



# Caroline Pulfrey

## Qualifications

PhD in Social Psychology 2010

**Research Theme:** Capitalism in the Classroom : The impact of self-enhancement values and normative assessment on student motivation, goals and attitudes towards cheating.

**Professor:** Professeur Fabrizio Butera

Institut des Sciences Sociales et Pédagogiques - Université de Lausanne

“Diplôme Européen Avancé en Psychologie Sociale”

(Research Masters Degree in Social Psychology)

Theme of research thesis: Competitive versus cooperative work climates and norm internalisation in professional and academic contexts.

Université de Lausanne 2003

Post-Graduate Certificate of Education

Specialisation in English, Communication and Drama

University of Exeter (England) 1984

Bachelor of Arts Honours degree

Specialisation in French and English, language, literature and philosophy

University of Exeter (England) 1983

## Research activities

### Research Grants

Three year Post-Doctoral Research Grant awarded by the Fonds National Suisse

**Research Theme:** A Culture of Cheating : Towards an integrative model of individual values, institutional values, motivation patterns and academic dishonesty.

Post: Première Assistante. Research carried out in association with Fabrizio Butera at the Institut des Sciences Sociales et Pédagogiques - Université de Lausanne January 2011.- present.

## Publications

Pulfrey, C., Darnon, C., Butera, F. (2012). Autonomy and Task Performance: Examining the Impact of Grades on Intrinsic Motivation. *Journal of Educational Psychology*, *In press*.

Pulfrey C., Buchs C., Butera F. (2011). Why Grades Engender Performance Avoidance Goals: The Mediating Role of Autonomous Motivation. *Journal of Educational Psychology*, 103, 683-700.

Pulfrey, C. (2011). Promotion de Soi et Triche. Dans F. Butera, C. Darnon et C. Buchs (Eds.), *L'Evaluation, Une Menace?* Paris. PUF.

Sommet, N. , Darnon, C., Mugny, G., Quiamzade, A., Pulfrey, C., Dompnier, B., Butera, F. (2012). Performance Goals in Conflictual Social Interactions: Toward the Distinction between Two Modes of Relational Conflict Regulation. *British Journal of Social Psychology*. *In press*.

Darnon, C., Butera, F., Mugny, G., Quiazade, A., Pulfrey, C. (2012). Performance-Approach and Performance-Avoidance Goals in Social Interaction: Toward the Distinction between Two Modes of Relational Conflict Regulation. *British Journal of Social Psychology*. In press.

Buchs, C., Pulfrey, C., Gabarrot, & Butera, F. (2010). Competitive Conflict Regulation and Informational Dependence in Peer Learning. *European Journal of Social Psychology*, 40, 375-562.

Darnon, C., Dompnier, B., Delmas, Pulfrey, C., F. Butera, F. (2009). Achievement Goal Promotion at University: Social Desirability and Social Utility of Mastery and Performance Goals. *Journal of Personality and Social Psychology*, 96, 119-134,

Pulfrey, C., Butera, F. Costs of Self-Enhancement Values in Education: Introjected Regulation of Motivation, Performance-Approach Goals and Cheating. Submitted.

## Conferences

Colloque : Journées de la Menace, 2012, September 15-17, 2012. Paris. La menace des valeurs néo-libérales dans les études.

International Conference on Motivation, 2012, August 28-30, 2012, Frankfurt. Neo-liberal Values and Cheating in the Classroom.

9ème Colloque International de Psychologie Sociale En Langue Française, 1- 4 juillet, 2012. Les Valeurs Néo-libérales et la Triche parmi les Etudiants.

Morality and Justice Pre-Conference for the 13<sup>th</sup> Annual Convention of the Society of Personality and Social Psychology, San Diego, 26-28 January, 2012. "Self-Transcendence Values, Social Responsibility and Negative Attitudes towards Cheating."

13<sup>th</sup> Annual Convention of the Society of Personality and Social Psychology, San Diego, 26-28 January, 2012. "Costs of Neo-Liberal Values in the Classroom: Introjected Regulation, Performance-Approach goals and the condoning of cheating".

16<sup>th</sup> General Meeting EASP, Stockholm, 12-16 July, 2011. "Costs of Neo-Liberal Values in the Classroom: Introjected regulation, performance-approach goals and the condoning of cheating".

APS 23<sup>rd</sup> Annual Convention, Washington DC, 27-31 May, 2011. "Costs of Neo-Liberal Values in the Classroom".

4<sup>th</sup> Annual Meeting of the Society for the Study of Motivation (SSM) in association with the 21<sup>st</sup> Annual Convention of the Association for Psychological Science (APS), Washington DC, 27-31 May, 2011. "Why grades engender performance-avoidance goals: The mediating role of autonomy".

12<sup>th</sup> International Conference on Motivation, Porto, Portugal, 2-4 September, 2010. "Why grades engender performance-avoidance goals: The mediating role of autonomy".

4<sup>th</sup> International Self-Determination Theory Conference, Ghent, Belgium, 13-16 May, 2010. "Task autonomy versus task performance: Competing explanations for the impact of grading on post-task intrinsic motivation".

14<sup>th</sup> annual ELSIN conference : "Learning in higher education – how style matters", LRG, Bulle, Switzerland, 17-19 June 2009. "Contrasting values, contrasting goals: The impact of cultural values on achievement goals".

2<sup>nd</sup> Annual Meeting of the Society for the Study of Motivation (SSM) in association with the 21<sup>st</sup> Annual Convention of the Association for Psychological Science (APS), San Francisco, 22-25 May, 2009. "Self-Determination versus Task Performance: Competing Explanations for the Impact of Grading on Intrinsic Motivation".

Rencontres Inter-laboratoires Européennes, Université de Lausanne, 26-7 March, 2009. "Self-Determination versus Task Performance: Competing Explanatory Hypotheses about the Impact of Grades on Intrinsic Motivation".

15<sup>th</sup> General Meeting of the European Association of Experimental Social Psychology, Opatija, Croatia, 10-14 June, 2008. "Evaluation styles, motivation and performance in professional training contexts".

1<sup>st</sup> Laureate Northern Europe Universities of Applied Science Research Conference, Paris, 30-31 October, 2008. "Why grades engender performance-avoidance goals: The mediating role of controlled motivation".

Colloque international sur l'Evaluation, Université de Rouen, 28-30 November, 2007.

"Classroom assessment, self-efficacy and student motivation: Self-perceived competence and the anticipation of grades or comments.

Congress: Measuring Education: Strategies, concepts and consequences. Pädagogische Hochschule Thurgau. 5-7, September, 2007. "Classroom assessment practices and building motivational capital".

## Reviewing

Sage Open Journals, 2011-2012.

The Journal of Economic Psychology, 2012.

The European Journal of Higher Education, 2011.

The European Journal of Education, 2010.

Swiss Journal of Psychology (SJP), 2007.

## Teaching activities

### Managing across Cultures

Les Roches International School of Hotel Management 2011 – 2012

### Conflict and Negotiation

Les Roches International School of Hotel Management 2011 – 2012

### Psychology – Bachelor Program

Les Roches International School of Hotel Management 2008 – 2010

### Research Project Advisor (Social Psychology)

Université de Lausanne (EPFL – SHS Masters Programme) 2005 - 2010

### Intercultural and Cross-cultural Psychology

Ecole Hôtelière de Lausanne 2002 - 2007

### Research methodology

Ecole Hôtelière de Lausanne 1999 - 2007

### Sociology

Pepperdine University (Lausanne) 2007 - 2009

## Project Management

### Managing research projects with undergraduate and graduate students in collaboration with external partners

Masters level EPFL General Education specialization :

Psychology of motivation and performance 2005 – 2010/ 2012

Cultural diversity and diversity management

Acculturation and cultural adaptation

Intergroup relations

Consumer psychology and customer loyalty 2000-2007

### Dissertation supervision (Bachelor & Masters)

Les Roches / Glion Institute of Higher Education 2008 - 2012

Université de Lausanne 2006 - 7

Ecole Hôtelière de Lausanne (NEASC) 1998 – 2003

## Member of Commissions

Member of LRG Research Steering Committee	2008 - 2010
Member of Pedagogic Commission - Ecole Hôtelière de Lausanne	2002 – 2004
Member of the Commission Scientifique des Hautes Ecoles en Suisse Romande Evaluation of research projects submitted by Swiss Applied Universities	1999 – 2004

## Theory and Data Analysis Training

Multi-group Structural Equation Modelling	Essex University (England)	2011
Advanced Structural Equation Modelling	Essex University (England)	2010
Society for Personality and Social Psychology Summer School – Conflict Resolution	North-Western University	2009
Structural Equation Modelling	Université de Lausanne	2009-10
Advanced theory of regression modelling	Essex University (England)	2008
Longitudinal structural equation modelling	Université de Genève	2008
Structural equation modelling	Université de Lausanne	2008
Regression modelling	Université de Chambéry (France)	2007
Mediated moderation, moderated mediation	Université de Lausanne	2007
Multi-level analysis	Université de Lausanne	2006
Meta-analysis	Université de Lausanne	2006

## References

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