

## DANIEL B. DAVIS

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### APPOINTMENTS

2018-Present, Visiting Scholar, Yankelovich Center for Social Science Research, UC San Diego

2014-Present, Part-Time Sociology Faculty, Point Loma Nazarene University, San Diego

### EDUCATION

- Ph.D. Sociology, University of California, San Diego, 2018
  - Dissertation: *The Ventured Student: Impacts of University Startup Culture*
- M.A. Sociology, Teaching Track, Humboldt State University, 2011
- M.A. Biblical and Theological Studies, Talbot School of Theology, Biola University, 2006
- 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. 2018. Review of "Speaking of Universities." (2017). By Stefan Collini. *Teachers College Record*.

Davis, Daniel. "Towards a Unified Sociological Identity Theory: The Case of Entrepreneurs." Target Journal: *Organization Science*.

Davis, Daniel. "University Startup Ecosystems: How Decentralized Entrepreneurial Environments Benefit Students." Target Journal: *Entrepreneurship Theory and Practice*.

Davis, Daniel. "Failing Forward? How University Startup Programs' Valorization of Risk Taking Funnel Students Toward Precarious Employment." Target Journal: *American Sociological Review*.

Davis, Daniel and Amy Binder. "How Universities Transform College-To-Work Pathways." Target Journal: TBD.

### 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

## **COURSES TAUGHT**

UC San Diego, Associate-In (Instructor of Record)  
Inequality and Jobs

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

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

## **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, 2018

Textbooks: *Education and Society: An Introduction to Critical Issues in the Sociology of Education* 2017 (eds. Domina, Gibbs, Nunn, & Penner) University of California Press; *Social Research Methods*, 2015 SAGE.

### **Positions Held**

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

## **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

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

*LinkedIn* (Apr. 22, 2016) “The Career Funnel Is Upside Down” by Sam Welch

*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

## **PROFESSIONAL AFFILIATIONS**

- Academy of Management (AOM)
  - Divisions: Organization and Management Theory; Careers; Entrepreneurism
- American Sociological Association (ASA)
  - Sections: Sociology of Education; Occupations, Organizations, and Work
- 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. Founding & Lead Pastor, Catalyst Church, 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.