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Please send your items for the next Edition to the Editor anytime. Please feel encouraged to forward this newsletter and to pass additional email addresses for the mailing list on to the Editor.

Your news not included here? Tell the Editor about it!

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**1. FINT CONFERENCE: 4<sup>th</sup> EIASM WORKSHOP ON TRUST IN AMSTERDAM 2007**

Invitation to submit a special theme session:

The 4<sup>th</sup> EIASM Workshop on "Trust Within and Between Organizations", a.k.a. the FINT Conference, will be held in Amsterdam on Thursday and Friday October 25 and 26 2007, with pre-workshop activities on Wednesday 24. The workshop is chaired by Sim Sitkin and Katinka Bijlsma-Frankema.

If you feel that the workshop next year will not be complete unless a special trust-related theme is covered, you are invited to submit a call for papers (3/4 A4 format) on this theme and chair the session(s).

Submissions are due 9 October, to be sent to Katinka Bijlsma-Frankema: [KM.Bijlsma@fsw.vu.nl](mailto:KM.Bijlsma@fsw.vu.nl).

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## **2. ESRC SEMINAR ON TRUST ACROSS NATIONAL CULTURES**

ESRC Seminar Series "Building, maintaining and repairing trust across cultures: theory and practice".

You are invited to participate in the fourth seminar in an exciting series, funded by the ESRC, and jointly organised by Mark N. K. Saunders of Oxford Brookes University Business School, Denise Skinner of Coventry University Business School, Graham Dietz of Durham University Business School and Nicole Gillespie of Warwick Business School.

The fourth seminar on "Trust across national cultures" will be held at Coventry Business School, UK, on Monday, 13 November 2006, from 9.15am to 5pm. Professor John Child has agreed to be the keynote speaker for this event. John is currently Professor of Commerce (International Management and Organisation) at Birmingham University, a Fellow of the Academy of Management and the British Academy of Management and an Honorary Member of the European Group for Organization Studies (EGOS).

There is no charge for attending the event and lunch is provided. If you would like to attend please contact Jane Errington on +44 (0)1865 485874 or by email at [jcerrington@brookes.ac.uk](mailto:jcerrington@brookes.ac.uk) for full details.

(The fifth seminar, on methodological issues concerned with researching trust across cultural spheres, will be at Durham Business School, UK, 22 March 2007.)

<http://www.business.brookes.ac.uk/research/esrc/index.html>

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## **3. TRUST AND NEW TECHNOLOGIES: CALL FOR CHAPTERS**

Teemu Kautonen and Heikki Karjaluo to have secured a preliminary publication agreement with Edward Elgar to edit a book on "Trust and New Technologies".

The Editors welcome both conceptual and empirical contributions as well as high-quality literature reviews concerning the role of trust in the application of new technologies (MIS, Internet, mobile channels) in business management and marketing contexts. The purpose of this book is to provide a comprehensive state-of-the-art overview of the current state of research in this area.

Deadline for chapter ideas is 15 November 2006. Full manuscripts are required by 31 March 2007. All manuscripts undergo a double-blind review.

For full details please see:

[http://www.eiasm.org/miscellaneous/otherprojects/Trust\\_and\\_New\\_Technologies\\_CFP.pdf](http://www.eiasm.org/miscellaneous/otherprojects/Trust_and_New_Technologies_CFP.pdf)

Editorial contact: [teemu.kautonen@uwasa.fi](mailto:teemu.kautonen@uwasa.fi)

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#### **4. SPECIAL ISSUE ON TRUST FOR VIRTUAL ORGANIZATIONS AND VIRTUAL TEAMS: CALL FOR PAPERS**

International Journal of Networking and Virtual Organisations (IJNVO)

Guest Editors:

Latif Al-Hakim, University of Southern Queensland, Australia

Nilmini Wickramasinghe, Illinois Institute of Technology, USA

Rajeev K Bali, Coventry University, UK

Networking via virtual organisations and virtual teams has been considered as an ideal strategy for inter-organisational as well as intra-organisational work flow. Four major developments in global markets have brought the emerging virtual organisation and virtual team concepts to the forefront of management's attention: globalisation, the ICT revolution, customer demands in areas of product, service costs and quality, and product cycle time. Partnerships, alliances, collaboration, joint venture, licensing are examples of such industry networking.

A successful virtual network requires a real-time exploitation of information and knowledge among the entire network entities. The key enabler/driver for successful virtual networks is trust among the network entities. Trustful linkages can promote different industrial control styles, roles, behaviours and working environments. But how do we detect, determine or measure the best style, role, behaviour and working environment in different settings? How can we classify trust in virtual organisation and how can we measure each classification? What are factors affecting trust? What types of policies, techniques and methods should be used to promote trust? How do the interactions between virtual network entities change with the changes of trust? And where do traditional linkages fall short? This special issue of IJNVO aims to provide a forum for answering these questions.

Proposals due by: 1 November 2006. Final submission due: 1 March 2007.

Further details: <http://www.inderscience.com/browse/callpaper.php?callID=456>

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#### **5. AOM 2007: CALL FOR ABSTRACTS FOR SYMPOSIUM ON TRUST AND DISTRUST**

Call for abstracts for a symposium on "Trust and distrust developing along vicious and virtuous cycles," at the Academy of Management 2007. Katinka Bijlsma-Frankema, Antoinette Weibel and Paul Vlaar are planning to submit a proposal for this symposium.

Self-reinforcing cycles, originally discovered by Merton (1957), consist of acts and consequences that strengthen original conditions and expectations. They have been investigated across a wide variety of social science disciplines and research domains, with the vicious cycle of bureaucracy being the self reinforcing mechanism which is most extensively studied (inspired by the work of Max Weber, and refined by classic scholars, such as Gouldner (1954), Blau (1955), Argyris (1957), March and Simon (1958), Thompson (1961), Macaulay (1963), and Crozier (1964)). These authors provided insights into the paradox "that managerial interventions in support of more disciplined bureaucratic control directly reinforce the perceived problem of commitment and collaboration which they were originally meant to solve" (Reed, 1988, p. 35). After this period, the attention for vicious and virtuous cycles has withered away, leaving only a few authors working in this tradition, such as Zand (1972), Masuch (1985), Gagliardi (1986), Ghoshal & Moran (1996), Andersson and Pearson (1999), and Ferraro et al. (2005).

Recently, several researchers have hinted at the significance of self-reinforcing vicious and virtuous cycles in inter- and intra-organizational relationships, particularly in relation to the development of trust, distrust, control, monitoring and performance (e.g. Sundaramurthy & Lewis, 2003; Adobor, 2005; Sitkin and Roth, 1993; Sitkin & Sitckel, 1996; Ariño and de la Torre, 1998; Doz, 1996; Inkpen and Curall, 2004; McEvily et al., 2003b; Sitkin and George, 2005; Bijlsma-Frankema, 2005; Van Marrewijk, 2004; Vlaar et al., 2006). With this renewed attention it becomes clear that on the one hand, the classic authors have produced valuable insights that can be worked upon, on the other hand that many aspects of self reinforcing cycles are worth exploring to date. Interesting questions abound. For instance:

1. Which contextual factors trigger these cycles? For example Sitkin and Roth (1993) explain in their study under which circumstances legalistic remedies have a positive effect on trust and under which circumstances a negative one.
2. What turns integrative mechanisms into rigid, hard to change behavioral patterns? The study on groupthink of Janis (1972) and cultural change theory offer valuable starting points.
3. What is the role of social identities, in-group virtues and out-group vices in these self-reinforcing cycles? Merton (1957) discussed this relation in his study of the “damned –if-you-do and damned –if-you-don’t” process in ethnic relations,
4. What are possible tipping points at which cycles can be reversed? An example for this type of study is the Andersson and Pearson (1999) work on spiraling effects of incivility in the workplace which among other things describes the tipping point from where incivility spirals seem unavoidable.
5. Studies which focus on the spiraling qualities of trust and control, trust and technologies, trust and performance, trust and formal contracts etc.

In the symposium we intend to bring together scholars who are willing to dive into the notion that trust and distrust may develop along vicious and virtuous cycles. We attempt to arrive at a balanced mix of empirical and conceptual studies that promise to increase our understanding of trust and distrust developing along vicious and virtuous cycles in intra- and interorganizational contexts.

We like to invite researchers who are working on one of these and related questions to submit a 2-5 page synopsis of the paper they intend to present during the symposium. Besides, a journal may be interested in a special issue on this topic.

Deadline for submissions: 16 October 2006

For more information, please contact Katinka Bijlsma: [KM.Bijlsma@fsw.vu.nl](mailto:KM.Bijlsma@fsw.vu.nl); Antoinette Weibel: [antoinette.weibel@iou.unizh.ch](mailto:antoinette.weibel@iou.unizh.ch); and Paul Vlaar: [pvlaar@fbk.eur.nl](mailto:pvlaar@fbk.eur.nl).

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## **6. TRUST AT EGOS 2007: TRUST AND LAW / DANCE OF TRUST**

At the last EGOS Colloquium, held in Bergen, Norway, the sub-theme on “Trust Within and Across Boundaries” co-organized by Nicole Gillespie, Don Ferrin and Guido Möllering succeeded as a highly productive and exciting exchange of ideas, which encourages the continuation of this theme at future conferences such as the 2007 Amsterdam FINT Workshop (see 1 above) and others.

The European Group for Organizational Studies (EGOS) will hold its 23<sup>rd</sup> Colloquium in Vienna, Austria, 5-7 July 2007. This time, there are two sub-themes on trust.

### **Subtheme 8: Trust and Law**

This sub-theme is an effort to identify key notions to the debate on the relationship between trust and law, and to examine the central theoretical findings that scholars have provided in the past decades as well as to reconsider and to encourage further research on this issue in a wide range of empirical contexts. Conceptual, empirical and policy-oriented contributions to this important field of research are welcome. Co-convenors: Reinhard Bachmann, Bart Nooteboom, Peter Smith Ring. Details: [http://www.egosnet.org/conferences/collo23/sub\\_08.shtml](http://www.egosnet.org/conferences/collo23/sub_08.shtml)

### **Subtheme 22: The Dance of Trust: Building, Maintaining and Repairing Trust Across Cultures**

The sub-theme addresses the overall EGOS 2007 theme of “Beyond Waltz: Dances of Individuals and Organizations” through its direct focus on the dynamic relationships between and among individuals and organizations, and the role that trust and culture play in developing, maintaining and repairing such relationships. By bringing together a number of papers presenting diverse perspectives on cultures in relation to trust, gathered from diverse research contexts, we aim to develop a deeper understanding of how and why culture impacts trust relationships between individuals, groups and organizations, and importantly how trust can be built, sustained and repaired across cultural divides. Co-convenors: Denise Skinner, Nicole Gillespie and Deanne Den Hartog.

[http://www.egosnet.org/conferences/collo23/sub\\_22.shtml](http://www.egosnet.org/conferences/collo23/sub_22.shtml)

For all sub-themes, abstracts are due by 15 January 2007. For general information see:

[http://www.egosnet.org/conferences/collo23/colloquium\\_2007.shtml](http://www.egosnet.org/conferences/collo23/colloquium_2007.shtml)

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## **7. TRUST IN ENTREPRENEURSHIP AND SMALL BUSINESS: CALL FOR REVIEWERS**

Two exciting conference opportunities exist for the topic Trust in Entrepreneurship and Small Business:

1. The ICSB conference in Finland, June 2007 will have a stream Chaired by Roxanne Zolin:  
<http://www.icsb2007.org/>

2. The FINT EIASM workshop, Amsterdam, October 2007 (see above) will have a stream also Chaired by Roxanne Zolin.

Please contact Roxanne ([rvzolin@nps.edu](mailto:rvzolin@nps.edu)) if you are interested in helping to co-chair or review papers and abstracts for these events.

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## **8. ONLINE SURVEY: CULTURE SPECIFIC ISSUES OF TRUST**

Please support the work of Katalin Illes who writes:

"I have launched an online survey on Trust. It is a broad survey that aims to find out if there are culture specific issues that we need to consider in the process of building trusting relationships. I hope that this survey will enable me to design an interview schedule that I intend to use in mono-cultural groups in order to gain a deeper understanding of trusting. [...] We define trust as an action. From that starting point capturing the process is an exciting task." The survey is at:

<http://btc-server.btc.anglia.ac.uk/phpsurveyor/index.php?sid=3>

Dr Katalin Illes, Lead Us Alone, 214 Peverel Road, Cambridge CB5 8RL, United Kingdom  
Email: [katalin@leadusalone.com](mailto:katalin@leadusalone.com), Web: [www.leadusalone.com](http://www.leadusalone.com), Tel: 0044(0) 7779 040 238

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## **9. INTERNATIONAL SYMPOSIUM ON SOCIAL CAPITAL AND TRUST IN ORGANIZATION**

Convenor: Prof. José M. Peiró. IVIE and University of Valencia, Spain, [jose.m.peiro@uv.es](mailto:jose.m.peiro@uv.es)

Place: Madrid, Spain. BBVA Foundation. Dates: 30 November - 2 December 2006.

Further information is at:

[http://www.mpi-fg-koeln.mpg.de/people/gm/downloads/SYMPOSIUM\\_Trust\\_Madrid.pdf](http://www.mpi-fg-koeln.mpg.de/people/gm/downloads/SYMPOSIUM_Trust_Madrid.pdf)

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## **10. TRUST AND CONTROL IN MANAGEMENT ACCOUNTING RESEARCH**

In the latest Editorial of "Management Accounting Research", Jeltje van der Meer-Kooistra and Ed Vosselman discuss the "whence and wither" of research on management control of interfirm transactional relationships. They explicitly call for incorporating trust in a TCE perspective and more research into the relationship between trust and control:

Van der Meer-Kooistra, J., Vosselman, E.G.J. 2006. Research on management control of interfirm transactional relationships: Whence and whither (Editorial), Management Accounting Research 17(3), 227-237.

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## 11. AWARDS

The International Association for Conflict Management has given the “Outstanding Article Award for the Best Paper Published in 2004” to Peter Kim, Don Ferrin, Cecily Cooper and Kurt Dirks for their article on “Removing the shadow of suspicion: The effects of apology vs. denial for repairing competence- vs. integrity-based trust violations”, Journal of Applied Psychology, 89(1), 104-118. Photo evidence is here: <http://www.iacm-conflict.org/2006/>

At the Eighth International Conference on Electronic Commerce, the “Best Paper” award went to Harrison McKnight and Vivek Choudhury for their paper on “Distrust and Trust in B2C E-Commerce: Do They Differ?” published in: Spencer, B., Fox, M. S., Du, W., Du, D., Buffett, S. (eds.), Proceedings of the Eighth International Conference on Electronic Commerce (ICEC'06), August 13-16, 2006, pp. 482-491, Fredericton: New Brunswick, Canada. <http://icec06.net/>

Congratulations to the winners!

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## 12. PEOPLE ON THE MOVE

Gerard Breeman has moved from Leiden University to Wageningen University, The Netherlands. His new email is [Gerard.breeman@wur.nl](mailto:Gerard.breeman@wur.nl).

Steve Currall is now Professor of Enterprise and the Management of Innovation, Director at University College London, UK. He is also Visiting Professor of Entrepreneurship at London Business School (Joint appointment with UCL). His new email is: [scc@ucl.ac.uk](mailto:scc@ucl.ac.uk).

Harald Dolles recently joined Heilbronn Business School in Heilbronn, Germany, as Professor of Management and International Business. He has worked with the German Institute of Japanese Studies in Tokyo, Japan, for the past five years. His new email is: [dolles@hn-bs.de](mailto:dolles@hn-bs.de).

Michele Williams has moved from the Massachusetts Institute of Technology to Cornell University where she is an Assistant Professor of Organizational Behavior. Her new email is: [mw326@cornell.edu](mailto:mw326@cornell.edu).

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## 13. RECENT DOCTORATES IN TRUST-RELATED RESEARCH

None reported this time.

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## 14. POSITION FOR PHD STUDENT AT ESMT BERLIN

ESMT Berlin, Germany ([www.esmt.org](http://www.esmt.org)) is looking, as soon as possible, for a PhD student (or someone willing to enrol in a PhD program) to research trust in IT-mediated relationships and transactions. The PhD student will be working under the supervision of Prof. Francis Bidault in Berlin (residence required). A scholarship is offered to cover the cost of residence over the duration of the PhD project. This research will be done in close coordination with the BIT (Business and Information Technologies) project led by Prof. Uday Karmakar at UCLA. The project includes exposure to lead researchers in the area. Persons interested should contact Prof. Francis Bidault for further details ([bidault@esmt.org](mailto:bidault@esmt.org)).

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## 10. SPECIAL ISSUES

Current Sociology 54(4), July 2006.  
Special Issue on "Trust and professionalism".  
<http://csi.sagepub.com/content/vol54/issue4/>

Risk Analysis 26(5), forthcoming October 2006.  
Special Issue on "Trust in high-hazard workplaces".  
<http://www.blackwellpublishing.com/journal.asp?ref=0272-4332&site=1>

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## 11. NEW BOOKS

### \* Trust and Health Care

Shore, D.A. (Ed.) 2006. The Trust Crisis In Health Care. Oxford: Oxford University Press.

The lack of trust in our healthcare system brings ominous results, from decreasing health outcomes to increasing costs, from organization inefficiencies to a pervasive pattern of litigation. This will only worsen as healthcare becomes subject to greater market mechanisms, and as patients, providers, and payers view each other with increasing suspicion. Healthcare professionals are just now coming to realize what other professionals have known for years: trust is earned, not assumed. The Trust Crisis represents the first comprehensive survey of the causes and consequences of declining trust in healthcare, and more importantly, it provides suggestions for restoring that trust.

Editor David A. Shore, founder of the Harvard School of Public Health's Trust Initiative, brings together an unparalleled collection of healthcare leaders for this volume. Chapter authors include Donald Berwick, Robert Blendon, Lucian Leape, and George Lundberg. The book also features an introduction by Cokie and Steve Roberts. Causes, consequences, and cures for the crisis in trust are specifically addressed.

Further information including a Table of Contents is available at:  
<http://www.oup.com/us/catalog/general/subject/Medicine/PublicHealth/?view=usa&ci=9780195176360>

### \* Organizational Trust

Kamer, R.M. (Ed.) 2006 forthcoming. Organizational Trust: A Reader. Oxford: Oxford University Press.

Rod Kramer is the editor of a reader on Organizational Trust by Oxford University Press which will be published later this year. This reader provides trust scholars and researchers with a handy reference volume, a broad guide for graduate students hoping to understand and possibly contribute to this significant and still-growing literature, and a resource for teachers at the undergraduate level of undergraduate courses across a broad range of disciplines.

Further information including a Table of Contents is available at:  
<http://www.oup.com/us/catalog/general/subject/Business/Management/OrganizationalBehavior/?view=usa&ci=9780199288502>

### \* Trust Development in Organizations [German]

Osterloh, M., Weibel, A. 2006. Investition Vertrauen. Prozesse der Vertrauensentwicklung in Organisationen. Wiesbaden, Germany: Gabler Verlag.

Trust is an important competitive advantage of firms and nations especially when work is knowledge intensive. This books shows ways towards a stage-wise development of trust in organizations based on the latest thinking in management, social psychology and psychological economics. The authors discuss the tension between trust and control as well as the relationship between trust, fairness and leadership in the context of corporate governance, virtual communities and human resource management using numerous practical case examples.

[http://www.gabler.de/index.php;do=show/site=g/book\\_id=5850/sid=2031077616450a564b820e2235081071](http://www.gabler.de/index.php;do=show/site=g/book_id=5850/sid=2031077616450a564b820e2235081071)

### \* Trust in Democracy [Dutch]

Van Gunsteren, H. 2006. Vertrouwen in democratie. Over de principes van zelforganisatie. Amsterdam: Van Gennep. [by a well-known Dutch political philosopher]

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## 12. RECENT ARTICLES AND CHAPTERS

\*\*\* Not including articles and chapters in special issues or books listed above! \*\*\*

Bijlsma-Frankema, K.M., Smid, G.A.C. 2006. Vertrouwen in overheidsorganisaties. Concepten, casuïstiek, beleidsopties. In: Korsten, A.F.A., de Goede, P.J.M. (Eds.) Bouwen aan vertrouwen in het openbaar bestuur. Diagnoses en therapieën. 's-Gravenhage, Netherlands: Elsevier Overheid.

Buckley, P.J., Clegg, J., Tan, H. 2006. Cultural awareness in knowledge transfer to China—The role of guanxi and mianzi. *Journal of World Business* 41(3), 275-288.

Burns, J. 2006. Racial stereotypes, stigma and trust in post-apartheid South Africa. *Economic Modelling* 23(5), 805-821.

Chou, Y.K. 2006. Three simple models of social capital and economic growth. *Journal of Socio-Economics* 35(5) 889-912.

Crudeli, L. 2006. Social capital and economic opportunities. *Journal of Socio-Economics* 35(5) 913-927.

Del Bosque Rodríguez, I.R., Agudo, J.C., San Martín Gutiérrez, H. 2006. Determinants of economic and social satisfaction in manufacturer–distributor relationships. *Industrial Marketing Management* 35(6), 666-675.

Dietz, G., Den Hartog, D.N. 2006. Measuring trust inside organisations. *Personnel Review* 35(5), 557-588.

Eastlick, M.A., Lotz, S.L., Warrington, P. 2006. Understanding online B-to-C relationships: An integrated model of privacy concerns, trust, and commitment. *Journal of Business Research* 59(8), 877-886.

Eng, T.-Y. 2006. An investigation into the mediating role of cross-functional coordination on the linkage between organizational norms and SCM performance. *Industrial Marketing Management* 35(6), 762-773.

Erdem, S.A., Harrison-Walker, L.J. 2006. The role of the Internet in physician–patient relationships: The issue of trust. *Business Horizons* 49(5), 387-393.

- Ferrin, D.L., Dirks, K.T., Shah, P.P. 2006. Direct and indirect effects of third-party relationships on interpersonal trust. *Journal of Applied Psychology* 91(4), 870-883.
- Huang, X., Van de Vliert, E. 2006. Job formalization and cultural individualism as barriers to trust in management. *International Journal of Cross Cultural Management* 6(2), 221-242.
- Kingshott, R.P.J. 2006. The impact of psychological contracts upon trust and commitment within supplier-buyer relationships: A social exchange view. *Industrial Marketing Management* 35(6), 724-739.
- Lancastre, A., Lages, L.F. 2006. The relationship between buyer and a B2B e-marketplace: Cooperation determinants in an electronic market context. *Industrial Marketing Management* 35(6), 774-789.
- Lee, K., Yang, G., Graham, J.L. 2006. Tension and trust in international business negotiations: American executives negotiating with Chinese executives. *Journal of International Business Studies* 37(5), 623-641.
- Lewicki, R., Tomlinson, E. & Gillespie, N., 2006. Models of interpersonal trust development: theoretical approaches, empirical evidence, and future directions. *Journal of Management* 32 (in press for December, electronic preprint copies can be obtained from Roy Lewicki: [Lewicki\\_1@cob.osu.edu](mailto:Lewicki_1@cob.osu.edu))
- Levin, D.Z., Whitener, E.M., Cross, R. 2006. Perceived trustworthiness of knowledge sources: The moderating impact of relationship length. *Journal of Applied Psychology* 91(5), 1163-1171.
- McKnight, D. H. 2005. Trust in Information Technology. In: Davis, G.B. (Ed.) *The Blackwell Encyclopedia of Management*. Vol. 7 *Management Information Systems*. Malden, MA: Blackwell, pp. 329-331.
- Moore, O. 2006. Understanding postorganic fresh fruit and vegetable consumers at participatory farmers' markets in Ireland: Reflexivity, trust and social movements. *International Journal of Consumer Studies* 30(5), 416-426.
- Osterloh, M., Weibel, A. 2006. Vertrauen und Kontrolle. In: Zaugg, R. (Ed.) *Handbuch Kompetenzmanagement*. Bern: Haupt Verlag, pp. 53-63.
- Parker, S.K., Williams, H.M., Turner, N. 2006. Modeling the Antecedents of Proactive Behavior at Work. *Journal of Applied Psychology* 91(3), 636-652.
- Phelan, C. 2006. Public trust and government betrayal. *Journal of Economic Theory* 130(1), 27-43.
- Poon, J.M.L. 2006. Trust-in-supervisor and helping coworkers: Moderating effect of perceived politics. *Journal of Managerial Psychology* 21(6), 518-532.
- Sanders, K., Schyns, B. 2006. Trust, conflict and cooperative behaviour: Considering reciprocity within organizations. *Personnel Review* 35(5), 508-518.
- Staber, U. 2006. Social capital processes in cross cultural management. *International Journal of Cross Cultural Management* 6(2), 189-203.
- Stinglhamber, F., De Cremer, D., Mercken, L. 2006. Perceived support as a mediator of the relationship between justice and trust: A multiple foci approach. *Group & Organization Management* 31(4), 442-468.
- Van Overwalle, F., Heylighen, F. 2006. Talking nets: A multiagent connectionist approach to communication and trust between individuals. *Psychological Review* 113(3), 606-627.

Wales, C., Harvey, M., Warde, A. 2006. Recuperating from BSE: The shifting UK institutional basis for trust in food. *Appetite* 47(2), 187-195.

Wasti, S.A., Tan, H.H., Brower, H.H., Önder, C. 2006. Cross-cultural measurement of supervisor trustworthiness: An assessment of measurement invariance across three cultures. *Leadership Quarterly* (in press, if interested contact either Arzu Wasti ([awasti@sabanciuniv.edu](mailto:awasti@sabanciuniv.edu)), Hwee Hoon Tan ([hhtan@smu.edu.sg](mailto:hhtan@smu.edu.sg)) or Holly Brower ([browerhh@wfu.edu](mailto:browerhh@wfu.edu)) for a copy of the article).

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The next edition of FINTnews is scheduled for December 18, 2006.  
Don't hesitate to send news items and comments to the Editor: [moellering@mpifg.de](mailto:moellering@mpifg.de).

All editions of FINTnews are available in the news folder of the FINT website:  
<http://bscw.fsw.vu.nl/bscw.cgi/0/2429629>

#### **FINT Membership and Access to Website**

If you have an interest in trust research, you are invited to join FINT and get free access to our resources website. To join please send an email to Roxanne Zolin at [rvzolin@nps.edu](mailto:rvzolin@nps.edu). We'll send you a short questionnaire and instructions to access the website.

[end]