

Curriculum Vitae: Professor Jonathan Potter

Dean of School of Communication and Information

Distinguished Professor

Rutgers, the State University of New Jersey

1. Personal Details

Name: Professor Jonathan Potter
Date of Birth: 8th June, 1956
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2. Qualifications

Doctor of Philosophy	University of York	1983
MA Philosophy of Science	University of Surrey	1978
BA Psychology (Honours)	University of Liverpool	1977

3. Employment Record

Aug 2015 – present	Dean of School of Communication and Information Rutgers, the State University of New Jersey
Aug 2011 – July 2015	Dean of School of Social, Political and Geographical Sciences Loughborough University
Feb 2010 – July 2011	Head of Department Department of Social Sciences Loughborough University

Feb 1996 –	Professor of Discourse Analysis Department of Social Sciences Loughborough University
Oct 1987 – Feb 1996	Lecturer/Reader Department of Social Sciences Loughborough University
1983 - 1987	Lecturer in Psychology, University of St. Andrews
1978 - 1979	Demonstrator in Psychology (part time), University of Surrey
	Research Assistant in Psychology (part time), University of Surrey

4. Education

1979 – 1983	University of York
1977 – 1979	University of Surrey
1974 – 1977	University of Liverpool
1967 – 1974	Lewes County Grammar School/Lewes Priory Comprehensive School

5. Previous academic Leadership and Service – key points

- From 1995 to 1998 I was Director for the Social Psychology Programme at Loughborough University.
- In February 2010 I took over as Head of the Department of Social Sciences at Loughborough.
- Following a change of government I had to restructure a large research centre (24 fte) such that it could work effectively on much-reduced staff and budget. It is now one of the most influential in the UK, with a major impact on wage policy.
- I was a member of the Structural Implementation Programme Management Board that planned and followed through the reorganization of the University from three faculties to ten schools.
- In August 2011 I was appointed Dean of the newly formed School of Social, Political and Geographical Sciences at Loughborough, formed from three separate departments.
- As Dean I sat with the other Deans on the Academic Leadership Team (ALT) that is central to developing and leading University strategy. As a member of ALT I also sat on Senate.
- I sat on the Senior Managers Forum that meets regularly to consider strategic matters that cut across academic and support services.

- This School had 140+ staff and 2,000 students spread across a wide range of disciplines: Communication and Media Studies, Geography, Social Psychology, Criminology and Social Policy, Sociology, Politics, International Relations and History. It is a successful international recruiter at PGT level, particularly from China. It has a thriving postgraduate research community recruited from the EU and further afield.
- It has world leading research in several areas – including sedimentology, space and city development, professional and medical interaction, comparative media structures, young carers, EU political relations – as well as being the base for two high-profile semi-independent Research Centres with a social policy focus. It has a History programme that is well known for its innovative forms of teaching and use of new technology.
- The School's income was just around £18 million in last financial year I was at Loughborough. I worked closely with the Operations Manager, University Accountant and Senior Management Team to ensure that the School was financially well run and brought in an income that enabled it to cross subsidise more expensive science and engineering subjects.
- I had overall responsibility for leading the School Senior Management Team and oversaw teaching and learning issues.
- I had overall responsibility for the Research Excellence Framework 2014 submissions to 4 separate sub-panels. The largest submission was to D36 (Communication, Cultural and Media Studies), which was a change in strategy I established when I took over as HoD and which I oversaw to submission. This received the second highest score in the category in the UK (2nd out of 76, normalized for intensity).

During my tenure as Dean at Loughborough I was involved in a number of major change projects:

- I worked with my Operations Manager to restructure the administrative and technical staff – a group that is now one of the leanest and most effective in the University.
- I ran a project to restructure the delivery of modern foreign languages so it more effectively complements the international focus of engineering and business.
- I oversaw the establishment of a Single Honours History programme, alongside a considerable expansion of this area.
- I worked on the modernization of Politics and International Relations, helping build a strategy that can recruit high quality students and bring in research funding.
- I have led a review of Psychology teaching across campus, bringing together four main groups and forming a nationally distinctive pathway model aimed to double the size of Psychology recruitment and provide an integrated delivery cutting across four separate Schools.
- I was a member of the Joint Negotiating and Consultative Committee that works with the three University unions on issues of pay, pensions and conditions.
- I sat on the Academic Steering group for the Olympic Park project, overseeing the School's major contribution to Loughborough University in London. My School was a major agent in the process to develop the bid for a presence in the Park.
- I oversaw Loughborough University's policy and procedures on citations and publication

visibility, with the aim of driving up citation rates and thereby improving the University's world ranking. Loughborough's world ranking subsequently rose.

- As part of the University Donations Fund Committee I worked to support community bodies and charities. This role required a close community engagement.
- I sat on a working party focused on the development of an integrated staff and student portal for connecting to the University and integrating information. As part of this role I sat on the University's broader IT Committee that considered the strategic direction of IT on campus.
- I also sat on the HR Promotions Committee, the Academic and Related Staff Probation Monitoring Group, Human Resources Committee, and Reward Review.
- I was reappointed to a further five-year tenure as Dean by the VC and DVC, with the support of my Senior Management Team in August 2014.

I was appointed as Dean of School of Communication and Information at Rutgers, the State University of New Jersey, in June 2015

6. Publications

Books:

1. Potter, J. (Ed.)(2007). *Discourse and Psychology: Volume I Theory and Method*. London; Sage.
2. Potter, J. (Ed.)(2007). *Discourse and Psychology: Volume II Discourse and Social Psychology*. London; Sage.
3. Potter, J. (Ed.)(2007). *Discourse and Psychology: Volume III Discursive Psychology*. London; Sage.
4. Te Molder, H. & Potter, J. (Eds) (2005). *Conversation and Cognition*. Cambridge: Cambridge University Press.
5. Puchta, C. & Potter, J. (2004). *Focus Group Practice*. London: Sage.
6. Potter, J. (1996). *Representing Reality: Discourse, Rhetoric and Social Construction*. London: Sage. (This has been translated into Spanish as: *La representación de la realidad: Discurso, retórica y construcción social*. Barcelona: Paidós.)
7. Wetherell, M. and Potter, J. (1992). *Mapping the Language of Racism: Discourse and the Legitimation of Exploitation*. Hemel Hempstead: Harvester/Wheatsheaf and New York: Columbia University Press. (A Spanish edition of this book is due out in 2012).
8. Edwards, D. and Potter, J. (1992). *Discursive Psychology*. London: Sage.
9. Howitt, D., Billig, M., Cramer, D., Kniveton, B., Edwards, D., Potter, J. and Radley, A. (1989). *Social Psychology: Conflicts and Controversies - An introductory textbook*. Milton Keynes: Open University Press.
10. Potter, J. and Wetherell, M. (1987). *Discourse and Social Psychology: Beyond Attitudes and Behaviour*. London: Sage. (This was published in a Chinese edition in 2006 by China Renmin University Press, and in 2009 in a Greek edition by Metaixmio).

11. Potter, J., Stringer, P. and Wetherell, M. (1984). *Social Texts and Context: Literature and Social Psychology*. London: Routledge and Kegan Paul. (A second edition of this book is to be published by World Share Books).

Articles in Refereed Journals:

1. Edwards, D. & Potter, J. (2017). Some uses of subject-side assessments, *Discourse Studies*, 19 (in press).
2. Shaw, C., Potter, J. & Hepburn, A. (2015). Advice-implicative actions: Using interrogatives and assessments to deliver advice in mundane conversation, *Discourse Studies*, 17, 1-26.
3. Potter, J. & Hepburn, A. (2014). Somewhere between evil and normal: Traces of morality in a child-protection helpline, *Journal of Applied Linguistics and Professional Practice*, 9, 245-262.
4. Wetherell, M. & Potter, J. (2014). *Discourse and Social Psychology*, postmodernism and capitalist collusion: An argument for more complex historiographies of psychology, *Theory & Psychology*, 25 388-395.
5. Potter, J. (2012). Arsène didn't see it: Coaching, research and the promise of a discursive psychology – a commentary, *International Journal of Sports Science and Coaching*, 7, 629-633.
6. Potter, J. (2012). Re-reading *Discourse and Social Psychology*: Transforming social psychology, *British Journal of Social Psychology* 51, 436-455.
7. Potter, J. (2012). How to study experience, *Discourse & Society*, 23, 576-588.
8. Hepburn, A. & Potter, J. (2011). Designing the recipient: Some practices that manage advice resistance in institutional settings, *Social Psychology Quarterly*, 74, 216-241.
9. Hepburn, A. & Potter, J. (2011). Threats: Power, family mealtimes and social influence, *British Journal of Social Psychology*, 50, 99-120.
10. Potter, J., Tileaga, C. & Hepburn, A. (2011). Inequality in action, *International Journal of Education and Psychology in the Community*, 1, 43-60.
11. Potter, J. (2010). Contemporary discursive psychology: Issues, prospects and Corcoran's awkward ontology, *British Journal of Social Psychology*, 49, 691-701.
12. Potter, J. (2010). Disciplinarity and the application of social research, *British Journal of Social Psychology*, 49, 657-678.
13. Butler, C., Potter, J., Danby, S., Emmison, M. & Hepburn, A. (2010). Advice implicative interrogatives: Building 'client centred' support in a children's helpline, *Social Psychology Quarterly*, 73, 265-287.
14. Craven, A. & Potter, J. (2010). Directives: Entitlement and contingency in action, *Discourse Studies*, 12, 419-422.
15. Potter, J. & Hepburn, A. (2010). Putting aspiration into words: 'Laugh particles', managing descriptive trouble and modulating action, *Journal of Pragmatics*, 42, 1543-1555.
16. Patterson, A. & Potter, J. (2009). Caring: Building a 'psychological disposition' in pre-closing sequences in phone calls with a young adult with a learning disability, *British Journal of Social Psychology*, 48, 447-465.
17. Edwards, D., Hepburn, A. & Potter, J. (2009). Psychology, sociology and interaction: Disciplinary allegiance or analytic quality?, *Qualitative Research*, 9, 119-128.

18. Hepburn, A. & Potter, J. (2007). Crying receipts: Time, empathy and institutional practice, *Research on Language and Social Interaction*, 40, 89-116.
19. Potter, J. & Hepburn, A. (2007). Life is out there: A comment on Griffin, *Discourse Studies*, 9, 277-283.
20. Potter, J. (2006). Cognition and conversation, *Discourse Studies*, 8, 131-140.
21. Potter, J. & Hepburn, A. (2005). Qualitative interviews in psychology: problems and possibilities, *Qualitative research in Psychology*, 2, 281-307.
22. Potter, J. & Hepburn, A. (2005). Action, interaction and interviews – Some responses to Hollway, Mischler and Smith, *Qualitative research in Psychology*, 2, 319-325.
23. Potter, J. (2005). Making psychology relevant, *Discourse & Society*, 16, 739-747.
24. Potter, J. (2005). Foucault in psychology – comment on Hook, *Qualitative Research in Psychology*, 2, 33-35.
25. Potter, J. (2005). A discursive psychology of institutions, *Social Psychology Review*, 7, 25-35.
26. Potter, J. & Hepburn, A. (2005). Discursive psychology as a qualitative approach for analysing interaction in medical settings, *Medical Education*, 39, 338-344.
27. Clarke, V., Kitzinger, C. & Potter, J. (2004). 'Kids are just cruel anyway': Lesbian and gay parents' talk about homophobic bullying, *British Journal of Social Psychology*, 43, 531-550.
28. Puchta, C., Potter, J. & Wolff, F. (2004). Repeat receipts: A device for generating visible data in market research focus groups, *Qualitative Research*, 4, 285-309.
29. Wiggins, S. & Potter, J. (2003). Attitudes and evaluative practices: Category vs. item and subjective vs. objective constructions in everyday food assessments, *British Journal of Social Psychology*, 42, 513-531.
30. Potter, J. (2003). Practical scepticism, *Discourse & Society*, 14, 799-801.
31. Potter, J. (2003). Discursive psychology: Between method and paradigm, *Discourse & Society*, 14, 783-794.
32. Potter, J. & Hepburn, A. (2003). I'm a bit concerned – Early actions and psychological constructions in a child protection helpline, *Research on Language and Social Interaction*, 36, 197-240.
33. Potter, J. & Edwards, D. (2003). Rethinking cognition: On Coulter, discourse and mind, *Human Studies*, 26, 165-181.
34. Antaki, C., Billig, M., Edwards, D. & Potter, J. (2003). Discourse analysis means doing analysis: A critique of six analytic shortcomings, *Discourse Analysis Online*, 1, [http://www.shu.ac.uk/daol/articles/v1/n1/a1/antaki2002002-t.html].
35. Potter, J. & Edwards, D. (2003). Sociolinguistics, cognitivism and discursive psychology, *International Journal of English Studies*, 3, 93-109.
36. Potter, J. (2002). Two kinds of natural, *Discourse Studies*, 4, 539-542.
37. Puchta, C. & Potter, J. (2002). Manufacturing individual opinions: Market research focus groups and the discursive psychology of attitudes, *British Journal of Social Psychology*, 41, 345-363.
38. Potter, J. (2002). Experimenting with reconciliation: A comment on Jost and Kruglanski, *Personality and Social Psychology Review*, 6, 192-193.
39. Wiggins, S., Potter, J. & Wildsmith, A.V. (2001). Eating your words: Discursive psychology and the reconstruction of eating practices, *Journal of Health Psychology*, 6, 5-15.

40. Potter, J. (2000). Post cognitivist psychology, *Theory and Psychology*, 10, 31-37.
41. Potter, J. (2000). Realism and sociolinguistics (response to Carter and Sealey), *Journal of Sociolinguistics*, 4, 21-24.
42. Speer, S. & Potter, J. (2000). The management of heterosexist talk: Conversational resources and prejudiced claims, *Discourse & Society*, 11, 543-572.
43. Edwards, D. & Potter, J. (1999). Language and causal attribution: A rejoinder to Schmid and Fiedler, *Theory & Psychology*, 9, 849-63.
44. Potter, J. (1999). Beyond cognitivism, *Research on Language and Social Interaction*, 32, 119-127.
45. Potter, J. & Edwards, D. (1999). Social representations and discursive psychology, *Culture & Psychology*, 5, 445-456.
46. Potter, J, Edwards, D., & Ashmore, M. (1999). Regulating criticism: some comments on an argumentative complex, *History of the Human Sciences*, 12, 79-88.
47. Puchta, C. & Potter, J. (1999). Asking elaborate questions: Focus groups and the management of spontaneity, *Journal of Sociolinguistics*, 3, 314-335.
48. Potter, J. (1998). Discursive social psychology: From attitudes to evaluations, *European Review of Social Psychology*, 9, 233-266.
49. Potter, J. (1998). Cognition as context (whose cognition?), *Research on Language and Social Interaction*, 31, 29-44.
50. Wetherell, M. and Potter, J. (1998). Discourse and Social Psychology - Silencing binaries, *Theory and Psychology*, 8, 379-390.
51. Potter, J. (1996). Right and wrong footing, *Theory and Psychology*, 6, 31-9.
52. Edwards, D., Ashmore, M. and Potter, J., (1995). Death and furniture: The rhetoric, politics and theology of bottom line arguments against relativism, *History of the Human Sciences*, 8, 25-49.
53. Potter, J. (1995). Why psychologists should be interested in facts, *Interamerican Journal of Psychology*, 29, 91-103.
54. Potter, J. and Wetherell, M. (1995). Natural order: Why social psychologists should study (a constructed version of) natural language, and why they have not done so, *Journal of Language and Social Psychology*, 14, 216-222.
55. Wetherell, M. and Potter, J. (1995). Culture and multiculturalism: Ideological practice and the role of the academy, *Identities*, 1, 1-6.
56. Ashmore, M., Edwards, D. and Potter, J., (1994). The bottom line: The rhetoric of reality demonstrations, *Configurations*, 2, 1-14.
57. Edwards, D. and Potter, J. (1993). Language and causation: A discourse analytical approach to description and attribution, *Psychological Review*, 100, 23-41.
58. Potter, J. and Edwards, D. (1993). Reply to O'Mahoney, *Sociolinguistics Newsletter*, 7, 62-63.
59. Potter, J., Edwards, D. and Wetherell, M. (1993). A model of discourse in action, *American Behavioural Scientist*, 36, 383-401.
60. Wetherell, M., Potter, J. and Stringer, P. (1993). Littérature et psychologie sociale. L'exemple de l'identité sexuelle, *Bulletin de Psychologie*, XLVI, 410, 353-67.
61. Edwards, D., Middleton, D. and Potter, J. (1992). Remembering, reconstruction and rhetoric: A rejoinder, *The Psychologist*, 15, 453-455.

62. Edwards, D., Middleton, D. and Potter, J. (1992). Remembering as a discursive phenomenon, *The Psychologist*, 15, 441-446.
63. Edwards, D. and Potter, J. (1992). The chancellor's memory: rhetoric and truth in discursive remembering, *Applied Cognitive Psychology*, 6, 187-215.
64. Potter, J. (1992). Representing fact construction, *Discourse and Society*, 3, 365-372.
65. Potter, J. (1992). The theory and practice of analysing newspaper racism, *European Journal of Intercultural Studies*, 2, 53-57.
66. Potter, J. (1992). Constructing realism: Seven moves (plus or minus a couple), *Theory and Psychology*, 2, 167-73.
67. Potter, J. and Billig, M. (1992). Re-representing representation, *Ongoing Production on Social Representations*, 1, 15-20.
68. Potter, J. and Wetherell, M. (1992). On the literary solution, *New Ideas in Psychology*, 10, 223-227.
69. Hicks, D. and Potter, J. (1991). Sociology of scientific knowledge - A reflexive citation analysis or: science disciplines and disciplining science, *Social Studies of Science*, 21, 459-501.
70. Potter, J., Wetherell, M. and Chitty, A. (1991). Quantification rhetoric - cancer on television, *Discourse and Society*, 2, 333-365.
71. Potter, J. and Edwards, D. (1990). Nigel Lawson's Tent: Discourse analysis, attribution theory, and the social psychology of fact, *European Journal of Social Psychology*, 20, 24-40.
72. Potter, J. and Halliday, Q. (1990). Community Leaders: A device for warranting versions of crowd events, *Journal of Pragmatics*, 14, 725-741.
73. Potter, J., Wetherell, M., Gill, R. and Edwards, D. (1990). Discourse: Noun, verb or social practice, *Philosophical Psychology*, 3, 205-217.
74. Potter, J. and Collie, F. (1989). 'Community care' as persuasive rhetoric: A study of discourse, *Disability, Handicap and Society*, 4, 57-64.
75. Potter, J. and McKinlay, A. (1989). Discourse - philosophy - reflexivity: A comment on Halfpenny, *Social Studies of Science*, 19, 137-145.
76. Potter, J. and Wetherell, M. (1989). Fragmented ideologies: Accounts of educational failure and positive discrimination, *Text*, 9, 175-90.
77. Potter, J. (1988). Cutting cakes: A study of psychologists' social categorizations, *Philosophical Psychology*, 1, 17-33.
78. Potter, J. and Wetherell, M. (1988). Accomplishing attitudes: Fact and evaluation in racist discourse, *Text*, 8, 51-68.
79. McKinlay, A. and Potter, J. (1987). Model discourse: Interpretative repertoires in scientists' conference talk, *Social Studies of Science*, 17, 443-463.
80. Potter, J. (1987). Discourse analysis and the turn of the reflexive screw: A response to Fuhrman and Oehler, *Social Studies of Science*, 17, 171-177.
81. Wetherell, M., Stiven, H. and Potter, J. (1987). Unequal egalitarianism: A preliminary study of discourses concerning gender and employment opportunities, *British Journal of Social Psychology*, 26, 59-72.
82. Potter, J. (1987). Reading repertoires: A preliminary study of some techniques scientists use to construct readings, *Science and Technology Studies*, 5, 112-121.

83. McKinlay, A. and Potter, J. (1987). Social representations: A conceptual critique, *Journal for the Theory of Social Behaviour*, 17, 471-87.
84. Potter, J. and Reicher, S. (1987). Discourses of community and conflict: The organization of social categories in accounts of a 'riot', *British Journal of Social Psychology*, 26, 25-40.
85. Grady, K. and Potter, J. (1985). Speaking and clapping: A comparison of Foot and Thatcher's oratory, *Language and Communication*, 5, 173-183.
86. Litton, I. and Potter, J. (1985). Social representations in the ordinary explanation of a 'riot', *European Journal of Social Psychology*, 15, 371-388.
87. Potter, J. and Litton, I. (1985). Representing representations: A reply to Moscovici, Semin and Hewstone, *British Journal of Social Psychology*, 24, 99-100.
88. Potter, J. and Litton, I. (1985). Some problems underlying the theory of social representations, *British Journal of Social Psychology*, 24, 81-90.
89. Reicher, S. and Potter, J. (1985). Psychological theory as intergroup perception: An illustration using "professional" and "lay" accounts of crowd events, *Human Relations*, 38, 167-189.
90. Potter, J. (1984). Testability, flexibility: Kuhnian values in psychologists' discourse concerning theory choice, *Philosophy of the Social Sciences*, 14, 303-30.
91. Potter, J. and Mulkay, M. (1982). Making theory useful: Utility accounting in social psychologists' discourse, *Fundamenta Scientiae*, 3/4, 259-278.
92. Potter, J. (1981). The development of social psychology: Consensus, theory and methodology in the British Journal of Social and Clinical Psychology, *British Journal of Social Psychology*, 20, 249-258.

Chapters in Edited Books:

1. Hepburn, A., Shaw, C., Potter, J. (forthcoming). Advice giving and advice resistance on telephone helplines. In MacGeorge, E.L. & van Swol, L. (Eds). *The Oxford Handbook of Advice*. Oxford: Oxford University Press.
2. Potter, J. & Shaw, A. (2018). The virtues of naturalistic data. In Flick, U. (Ed.). *The SAGE handbook of qualitative data collection* (pp. 182-199). London: Sage.
3. Wiggins, S. & Potter, J. (2017). *The SAGE Handbook of Qualitative Psychology*, 2e. (pp. 93-109). London: Sage.
4. Potter, J. & Hepburn, A. (2013). Somewhere between evil and normal: Traces of morality in a child protection helpline. In J. Cromdal & M. Tholander (Eds). *Morality in Practice: Exploring Childhood, Parenthood and Schooling in Everyday Life*. London: Equinox.
5. Potter, J. (2016). Discursive psychology and the study of naturally occurring talk. In Silverman, D. (Ed.). *Qualitative research, Fourth Ed.* (pp. 189-206). London; Sage.
6. Kent, A. and Potter, J., (2014). Discursive social psychology. In (Ed) T. Holtgraves (Ed). *The Oxford handbook of language and social psychology* (pp. 295-313). Oxford: Oxford University Press.
7. Meredith, J. & Potter, J. (2013). Conversation analysis and electronic interactions: Methodological, analytic and technical consideration. Lim, H.L. & Sudweeks, F. (Eds). *Innovative methods and technologies for electronic discourse analysis* (pp. 370-393). Hershey, Pennsylvania: IGI Global.

8. Shaw, C., Hepburn, A. & Potter, J. (2013). Having the last laugh: On post-completion laughter particles. In Glenn, P. & Holt, E. (Eds). *Studies of laughter in interaction* (pp. 91-106). London; Bloomsbury.
9. Hepburn, A. & Potter, J. (2012). Crying and crying responses. In A. Peräkylä & M-L. Sorjonen (Eds). *Emotion in interaction* (pp. 194-210). Oxford: Oxford University Press.
10. Potter, J. & Edwards, D. (2012). Conversation analysis and psychology. In Sidnell, J. & Stivers, T. (Eds). *The handbook of conversation analysis* (pp. 701-725). Oxford: Blackwell.
11. Potter, J. & Hepburn, A. (2012). Eight challenges for interview researchers. J.F. Gubrium and J.A. Holstein (Eds). *Handbook of Interview Research (2nd Ed.)* (pp. 555-570). London: Sage.
12. Potter, J. (2012). Discourse analysis. In Becker, S. & Bryman, A. (Eds). *Understanding research for social policy and social work: Themes, methods and approaches* (pp 343-346). Bristol: The Policy Press.
13. Potter, J. (2012). Discourse analysis and discursive psychology. In Cooper, H. (Editor-in-Chief). *APA handbook of research methods in psychology: Vol. 2. Quantitative, qualitative, neuropsychological, and biological* (pp. 119-138). Washington: American Psychological Association Press.
14. Potter, J. (2011). Discursive psychology and discourse analysis. In Gee, J.P. & Handford, M. (Eds). *Routledge handbook of discourse analysis* (pp. 104-119). London: Routledge.
15. Hepburn, A. & Potter, J. (2011). Recipients designed: Tag questions and gender. In S. Speer & E. Stokoe (Eds). *Conversation analysis and gender* (pp. 137-154). Cambridge: Cambridge University Press.
16. Potter, J. (2010). Discursive psychology and the study of naturally occurring talk. In D. Silverman (Ed.) *Qualitative Research: Theory, method and practice 3rd Edition* (pp. 187-207). London: Sage.
17. Hepburn, A. & Potter, J. (2010). Interrogating tears: Some uses of 'tag questions' in a child protection helpline. In A.F. Freed & S. Ehrlich (Eds). *"Why Do You Ask?": The Function of Questions in Institutional Discourse* (pp. 69-86). Oxford: Oxford University Press.
18. Potter, J. & Hepburn, A. (2010). A kind of governance: Rules, time and psychology in institutional organization. In Hindmarsh, J. & Llewellyn, N. (Eds). *Organization, Interaction and Practice* (pp. 49-73). Cambridge: Cambridge University Press.
19. Potter, J. & Hepburn, A. (2008). Discursive constructionism. In Holstein, J.A. & Gubrium, J.F. (Eds). *Handbook of constructionist research* (pp. 275-293). New York: Guildford.
20. Wiggins, S. & Potter, J. (2008). Discursive psychology. In Willig, C. & Stainton-Rogers, W. (Eds). *The SAGE handbook of qualitative research in psychology* (pp. 73-90). London; Sage.
21. Potter, J. & Hepburn, A. (2007). Chairing democracy: Psychology, time and negotiating the institution. In J.P. McDaniel and K. Tracy (Eds). *The prettier doll: Rhetoric, discourse and ordinary democracy* (pp. 176-204). Tuscaloosa, AL: University of Alabama Press.
22. Potter, J. & Puchta, C. (2007). Mind, mousse and moderation. In A. Hepburn and S. Wiggins (Eds). *Discursive Research in Practice* (pp. 104-123). Cambridge: Cambridge University Press.
23. Potter, J. & Hepburn, A. (2007). Discursive psychology: Mind and reality in practice. In A. Weatherall, B. Watson & C. Gallois (Eds). *Language and Social Psychology Handbook* (pp. 160-181). London: Palgrave.

24. Potter, J. (2006). Diskursive psychologie und diskursanalyse. In Keller, R., Hirsland, A., Schneider, W. & Vierhöver, W. (Eds). *Handbuch Sozialwissenschaftliche Diskursanalyse: Band I: Theorien und Methoden, 2nd Ed.* (pp.315-338). Opladen: Leske & Budrich.
25. Edwards, D. & Potter, J. (2005). Discursive psychology, mental states and descriptions. In H. te Molder & J. Potter (Eds). *Conversation and cognition* (pp. 241-259). Cambridge: Cambridge University Press.
26. Potter, J. & te Molder, H. (2005). Talking cognition: Mapping and making the terrain. In H. te Molder & J. Potter (Eds). *Conversation and cognition* (pp. 1-54). Cambridge: Cambridge University Press.
27. Potter, J. (2004). Söylemsel psikoloji ve söylem analizi. In S.A. Arkonaç (Ed.). *Doğunun ve batının yerelliği*. Istanbul: Alfa.
28. Potter, J. & Hepburn, A. (2004). Analysis of NSPCC call openings. In S. Becker & A. Bryman (Eds). *Understanding research methods for social policy and practice* (pp. 311-13). London: The Policy Press.
29. Potter, J. (2004). Discourse analysis as a way of analysing naturally occurring talk. In D. Silverman (Ed.) *Qualitative Analysis: Issues of theory and method, 2nd Edition* (pp. 200-221). London: Sage.
30. Potter, J. (2004). Discourse analysis. In M. Hardy & A. Bryman (Eds) *Handbook of Data Analysis* (pp. 607-624). London: Sage.
31. Hepburn, A. & Potter, J. (2004). Discourse analytic practice. In C. Seale, D. Silverman, J. Gubrium & G. Gobo (Eds). *Qualitative research practice* (pp. 180-196). London: Sage.
32. Potter, J. (2003). Discourse analysis and discursive psychology. In P.M. Camic, J.E. Rhodes and L. Yardley (Eds). *Qualitative research in psychology: Expanding perspectives in methodology and design* (pp. 73-94). Washington: American Psychological Association.
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National Communication Association, Dallas (presenter with G. Bolden and A. Hepburn)
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- 2013 International Conference in Conversation Analysis, UCLA
- 2012 National Communication Association, Orlando (presenter with A Hepburn and C Shaw)
- 2011 Emergency Communication, ZiF Bielefeld (presenter with A Hepburn)
- 2010 International Conference in Conversation Analysis, Mannheim (presenter with A Hepburn)
Knowledge Exchange Workshop on Telephone Helplines, Edinburgh
- 2008 Language – Culture – Mind, Odense (presenter and symposium convener)
- 2007 International Pragmatics Association, Gothenberg (presenter with A. Hepburn x 2)
- 2006 International Conference in Conversation Analysis, Helsinki (presenter with A. Hepburn and symposium convener)
- 2005 International Pragmatics Association, Riva del Garda (Symposium organizer with H. te Molder, presenter and joint presenter with A. Hepburn)
- 2004 Conversation Analysis of Psychotherapy I, Manchester (presenter with A. Hepburn)
- 2003 International Conference in Critical Psychology, Bath
- 2002 International Conference in Conversation Analysis, Copenhagen (presenter with A. Hepburn and symposium convener with H. te Molder)
- 2001 International Conference: Talking Race and Prejudice, Murdoch University, Perth
Introductory Presentation to NSPCC sponsored conference: Getting Closer at a Distance, London (joint with A. Hepburn)
Talk at workshop Discursive Psychology and Conversation Analysis in the Study of Institutional Interaction, University of Tampere, Finland
Workshop on Conversation Analysis and Therapy, Brunel University
Talk to National Communication Association Preconference on Analyzing Text: Similarities and differences in LSI and rhetorical approaches, Atlanta

- 2000 Workshop on Action and neutrality in medical interaction, University College Cardiff (joint with D. Edwards and N. Parker)
International Conference on Language and Social Psychology, University College Cardiff (presenter and symposium convener)
International Pragmatics Association, Budapest (Joint with D. Edwards)
- 1999 Workshop on Social Constructionism in Psychology and Related Disciplines, Free University of Berlin.
- 1998 British Psychological Society History and Philosophy Section Conference, College of Rippon and York.
- 1997 International Society for Theoretical Psychology Conference, Berlin.
Cardiff Roundtable on Sociolinguistics and Social Theory, University of Wales Cardiff.
International Conference on Language and Social Psychology, University of Ottawa.
International Communication Association Workshop on Discourse and Cognition, Montreal.
British Psychological Society Social Psychology Section Conference, University of Sussex.
- 1996 Panel discussant at British Psychological Society History and Philosophy Section Conference, College of Rippon and York.
Day Conference: Social Constructionism, Discourse and Realism, Manchester Metropolitan University.
British Psychological Society Social Psychology Section Conference, University of Strathclyde (joint with M. Roffe).
- 1994 Fact Construction in Science and Other Places, University of Wageningen, The Netherlands
Qualitative Research Methods for Psychologists, Cumberland Lodge, The Great Park, Windsor (two papers and two workshops)
Panel discussant at British Psychological Society Social Psychology Section Conference, University of Cambridge
Speech Communication Association Conference, New Orleans.
- 1993 Qualitative Research Methods for Psychologists, Cumberland Lodge, The Great Park, Windsor (paper and two workshops)
Small Group Meeting: Critical Social Psychology, Universitat Autònoma de Barcelona, Barcelona.
British Psychological Society Social Psychology Section Conference, University of Oxford (convenor of symposium and joint paper with M. Roffe)
- 1992 Qualitative Research Methods for Psychologists, Cumberland Lodge, The Great Park, Windsor (introductory overview, paper and workshop)
Workshop on Discourse Analysis, University of Sheffield (joint with M. Ashmore and D. Edwards)
- 1991 Workshop on Discourse Analysis, University of York (joint with D. Edwards)
4th International Conference on Language and Social Psychology, University of California, Santa Barbara (convenor of symposium and joint paper with Margaret Wetherell)
- 1990 Sociolinguistics Symposium 7, Roehampton Institute of Higher Education

- Workshop on Discourse Analysis, Loughborough University (joint with D. Hicks)
- Workshop on Discourse Analysis, University of Lancaster
- 1989 International Conference on Conversation, Discourse, Conflict, University of Dublin (joint with D. Edwards)
- Workshop on Discourse Analysis, University of Sussex (joint with D. Hicks)
- British Psychological Society Social Psychology Section, University of Bristol
- 1988 British Psychological Society Social Psychology Section, University of Canterbury (convenor of symposium)
- 1987 British Psychological Society Social Psychology Section, University of Oxford (convenor of symposium)
- Workshop on Discourse Analysis, University of Bradford
- British Psychological Society London Conference, Institute of Education (convenor of symposium)
- 1986 Workshop on the Analysis of Verbatim Data, Grange Over Sands, Cumbria
- British Psychological Society Social Psychology Section, University of Sussex (joint with M. Wetherell)
- Workshop on Discourse Analysis, University of St. Andrews
- 1985 Workshop on Discourse Analysis, University of Oxford
- British Psychological Society Social Psychology Section, University of Cambridge (discussant for symposium)
- Workshop on Discourse Analysis, University of York
- 1984 Workshop on Discourse Analysis, University of York
- International Conference of Political Psychology, University of Toronto (joint with S. Reicher)
- Workshop on Discourse Analysis, University of Brunel
- 1983 British Psychological Society Social Psychology Section, University of Sheffield
- British Sociological Association Annual Conference, University of Aberystwyth
- 1982 British Psychological Society Social Psychology Section, University of Oxford
- Workshop on Theory in Personal Construct Theory II, Weymouth
- 1981 British Psychological Society Social Psychology Section, University of Canterbury (joint with P. Stringer)
- Workshop on Theory in Personal Construct Theory, Lorton Vale, Cumbria
- 1980 British Psychological Society Social Psychology Section, University of Oxford
- 1979 British Psychological Society Social Psychology Section, University of Surrey
- British Psychological Society Annual Conference, University of Aberdeen
- Workshop on the Application of Social Psychology, University of Surrey

7. Prizes and Awards

British Psychological Society (Social Psychology Section) Prize:
New/young Researcher for work produced in the year 1979

Research on the NSPCC Child Protection Helpline done in collaboration with Dr. A. Hepburn was part of a submission that won the 2005 Queen’s Anniversary Prize for internationally outstanding work on problems faced by children and young people.

The book:

Te Molder, H. & Potter, J. (Eds) (2005). *Conversation and Cognition*. Cambridge: Cambridge University Press.

received the inaugural book award for the Ethnomethodology and Conversation Analysis Section of the American Sociological Association.

Elected to the Academy of Social Sciences, 2008

Made an Honorary Associate of the Taos Institute, 2010

8. Completed PhD Students

Student	Awarded	Attainment
Andy McKinlay	1991	Head of School, Edinburgh University
Liz Barrett	1993	HR Director, Group IT at Lloyds Banking Group
Hedwig te Molder	1995	Professor of Science Communication, University of Twente
Michael Roffe	1996	Chartered Forensic Psychologist, The Roffe Partnership
Belinda Place	1996	Midwife
Walter Carl	1996	Running business, Iowa
Sue Becker	1997	Senior Lecturer, University of Teeside
Rachel Lawes	1997	Lawes Consulting, London
Kevin McKenzie	1998	Professor, University of Cypress
Sue Spear	1999	Senior Lecturer, Manchester University
Dennis Salter	2001	Consultant Clinical Psychologists and Head of Adult Mental Health Clinical Psychology, Leicestershire Partnership Trust
Sally Wiggins	2003	Senior Lecturer, University of Strathclyde
Claudia Puchta	2003	Professor Dr, University of Lüneburg
Nikki Parker	2003	Clinical Psychologist, Leicestershire Partnership Trust
Pirjo Nikander	2004	Professor of the Doctoral School, University of Tampere
Mandy Hodges	2007	Clinical Psychologist, Derby
Anne Patterson	2008	Researcher, Nottingham University
Chloe Shaw	2012	Researcher, University College London
Alexandra Kent	2012	Lecturer, Keele University

9. Research Funding Secured

- 1984: *Majority group representations of conflict and race relations* (supported by Economic and Social Research Council to value of £5,900 — Principal Investigator with Prof. M. Wetherell)
- 1985: *Discourse and polarization in natural groups* (supported by the St. Andrews University Committee on Research in Arts and Divinity to value of £660 — Principal Investigator with Prof. M. Wetherell)

- 1985: *Workshop on the Analysis of Verbatim Data* (supported by the Economic and Social Research Council to value of £2,200 — held jointly with Dr. C. Antaki)
- 1986: *Workshop on the Analysis of Scientists' Discourse* (supported by the Economic and Social Research Council to value of £1,400)
- 1989: *Television Current Affairs and Factual Discourse* (supported by the Economic and Social Research Council to value of £6,010 — Principal Investigator with Prof. M. Wetherell)
- 2005: *Representation of genomics in the UK: Media, interest groups, and government texts* (supported by the Economic and Social Research Council to value of £32,000 – Co-Investigator with Prof. M Augoustinos, Prof. A. LeCouteur, and Dr. S. Crabb)
- 2007: *The impact of technological modality on troubles telling and advice giving on a national children's helpline* (supported by the Australian Research Council to value of \$175,000 – Partner Investigator with Prof S. Danby, Prof M. Emmison and Dr. A. Hepburn)

10. Professional Activities and Societies

Associate-Editor of the journal: *Theory & Psychology*

Current or past member of editorial boards: *British Journal of Social Psychology*
Culture & Psychology
Discourse & Society
Ethnography
Handbook of Ethnography
Identities
International Journal of Critical Psychology
International Journal on Research in Critical Discourse Analysis
Introducing Qualitative Methods (book series)
Journal of Language and Social Psychology
Philosophical Psychology
Qualitative Research
Qualitative Research in Education
Qualitative Research Kit (book collection)
Research on Language & Social Interaction
Sage Dictionary of Social Research
Social and Personality Psychology Compass
Taos Institute: WorldShare Books
Text & Talk

Referee for journals: *Addiction Research*
Applied Linguistics
Australian Psychologist
British Journal of Developmental Psychology
British Journal of Management
British Journal of Psychology
British Journal of Social Psychology
Canadian Psychology
Communication Monographs

Communication Yearbook
Critical Discourse Studies
Culture & Psychology
Discourse & Communication
Discourse & Society
Discourse Studies
European Journal of Communication
European Journal of Social Psychology
Ethnic and Racial Studies
Feminism & Psychology
Health & Psychology
Human Relations
Identities
International Journal for the Psychology of Religion
International Journal of Qualitative Studies in Education
Journal of Applied Social Studies
Journal for the Theory of Social Behaviour
Journal of Environmental Psychology
Journal of Health Psychology
Journal of Investigative Psychology
Journal of Language & Social Psychology
Journal of Management Studies
Journal of Medical Internet Research
Journal of Palliative Care
Journal of Pragmatics
Journal of Sociolinguistics
Leadership
Medical Education
Organizational Science
Organizational Studies
Philosophical Psychology
Political Psychology
Public Understanding of Science
Qualitative Research
Qualitative Research in Psychology
Research on Language & Social Interaction
Science, Technology & Human Values
Sexualities
Social Problems
Social Psychology Quarterly
Social Research Methodology
Social Science & Medicine
Social Semiotics
Social Studies of Science
Sociological Perspectives
Sociology of Health & Illness
Television and New Media
Text & Talk
Theory & Psychology

Referee for research councils: *Economic and Social Research Council
Australian Research Council
Danish Council for Independent Research
New Zealand Social Science Research Council
New Zealand Marsden Foundation
Canadian Council for Research in the Social
Sciences
Israel Science Foundation*

Referee of book and journal proposals for: *Arnold
Blackwell
Cambridge University Press
Palgrave
Psychology Press
Routledge
Sage
University Press*

Member of the: *British Psychological Society
International Pragmatics Association
Academy of Social Sciences
International Society for Conversation Analysis*

MA thesis examiner: *University of Adelaide*

PhD thesis examiner: *Central Institute of English and Foreign
Languages, Hyderabad
Leicester University
Linköping University
Nottingham Trent University
Open University
Plymouth University
University College, London
University of Edinburgh
University of Iowa
University of Nottingham
University of Surrey
University of Wageningen
University of York
University of Jyväskylä
University of Stockholm*

Co-founder of the Discourse and Rhetoric Group (DARG)
Loughborough University-based, inter-university research group

Academic consultant to the BBC television series 'Uncertainties'.

11. Professorships/Fellowships and Invited Presentations

Keynote speaker, British Psychological Society, Social Psychology Section, August 2017

Invited speaker, The Vision of Social Psychology, London School of Economics, June 2015

Invited speaker, Discourse Studies in the Social Sciences, Warwick, March 2014

Keynote speaker, 3rd International Conference, Applied Linguistics and Professional Practice (ALAPP 2013): Collaborating across Disciplinary and Professional Boundaries, Kuala Lumpur, December 2013

Keynote speaker, International Conference in Critical Social Psychology, Barcelona, February 2013

Keynote speaker, Fourth International Symposium on Process Organization Studies, Kos, June 2012

Invited speaker, International Symposium on Knowledge and Discourse, Pompeu Fabra University, Barcelona, April 2012

Invited plenary speaker, Discourse – Communication – Conversation, Loughborough, March 2012

Invited plenary speaker, Frenemies: The relationship between science and society, University of Twente, September 2011

Invited speaker, symposium on Dialogues and Debates in Social Psychology, Cambridge, September 2011

Invited plenary speaker, The Self in Context: Social, Cultural and Historical Perspectives, London School of Economics, June 2011

Invited plenary speaker, Critical Approaches to Discourse Analysis Across Disciplines, University of Hertfordshire, July 2008

Invited plenary speaker, Culture, Interaction and Knowledge, University of York, July 2008

Invited speaker, ESRC workshop: Conflict resolution and mediation in talk-in-interaction, Newcastle, June 2008

Invited plenary speaker, ALED Conference (Latin American Association for studies of Discourse), Bogota, Columbia 2007

Invited plenary speaker, Finnish Linguistics Symposium, Oulu 2007

Visiting Professor, Universitat Autònoma de Barcelona, 2007

Invited speaker, BPS Annual Conference, York 2007

Visiting Professor, Queensland University of Technology, Griffiths University, Adelaide University, December-January 2006-7

Invited speaker for BPS lecture series Showcasing Qualitative Research, Leeds, March 2006

Visiting Professor, University of Southern Denmark, Odense, February 2006

Invited keynote speaker, Interactionist approaches to qualitative studies – interviews, observations, documents, Copenhagen, December 2005

Invited speaker, ESRC Neuroscience and Identity Seminar: Brain, Mind and Social Interaction, Nottingham, November 2005

Visiting Professor, University of Jyväskylä, March 2005

Invited speaker, BSA language group, Discourse and the Subject, Cardiff University, October 2004

Visiting Professor, University of Rome, La Sapienza, July/August 2004

Visiting Professor, University of Lund, Sweden, June 2004

Visiting Professor, Aalborg University, Copenhagen, 2003

Invited keynote speaker, Workshop on discourse and discourse analysis, University of Amsterdam School for Social Research

Invited plenary speaker, BSP Social Psychology Annual Conference, LSE, 2003

Visiting Professor, Linköping University, Sweden, 2002

Visiting Professor, University of Tampere, Finland, 2002-2004

Visiting Research Fellow in Health Sciences, University of Adelaide, 2002

Talk to National Communication Association Pre-conference on Analyzing Text: Similarities and differences in LSI and rhetorical approaches, Atlanta, 2001

Presenter, 'Josephine Jones Lecture', University of Colorado, Boulder, 2001

Talk at workshop 'Discursive Psychology and Conversation Analysis in the Study of Institutional Interaction', University of Tampere, Finland, 2001

Visiting Professor, University of Syracuse, 2001

Plenary talk at workshop on Conversation Analysis and Therapy, Brunel University, 2001

Visiting Professor, University of Tampere, Finland, 1999-2000

Visiting Professor, University of Oslo, 1999-2000

Talk at Qualitative Methods in Genetic Counselling Workshop, Nottingham University, 1999

Talk at workshop on Social Constructionism in Psychology & Related Disciplines, Free University, Berlin, 1999

Presenter, 'Tenth Annual Drever Lecture' at the University of Edinburgh, 1998

Speaker and discussant for Cardiff Roundtable on Sociolinguistics and Social Theory, University of Wales, Cardiff, 1997

Talk at International Communication Association Workshop on 'Discourse and Cognition', Montreal, 1997

Talk at Sixth International Conference on Language and Social Psychology, University of Ottawa, 1997

Talk at International Society for Theoretical Psychology, Berlin, 1997

Panel discussant in session on 'Qualitative Methods in Psychology', British Psychological Society Conference (History and Philosophy Section), April, 1996

Talk at day Conference on Social Constructionism, Discourse and Realism, Manchester Metropolitan University, April, 1996

Distinguished Research Visitor, Massey University, Palmerston North, New Zealand, March 1995

Talk at the inauguration of Centre for Discourse and Organizations, Brunel University, September 1995

Distinguished guest, Fact Construction in Science and Other Places Conference, University of Wageningen, The Netherlands, February 1994

Panel discussant in session 'Can our methods allow us to have more than opinions', British Psychological Society Conference (Social Psychology Section) September, 1994

Contributor to Economic & Social Research Council sponsored Workshop, Internal and External Representations, Kings College, London, April and September, 1994

Five lectures on 'Discourse Analysis in Social Psychology', Central University of Caracas, Venezuela, October, 1994

Talk to the Speech Communication Association, New Orleans, November, 1994

Talk to the Critical Social Psychology small group meeting in Barcelona, April 1993

Talk to Economic & Social Research Council and British Psychological Society sponsored Workshop on Qualitative Research Methods for Psychologists, Great Park, Windsor, 1992, 1993, & 1994

Distinguished speaker, National Seminar on Discourse Analysis, University of Trondheim, Norway, 1992

Symposium Convenor, International Social Psychology and Language Conference, Santa Barbara, 1991

Talk to the British Psychological Society Postgraduate Methods Workshop, Southampton, 1991

Plenary lecture & seminars, 13th International Institute for Semiotic and Structural Studies, University of Hawaii, 1991

Keynote address, International Sociolinguistics VII Conference, Roehampton, 1990

Plenary speaker, Int. Conversation, Discourse & Conflict Conference, University of Dublin, 1989

12. Invited Lecture Presentations

2016

Columbia University

2014

University of Edinburgh

University of Stockholm

2012

University of Malaya

2011

Max Plank Institute, Nijmegen

University of Manchester

Loughborough University

2010

University of Adelaide

Queensland University of Technology

Griffiths University, Brisbane

University of Edinburgh

2009

University of California, Santa Barbara

University of Adelaide

2008

University of Helsinki

University of Jyväskylä, Finland

Australian National University

University of St Andrews

University of Plymouth

University of Adelaide

Queensland University of Technology

2007

University of Adelaide

2004

University of Rome, La Sapienza

London School of Economics

Manchester Metropolitan University

University of Queensland

University of Lund, Sweden

University of York

2003

Lancaster University

University of the West of England

University of Tampere, Finland

2002

Technical University of Eskilstuna, Sweden

Murdoch University, Western Australia

Adelaide University

Flinders University, South Australia

Linköping University, Sweden

2001

University of Iowa

University of Tampere, Finland
University of Colorado, Boulder
Syracuse University

2000

Loughborough University
University of Oslo

1999

University of Tampere, Finland
University of Oslo

1998

Sheffield University
Linköping University, Sweden
Universitat Autònoma de Barcelona
Guildhall University

1997

Worcester College
University of Bath
University of Birmingham
University of Oslo
University of Edinburgh

1996

University of Nottingham
University of Liverpool
University of Southampton
Staffordshire University
Roehampton Institute

1995

University of Auckland
Massey University, New Zealand

1994

Warwick University
University of York
University of Bristol

1993

University of Swansea
Keele University

Sheffield University
University of Kent
University of Wageningen, Holland

1992

University of Nottingham
University of Trondheim, Norway
University of Amsterdam, Holland
University of Plymouth

1990

Trinity College, Dublin
University of Sheffield
University of York

1989

University of Bath
University of Southampton
University of York
University of Nottingham
Loughborough University

1988

University of Manchester
University of Birmingham
London School of Economics
Open University
University of Oxford

1985

University of St. Andrews

1983

University of St. Andrews
University of Edinburgh

1981

University of Bath

1980

Loughborough University

1979

University of Edinburgh