

# DANIEL B. DAVIS, PhD

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## POSITIONS

2020-Present, Principal Investigator, Labor Lab ([laborlab.com](http://laborlab.com))  
2019-Present, Instructor of Sociology, UC San Diego  
2014-Present, Instructor of Sociology, San Diego State University

## 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. Religious Studies, 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

2017. Davis, Daniel. *Contingent Academic Labor: Evaluating Conditions to Improve Student Outcomes*. Sterling, VA: Stylus Publishing.
- Reviewed by Mary Taylor Huber in *Change: The Magazine of Higher Learning* (2019), 51(4)
  - Reviewed by William Christopher Brown in *Academic Labor: Research & Artistry* (2018)

### Journal Articles

2019. Davis, Daniel. "How Sociology's Three Identity Theory Traditions Clarify the Process of Entrepreneurial Identity Formation." *Journal of Enterprising Culture*, 27(4): 355-384.
2019. Davis, Daniel and Amy Binder. 2019. "Industry, Firm, Job Title: The Layered Nature of Early Career Advantage for Graduates of Elite Private Institutions." *Socius: Sociological Research for a Dynamic World*. <https://journals.sagepub.com/doi/10.1177/2378023119859711>
2019. Walshok, Mary, **Daniel Davis**, and Josh Shapiro. (July 19, 2019). "The Role of Philanthropy in Regional Economic Development: The Donor View." *Nonprofit Quarterly*: <https://nonprofitquarterly.org/the-role-of-philanthropy-in-regional-economic-development-the-donor-view/>

2016. Davis, Daniel, and Amy Binder. "Selling Students: The Rise of Corporate Partnership Programs in University Career Centers." *Research in the Sociology of Organizations*, 46: 395-422.
2016. Binder, Amy, **Daniel Davis**, and Nick Bloom. "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. "Outcomes from Centralized Versus Decentralized Approaches to Organizing University Entrepreneurship Programming."  
Target Journal: TBD
- Davis, Daniel. "How Startup Culture Promotes Risk Tolerance as a Virtue, Leading to Stratified Rewards."  
Target Journal: *Social Psychology Quarterly*
- Raphael Cuomo, **Daniel Davis**, Stephan Goetz, Josh Shapiro, and Mary Walshok. "Religiosity on Regional Resilience to Recession."  
Revise & Resubmit: *Risks, Hazards, and Crisis in Public Policy*
- Raphael Cuomo, **Daniel Davis**, Josh Shapiro, Mary Walshok. "Personality of Place: Regional Psychosocial Characteristics of Economic Activity."  
Target Journal: *The Social Science Journal*

## OpEds, Book Reviews, Invited Publications

2019. Davis, Daniel. (August 28). "A Contingent Faculty Compromise." *Inside Higher Ed*.  
<https://www.insidehighered.com/views/2019/08/28/we-need-new-approach-contingent-faculty-pay-opinion>
2018. Davis, Daniel. Review of "Speaking of Universities." (2017). By Stefan Collini. *Teachers College Record*. Published May 17, 2018, ([www.tcrecord.org](http://www.tcrecord.org), ID # 22369).
2016. 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>.
2016. Davis, Daniel and Valentina Assenova (Yale). 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>.
2012. Davis, Daniel. "Syllabus and Instructors Guide- SOC 382: Intro to Social Research." *TRAILS: Teaching Resources and Innovations Library for Sociology*. Washington DC: American Sociological Association.

## Commissioned Evaluation Research

2019. Davis, Daniel and Carey Blakely. (2019) San Diego Civic Interests: A Look at the Proposed Convention Center Expansion in the “For a Better San Diego” Initiative. Funding from the Girard Foundation.
2019. Davis, Daniel, Adam Cole, Carey Blakely, Joanna Sun, and Shu-Hong Zhu. (2019) “Tobacco-Use Prevention Education Key Informant Interview Report: Examining the State of Tobacco and Vaping Use as well as Prevention Efforts and Areas of Concern at California High Schools in 2018.” Prepared for the California Department of Education, Contract #: CDE-CN170384.
- 2013-2014. Davis, Daniel. *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.

## 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

- 2016-2018. Research Grant, Kauffman Foundation, \$110,542 (with PI: Amy Binder)
- 2016-2017. Dissertation Fellowship in Entrepreneurism, Kauffman Foundation, \$20,000
2015. Research Fellowship, Spencer Foundation, \$10,000 (with 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

2019. Paper: *Industry, Firm, Job Title: The Layered Nature of Early-Career Advantage for Graduates of Elite Private Universities*. American Sociological Association (ASA), New York, NY

2018. Paper: *Failing Forward? How University Startup Programs' Valorization of Risk-Taking Primes Undergraduates for Precarious Employment*. Pacific Sociological Association (PSA), Long Beach, CA

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, Lecturer

- Inequality and Jobs
- The Social Organization of Education

San Diego State University, Lecturer

- Introduction to Sociology
- Contemporary Social Theory
- Classical Social Theory
- Qualitative Research Methods
- The Social Construction of Reality

Point Loma Nazarene University, Part-Time Faculty

- Research Methods and Design
- Senior Seminar in Sociology
- Sociology of Education
- Sociology of the Family
- Sociology of Religion
- Social Problems
- Introduction to Sociology

## **SERVICE TO PROFESSION**

### **Reviewer**

Journals:

*American Sociological Review* 2019, 2017

*Qualitative Sociology* 2019

*Risk, Hazards, & Crisis in Public Policy* 2019

*Social Forces* 2019, 2018

*Sociology of Education* 2018, 2017, 2016

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**

2019-2020, Postdoctoral Scholar, UC San Diego Extension

2018-2019. Webmaster, *Yankelovich Center for Social Science Research*

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

## **MEDIA MENTIONS AND CITATIONS**

Higher Education and Career Formation

*Viewpoint Magazine* (Spt. 25, 2018) “Is Higher Education as We Know it Finished?”

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**

- SPSS - statistics
- Tableau - data visualization
- NVivo- qualitative data analysis
- Dedoose - qualitative data analysis
- UCINET - network analysis

## **PROFESSIONAL AFFILIATIONS**

- American Sociological Association (ASA)
  - Sections: Sociology of Education; Occupations, Organizations, and Work
- Academy of Management (AOM)
  - Divisions: Organization and Management Theory; Careers; Entrepreneurism

## **OTHER PROFESSIONAL EXPERIENCE**

2018-2019. Founder: [www.methodsmmentor.com](http://www.methodsmmentor.com). A research methods website offering video tutorials for undergraduates.

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.