

## **EILEEN M. OTIS**

Northeastern University  
Department of Sociology and Anthropology  
International Affairs Program  
360 Huntington Ave  
Boston, MA 02115  
Email: e.otis@northeastern.edu

### **EDUCATION**

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Ph.D., Sociology, University of California, Davis, 2003

M.A., East Asian Languages and Cultural Studies, University of California, Santa Barbara, 1999

M.A., Sociology, University of California, Davis, 1996

B.A., Political Science, University of California, Berkeley, 1987

### **ACADEMIC POSITIONS AND APPOINTMENTS**

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NORTHEASTERN UNIVERSITY, Boston, MA

Associate Professor of Sociology, 2021–present

International Affairs Program, Joint Appointment

Affiliated Faculty – Women’s, Gender, and Sexuality Studies Program

Graduate Program Director, Department of Sociology, 2025–

UNIVERSITY OF OREGON, Eugene, OR

Associate Professor of Sociology, 2012–2021

Assistant Professor of Sociology, 2008–2012

STATE UNIVERSITY OF NEW YORK, STONY BROOK, Stony Brook, NY

Assistant Professor of Sociology, 2003–2008

UNIVERSITY OF WASHINGTON, Seattle, WA

Visiting Scholar, Department of Sociology, 2014–2015

HARVARD UNIVERSITY, Cambridge, MA

An Wang Postdoctoral Fellow, Fairbank Center for Chinese Studies, 2003–2004

### **AREAS OF RESEARCH AND TEACHING INTERESTS (alphabetical order)**

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China; Ethnography; Gender; Globalization; Labor; Organizational Studies; Political Economy.

## PUBLICATIONS

### Books

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Otis, Eileen M. In Production. *Walmart: Made in China*. Stanford University Press. (Expected release date: April 16, 2026).

Otis, Eileen M. 2011. *Markets and Bodies: Women, Service Work and the Making of Inequality in China*. Stanford University Press.

- Distinguished Book Award, American Sociological Association, Sex and Gender Section.
- Reviewed in: *Gender and Society*, *Choice*, *Contemporary Sociology*, *ILR Review*, *Women and Gender in Chinese Studies*, *The China Journal*, *The China Quarterly*, *International Journal of Comparative Sociology*

### Peer Reviewed Journal Articles

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Otis, Eileen M. and Larissa Petrucci. 2022. "The Gender Fix: Outsourcing Feminism and the Gender Politics of Supply Chains." *Gender & Society* 37(1): 65–90.

Otis, Eileen M. and Tongyu Wu. 2018. "The Deficient Worker: Skills, Identity, and Inequality in Service Employment." *Sociological Perspectives* 61(5): 787–807.

Otis, Eileen M. and Tongyu Wu. 2018. "One Store, Two Fates: Boundary Work and Service Capital in China's Retail Sector." *The Journal of Chinese Sociology* 5: 1–17.

Otis, Eileen M. 2016. "Bridgework: Globalization, Gender, and Service Labor at a Luxury Hotel." *Gender & Society* 30(6): 912–934.

Otis, Eileen M. 2016. "China's Beauty Proletariat: Body Rules and the Formation of Embodied Hegemony in a Retail Cosmetics Department." *Positions: Asia Critique* 24(1): 155–177.

Otis, Eileen M. 2008. "Beyond the Industrial Paradigm: Consumer Markets and the Gender Politics of Labor in China's Globalized Service Workplaces." *American Sociological Review* 73(1): 15–36.

- Honorable Mention, Distinguished Article Award, ASA Sex and Gender Section
- Honorable Mention, Distinguished Article Award, ASA Asia/Asian America Section

Otis, Eileen M. 2008. "The Dignity of Working Women: Virtuous Professionalism and the Labor Politics of Localization in China's City of Eternal Spring." *American Behavioral Scientist* 52(3): 356–376.

Otis, Eileen M. and Ming-Cheng Lo. 2003. "Guanxi Civility: Processes, Potentials, Contingencies." *Politics & Society* 31(1): 131–162.

Otis, Eileen M. 2001. "The Reach and Limits of Asian Panethnic Identity: The Dynamics of Gender, Race, and Class in a Community-Based Organization." *Qualitative Sociology* 24(3): 349–379.

### Book Chapters in Edited Volumes

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Otis, Eileen M. In Press. "Gender Politics in 21st Century China: Work, Family, and Activism." *Oxford Handbook of East Asian Gender History*. Edited by Janet Theiss, Barbara Molony and Hyaeweol Choi. (with Yige Dong).

Otis, Eileen M. 2021. "Hourly Beauty: Wage Work at a Global Cosmetics Counter." In *The Routledge Companion to Beauty Politics*, edited by Maxine Craig.

Otis, Eileen M. 2018. "Reconceiving Service Work as Culture." Pp. 408–417 in *Handbook of Cultural Sociology* (2nd ed.), edited by John Hall, Ming-Cheng Lo, and Laura Grindstaff. New York: Routledge.

Otis, Eileen M. and Zheng Zhao. 2016. "Producing Service: The Politics of Visibility in Retail." Pp. 148–168 in *Invisible Labor*, edited by Winifred Poster and Miriam Cherry. Berkeley: University of California Press.

Otis, Eileen M. 2013. "Labor in China." Pp. 85–90 in *Encyclopedia of Work*, edited by Vicki Smith. London: Sage.

Otis, Eileen M. 2013. "Working in Wal-Mart." Pp. 958–961 in *Encyclopedia of Work*, edited by Vicki Smith. London: Sage.

Otis, Eileen M. and Brian Ott. 2013. "Resistance in the Workplace." Pp. 730–734 in *Encyclopedia of Work*, edited by Vicki Smith. London: Sage.

Otis, Eileen M. 2011. "Working in Wal-Mart, Kunming: Technology, Outsourcing and Retail Globalization." In *Walmart in China*, edited by Anita Chan. Ithaca: Cornell University Press. [Translated into Chinese, Fudan University Press, 2015.]

Otis, Eileen M. 2010. "Cultures of Service: From Emotion Work to Culture Work." Pp. 428–437 in *The Handbook of Cultural Sociology*, edited by Laura Grindstaff, Ming-cheng Lo, and John Hall. New York: Routledge.

Otis, Eileen M. 2009. "The Two Faces of Luxury: Gender and Generational Inequality in a Beijing Luxury Service Workplace." In *Creating Wealth and Poverty in Post-Socialist China*, edited by Deborah Davis and Wang Feng. Stanford University Press.

Otis, Eileen M. 2006. "Virtual Personalism in Beijing: Learning Deference and Femininity in a Global Luxury Hotel." In *Working in China: Ethnographies of Labor and Workplace Transformation*, edited by Ching Kwan Lee. New York: Routledge.

Otis, Eileen M. 2003. "Reinstating the Family: Gender and the Family-formed Foundations of China's Flexible Labor Market." In *Families of a New World: Gender, Politics, and State Development in a Global Context*, edited by Lynne Haney, Sonya Michel, and Lisa Pollard. New York: Routledge.

### **Book Reviews**

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Otis, Eileen M. 2022. Review of *Disenfranchised: The Rise and Fall of Industrial Citizenship in China* by Joel Andreas. *The Journal of Asian Studies* 81: 747–748.

Otis, Eileen M. 2021. Review of *Very Important People* by Ashley Mears. *American Journal of Sociology* 127: 1011–1013.

Otis, Eileen M. 2021. Review of *Are We the 99%? The Occupy Movement, Feminism, and Intersectionality* by Heather McKee Hurwitz. *Gender & Society* 6: 1003–1005.

Otis, Eileen M. 2018. Review of Gender, Sexuality and Power in Chinese Companies: Beauties at Work by Jieyu Liu. *The China Quarterly*.

Otis, Eileen M. 2018. Review of Migrant Labor in China by Pun Ngai. *Contemporary Sociology* 47: 101–103.

Otis, Eileen M. 2016. Review of China's Leftover Women: The Resurgence of Gender Inequality in China by Leta Hong Fincher. *Gender & Society* 30: 707–709.

Otis, Eileen M. 2015. Review of The Insurgency Trap: Labor Politics in Postsocialist China by Eli Friedman. *American Journal of Sociology* 121: 343–346.

Otis, Eileen M. 2005. Review of The Curious Feminist: Searching for Women in the Age of Empire by Cynthia Enloe. *Contexts* 4: 68–70.

Otis, Eileen M. 2004. Review of The Otherness of Self: A Genealogy of the Self in Contemporary China by Xin Liu. *Contemporary Sociology* 33: 183–185.

Otis, Eileen M. 2001. Review of Giving Care, Writing Self: A “New” Ethnography by Joseph Schneider and Wang Laihua. *Contemporary Sociology* 30: 70–71.

### **Other Publications**

Otis, Eileen M. 2020. “Please stop calling it social distancing” *The Oregonian* April 22

Otis, Eileen M. 2017. Bridgework. *Gender and Society* Blog.

Otis, Eileen. M. 2015. Inequality in China and its Impact on Women. *The Conversation*. March.

Reprinted in *Newsweek*, March, 2015.

Otis, Eileen M. 2013. Worlds of Work in Walmart, China. *Research Matters* (University of Oregon, Women, Gender and Sexuality Studies Publication). Fall.

### **AWARDS AND HONORS**

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Sally Hacker Award, American Sociological Association, Sex and Gender Section article award, for “Global Restructuring and the Production of Femininities in China's Emergent Service Industry,” 2003.

Cheryl Allyn Miller Award for Research on Women and Work, Sociologists for Women in Society, for “A Gendered Space of Liminality: Working Women in China's Floating Population,” 2002.

Honorable Mention, Distinguished Article Award, ASA Sex and Gender Section, 2008.

Honorable Mention, Distinguished Article Award, ASA Asia/Asian America Section, 2008.

Distinguished Book Award, ASA Sex and Gender Section, for *Markets and Bodies*, 2011.

The Sally Hacker Award, American Sociological Association, Sex and Gender Section, for “Global Restructuring and the Production of Femininities in China's Emergent Service Industry, 2003.

### **GRANTS AND FELLOWSHIPS**

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Marquina Award for Faculty–Graduate Student Collaboration, Department of Sociology, University of Oregon, 2020.

Faculty Research Grant, Center for Women and Society, University of Oregon, 2017–2018.

Residential Fellowship Finalist, Center for Advanced Study in the Behavioral Sciences, Stanford University, 2014–2015.

Research Award, Center for the Study of Women in Society, University of Oregon, 2012–2013.

Faculty Summer Research Award, University of Oregon, 2012.

Junior Professorship Development Award, University of Oregon, 2008–2009.

Faculty Research and Interdisciplinary Initiatives Grant, SUNY Stony Brook, 2006.

Dr. Nuala McGann Drescher Award, SUNY Stony Brook, 2006.

Humanities Dissertation Year Fellowship, UC Davis, 2000–2001.

UC Regents' Graduate Fellowship, 2000, 1998, 1994.

Dissertation Research Fellowship, Pacific Rim Research Program, University of California, 1999–2000.

Women's Consortium Research Grant, UC Davis, 1999–2000.

Minigrant, Pacific Rim Research Program, University of California, 1998–1999.

Language Training Grant, Department of East Asian Studies, UC Davis, 1998.

Pro Femina Travel Grant, UC Davis, 1997.

Tuition Scholarship (declined), Stanford Inter-University Program for Chinese Language Studies, 1994.

Full Scholarship, Princeton in Beijing, Mandarin Summer Intensive Language Program, 1993.

Full Scholarship, Middlebury College, Mandarin Summer Intensive Language Program, 1992.

Full Scholarship, Beijing Language Institute, 1989–1990.

## **SELECTED INVITED TALKS**

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### **Scheduled**

Walmart: Made in China. London School of Economics, November 2025

### **Completed**

“Walmart's New Road into China.” China-in-Asia: Historical Connections and Contemporary Engagement, Social Science Research Council, April 2020.

“From Partner to Bully: Shifting Employment Conditions in Walmart, China.” Northeastern University, Department of Sociology, November 2019

Also presented at University of Pennsylvania Asian Studies Institute, February 2020.

“Working for Walmart in China: Outsourcing, Gender, and Retail Service Floor Struggles.” UC Santa Barbara, Confucius Institute, October 2018; UC Davis, East Asian Studies, November 2018.

“Precarity Struggles: Women, Retail and Insecure Labor in China.” Keynote, University of Hong Kong, May 2018.

“Coping with Precarity: How a Feminized Consumer Service Workforce Manages the Dispatch Labor System in Urban China.” Labor Education Research Center, University of Oregon, March 2018.

“Gender, Globalization and Work at the End of the Supply Chain.” Keynote, Sixth International Conference on Social Development in East China, East China Science and Technology University, November 2016.

“Migration, Gender and Retail Work in Beijing.” Workshop on Immigration and Gender in China, Rosa Luxemburg Foundation, Beijing Normal University, November 2016.

“The State, Governance, and Rural Migrants in the Service Workplace.” Local Governance and Citizen Participation in China and Beyond, University of Zurich, September 2016.

“Markets and Bodies: Women, Service Work and the Making of Inequality in China.” Pomona College, September 2015.

“Worlds of Work in Wal-Mart, China.” The World Consumes Asia and Asia Consumes the World, Lund University, Sweden, April 2015; University of Oregon, Cornell University, 2014–2015.

“The Service Assembly Line.” Conference on Globalization, Gender, and Development, University of Oregon, October 2014.

“The Boundary Work of Class and Gender Formation.” University of San Francisco, April 2014.

“Gender and Labor in Contemporary China.” Fortnightly Club, Eugene, OR, April 2014.

“Not by Design: Labor Dynamics and Outsourcing in Wal-Mart, China.” Yonsei University, Seoul, May 2013.

“Producing Service: Managing Fresh Produce in the Back Stages of a Retail Giant in China.” Invisible Labor Colloquium, Washington University, February 2013.

“China’s Beauty Proletariat: Body Rules, Gender and Work in China’s Cosmetics Industry.” Intimate Labors Workshop, Pomona College, March 2013.

“Markets and Bodies.” University of California, Riverside, Duke University, and University of Toronto, 2011–2012.

“Living in a Wal-Mart World.” Alpha Kappa Delta Lecture, University of Oregon, 2012.

“Retail Labor in China.” China Eastern Normal University, Shanghai, 2010.

“Market-Embodied Labor: The Gendered Politics of Service.” University of Illinois Urbana-Champaign and University of Massachusetts Amherst, 2005.

“Serving the People: Gender, Class, and Ethnicity in China’s Emergent Service Sector.” Harvard University Fairbank Center, 2004.

“Gender Commodification in China’s Emerging Service Industry.” UC San Diego, 2001.

## SELECTED CONFERENCE PRESENTATIONS

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“Making Walmart in China: Labor Regimes, Consumption, and the Movement of Goods Along the Internal Supply Chain.” International Sociological Association, Rabat, Morocco, July 2025.

“Realization Labor: Labor Regimes and the Movement of Goods at the End of the Supply Chain in China.” International Labour Process Conference, Göttingen, Germany, April 2024.

“Women in China: Navigating the Promise and Perils of the 21st Century.” Association of Asian Studies, Yogyakarta, Indonesia, July 2024.

Discussant, Making Women Pay: Micro-Credit in Urban India by Smitha Radhakrishnan. Eastern Sociological Society, Baltimore, March 2023.

Discussant, Talking About Walking Mannequins with Joya Misra and Kyla Walters. UMass Amherst, March 2022.

Discussant, Platform Economy and Online Labor Conference. Zhejiang University, December 2022.

“The Degradation of a Labor Regime in China’s Walmart Retail Stores.” International Labour Process Conference, Padua, Italy, April 2022.

Panelist, Author-Meets-Critics: Working for Respect by Adam Reich and Peter Bearman. American Sociological Association, New York, August 2019.

“Outsourcing Feminism: Hegemonic Femininity and the Symbolic Politics of Supply Chains.” (with Larissa Petrucci). ASA, New York, 2019.

Organizer, “Culture and Service Work: Relationships, Identities, Inequalities.” ASA, New York, 2019.

Panelist, Author-Meets-Critics: Women without Men by Jennifer Utrata. ASA, Philadelphia, 2018.

“Outsourcing Feminism.” American Anthropological Association, Washington DC, 2017.

Organizer, “Embodied Labor and Intersectional Inequalities.” ASA, Seattle, 2016.

“Labor in the World of Retail in China.” Working Futures Conference, University of Oregon, 2016.

“Coping with Precarity.” ASA Miniconference, Seattle, 2016.

“Reconciliation Labor.” ASA, Seattle, 2016.

“Discipline and Vanish.” ASA, Chicago, 2015.

“Boundary Work and Inequality.” Northwestern University, 2015.

“China’s Beauty Proletariat.” Association of Asian Studies, Chicago, March 2015.

Discussant, “Which Workshop for the World?” LERA, Portland, 2014.

“The Boundary Work of Class Formation.” ASA, San Francisco, 2014.

Discussant, “Care, Emotions, and the Self at Work.” ASA, San Francisco, 2014.

“Producing Service.” Eastern Sociological Society, Baltimore, 2014.

“Cosmopolitanism is Classy.” ASA, Denver, 2012.

- “Body Rules.” Gender, Work & Organization, Keele, England, 2012.
- “Not by Design.” ASA, Las Vegas, 2011.
- “Inequality in a Cosmopolitan Space.” AAS, Honolulu, 2011.
- Discussant, Innovations in Qualitative Research. PSA, San Diego, 2009.
- “Consumption and Labor.” AAS, Chicago, 2009.
- Discussant, “Race, Gender, Class and Masculinities.” ASA, Boston, 2008.
- Discussant, Graduate Ethnography Conference. Stony Brook, 2008.
- “Consuming Dignity.” Asia Research Institute, Singapore, 2007.
- “The Two Faces of Luxury.” Yale University, 2006.
- “Bringing Beauty to China’s Countryside.” AAS, San Francisco, and ASA, Philadelphia, 2006–2005.
- “Gender and the Global Labor Politics of Consumability.” ASA, San Francisco, 2004.
- “Doing Deference.” Carework Conference, San Francisco, 2004.
- “Beautifying Rural Women.” University of Michigan, 2004.
- Panel Organizer, “The Culture Politics of Class in Reform-Era China.” AAS, San Diego, 2004.
- Co-Organizer, “Femininities, Masculinities, and Globalization in China and Taiwan.” Harvard University, 2004.
- “Global Restructuring and the Production of Femininities.” University of Michigan, 2003.
- Discussant, “Managing Gender Transnationally.” ASA, Atlanta, 2003.

## **TEACHING EXPERIENCE**

### **Graduate Courses**

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Northeastern University

- Contemporary Sociological Theory

University of Oregon

- Contemporary Sociological Theory
- Sociology of Labor
- Field Methods Sequence
- Neoliberalism: An Intersectional Approach
- Professional Seminar, “Tricks of the Trade”
- Advanced Professional Seminar

SUNY Stony Brook

- Labor in the Global Economy
- The Sociology of Consumption
- Ethnographic Methods
- United Nations and Development

## **Undergraduate Courses**

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Northeastern University

- Introduction to Sociology
- Sociology of Gender in a Changing Society
- Work in the 21st Century
- Anthropology of Contemporary China
- Sociology Senior Capstone

University of Oregon

- Introduction to Sociology
- Sociology of Gender
- Global Ethnography
- Sex and Gender in Contemporary China
- Labor and Globalization
- Developing Societies
- Work and Occupations

SUNY Stony Brook

- Global Issues and the United Nations
- Sociology of Gender

## **GRADUATE ADVISING AND COMMITTEES**

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### **Graduate Teaching or Research Assistants**

Anna Zhang; Naomi Darom; Chetna Kuanr; Morgan Lindenschmidt; Yuntong Ji

### **Undergraduate Teaching or Research Assistants**

Ziqi Liu

## **DEPARTMENT AND UNIVERSITY SERVICE**

### ***Northeastern University***

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Graduate Program Director, Department of Sociology, 2025–

Steering Committee, Department of Sociology, 2025–

Graduate Program Committee, 2021–

Co-led CV building workshop for graduate students, Spring 2025

Executive Committee, Women's, Gender, and Sexuality Studies Program, 2021–2022

Member, Asian American Studies Search Committee, 2022

### ***University of Oregon***

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Chair, International Student Committee, 2017–2018

Chair, Colloquium Committee, 2017–2018

Post-Tenure Review Committees (Ellen Scott, John Foster), 2018

University Faculty Senator (elected), 2016–2017

Merit Raise Committee (elected), 2016–2017

Graduate Awards and Admission Committee, 2016–2017

Tenure Review Committee (Jill Harrison), 2016–2017

Post-Tenure Review Committee (Caleb Southworth), 2015–2016

Center for East Asian Studies, Foreign Language Scholarship Committee, 2015–2016

Jane Grant Fellowship Committee, Center for the Study of Women in Society, 2015–2016

Chair, Colloquium Committee, 2015–2016

Advisory Board Member, Center for Asian and Pacific Studies, 2013–2014

Advisory Board Member, Labor, Education and Research Center, 2013–2016

Graduate Program Director, 2013–2014

Merit Review Committee (elected), 2013–2014

Executive Committee Member (elected), 2008–2014

Chair, Colloquium Committee, 2010–2011

CSWS Faculty Grant Committee, 2010–2011

Graduate Admissions Committee, 2009–2010

### ***SUNY Stony Brook***

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Graduate Program Committee, 2006–2007; 2005–2006

UUP Representative, 2006–2007

Chair, Colloquium Committee, 2005–2006

Representative to Academic Senate, 2005–2006

Co-organizer, Graduate Ethnography Workshop, 2004–2006

Program Committee, 'Interdependence Day', 2004–2005

Selection Committee, Shiming Hu/Eli Seifman Chinese Studies Scholarship and Memorial Leadership Award, 2004–2005

### **PROFESSIONAL SERVICE**

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#### **Scheduled**

Invited book manuscript workshop reviewer for University of Buffalo Assistant Professor Yige Dong. September 2025.

#### **In Progress or Completed**

Editor-in-Chief, Work-in-Progress, online magazine serving the Society for Socio-Economics (SASE) and American Sociological Association sections (Labor and Labor Movements, Work and Organizations, Inequality)

American Association of University Women, International Fellowship, referee, 2022

Nominee for Chair of Political Economy and World Systems Section of the American Sociological Association, 2020 and 2024

Program Committee, ASA, Sociology of Culture Section, 2019

American Sociological Association, Asia and Asian American Section, Distinguished Book Award Committee, 2015–2016

American Sociological Association, Sex and Gender Section, Distinguished Book Award Committee, 2014–2015

Center for Engaged Scholarship, Fellowship Proposal Referee, 2016–2025

American Sociological Association, Panel Organizer for Section on Sex and Gender, 2016

American Sociological Association, Panel Organizer for Cross-National Sociology, 2015

Editorial Board, *Qualitative Sociology* 2015 - present

Editorial Board, *Sociological Perspectives* 2018 - 2021

Editorial Board, *Journal of Political Economy of World Systems*, 2019 - present

Grant Proposal Referee: National Science Foundation, 2012, 2013

Grant Proposal Referee: Academy of Management Review, 2012

Grant Proposal Referee: Research Grants Council, Hong Kong, 2006–2011

Editorial Associate, *Theory and Society*, 1997–2003

Program Committee, Organizations, Occupations, and Work Section of the American Sociological Association, 2001–2002

### **Ad hoc Reviewer**

*American Journal of Sociology, Socius, Social Forces, Social Problems, American Sociological Review, Gender and Society, Contemporary Sociology, Sociological Perspectives, Theory and Society, Positions, International Journal of Sociology, Qualitative Sociology, Annals of Tourism Research, Gender, Place and Culture: A Journal of Feminist Geography, Journal of Contemporary Ethnography, Social Science Quarterly, New York University Press, Journal of Contemporary Family Studies, Women's Studies International Forum, Chinese Journal of Sociology, International Journal of Comparative Sociology, Journal of Contemporary China, Pacific Affairs, Ethnography, University of California Press, European Journal of Cultural Studies.*

**Tenure and Promotion Cases, External Reviewer**

University of St. Thomas

University of Toronto

University of Hawaii

**Professional Association Memberships**

American Sociological Association

Sociologists for Women in Society

Association of Asian Studies

International Sociological Association