.

## ACADEMIC AWARDS AND HONORS

2017. James Coleman Outstanding Article Award for "Career Funneling: How Elite Students Learn to Define and Desire 'Prestigious' Jobs." Sociology of Education Section of the American Sociological Association (ASA)

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

## GRANTS & FELLOWSHIPS

2016. Research Grant, Kauffman Foundation, \$110,542 (PI: Amy Binder)

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

2015. Research Fellowship, Spencer Foundation, \$10,000 (PI: 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 career and identity formation.

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

## INVITED TALKS

2017. *Career Funneling*. Department of Sociology Colloquium, University of Southern California, Los Angeles, CA

2017. *Entrepreneurial Identity Formation*. Kauffman Entrepreneurship Scholars Conference, Kansas City, MO

2016. *Silicon State University: The Spread of University-Sponsored Incubators in California*. Kauffman Entrepreneurship Scholars Conference, Kansas City, MO

2016. *University Incubators: An Inventory and Typology*. Colloquium on Accelerating and Incubating Early-Stage Entrepreneurs. Goizueta Business School, Emory University, Atlanta, GA

## CONFERENCE PARTICIPATION

2017. Paper: *Toward a Unified Identity Theory: The Case of Entrepreneurism*. American Sociological Association (ASA), Montreal, Quebec, Canada.

2016. Paper: *University-Sponsored Incubators: A Field Level Analysis and Typology of California's Programs*. American Sociological Association (ASA), Seattle, WA

2016. Paper: *University Sponsored Incubators: Features of New Applied Pedagogical Opportunities*. Experiential Learning Conference, Sixth College, UC San Diego, San Diego, CA

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. 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

## TEACHING EXPERIENCE

2018, Winter. UC San Diego, Associate In (Instructor of Record)  
Inequality and Jobs

2014-Present. San Diego State University, Lecturer  
Qualitative Research Methods  
The Social Construction of Reality  
Contemporary Social Theory  
Classical Social Theory

2015-Present. Point Loma Nazarene University, Part-Time Faculty  
Research Methods and Design  
Senior Seminar in Sociology  
Sociology of Education  
Sociology of Religion  
Social Problems  
Introduction to Sociology

## RESEARCH TEAM EXPERIENCE

2015-2017. *The Organizational Influence of Universities on Student College-to-Career Transitions*. Led to multiple article projects. Funded by the Kauffman Foundation.

2013-2014. *Evaluating Three STEM Summer Internship Programs at UCSD: Trends & Recommendations*. Contracted via CREATE (The Center for Educational Equity, Assessment, and Teaching Excellence), UCSD. NSF funded.

2010-2011. Co-Authored Report: *Building the Capacity for Change: Improving the Structure and Culture of Decision-Making at Humboldt State University*. The culminating report of the Cabinet for Institutional Change, led by the provost, charged with identifying critical areas for large-scale structural change at HSU in response to WASC accreditation concerns.

## **SERVICE TO PROFESSION**

### **Peer Reviewer**

Journals: *Social Forces* 2018; *American Sociological Review* 2017; *Sociology of Education* 2016, 2017

Textbook: *SAGE Social Research Methods*, 2015

### **Positions Held**

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

## **MEDIA COVERAGE OF RESEARCH**

### Career Centers and Corporate Partnership Programs

*The San Francisco Chronicle* (Jan. 9, 2018) “Don’t Let Your Young People Sell Their Souls”

*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?”

## **RESEARCH-RELEVANT COMPUTATIONAL SKILLS**

Python - coding, web scraping, topic modeling

Tableau - data visualization

UCINET - network analysis

SPSS - statistics

Dedoose - qualitative data analysis

ATLAS.ti - qualitative data analysis

## **PROFESSIONAL AFFILIATIONS**

Association for the Study of Higher Education (ASHE)

American Sociological Association (ASA)

Sections: Sociology of Education; Occupations, Organizations, and Work

Academy of Management (AOM)

Divisions: Organization and Management Theory; Careers; Entrepreneurism

Center for Research on Gender in the Professions, UC San Diego

## **OTHER PROFESSIONAL EXPERIENCE**

2016-2017. Organizer, 1MillionCups.Com/SanDiego, A weekly educational gathering for entrepreneurs to practice pitches and receive feedback. Sponsored by the Kauffman Foundation. 100+ chapters nationwide

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

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