

FINTnews No. 12, March 2007

The Electronic Newsletter of the First International Network on Trust

Happy Easter!

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Current Editor: Guido Möllering. Designated Editor: Roxanne Zolin.

Please send your items for the next Edition to the Editor (rvzolin@nps.edu) 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!

1. EDITORIAL NOTE: ROXANNE ZOLIN NEW FINTnews EDITOR

With the first three years and a dozen issues of FINTnews completed, this is the last edition composed by Guido Möllering.

The new Editor is Roxanne Zolin (rvzolin@nps.edu) who has already played an important role in the First International Network on Trust (FINT) by looking after membership details and the website.

FINTnews now reaches over 400 scholars worldwide interested in trust research.

2. FINT CONFERENCE: 4th EIASM WORKSHOP ON TRUST IN AMSTERDAM 2007

As announced before, the 4th EIASM Workshop on "Trust Within and Between Organizations", a.k.a. the FINT Conference, will be held in Amsterdam on Thursday and Friday 25-26 October 2007: http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=495

The deadline for uploading your 800-1000-word abstract is 21 May 2007!

3. ESRC SEMINAR ON TRUST ACROSS CULTURES, OXFORD BROOKES UNIVERSITY

The next and final seminar in the ESRC Seminar series "Building, maintaining and repairing trust across cultures: theory and practice" will be held at Oxford Brookes University, UK, on Friday, 22 June 2007.

This final seminar in the series is designed to allow selected series participants to outline the practical implications of their research on trust across cultures to a mixed audience of practitioners and series participants. It draws together the ideas from the earlier seminars focussing upon building and repairing trust across cultures and the implications of this for organisational competitiveness. The emphasis will be on the application of current thinking and research in order to benefit organisational practice.

Please contact Jane Errington (jcerrington@brookes.ac.uk) immediately (no later than 30 March) to request the Call for Presenters and further details of this event.

4. CALL FOR PAPERS: SPECIAL ISSUE ON SOCIAL EXCHANGE IN ORGANIZATIONS

Management and Organization Review has issued a Call for Papers for a Special Issue on 'Social Exchange in Organizations'. The Guest Editors are Lois E. Tetrick (George Mason University), Jacqueline A. Coyle-Shapiro (London School of Economics), Xiao-Ping Chen (University of Washington), and Lynn M. Shore (San Diego State University).

Social Exchange Theory is an influential conceptual paradigm for understanding Organizational Behavior. The pervasiveness of Social Exchange as a theoretical foundation can be seen in areas such as, for example, organizational justice, leader-member exchange, perceived organizational support, psychological contracts and the employment relationship, as well as the inter-organizational domain through the networks of top managers and boundary spanners. However, despite its dominance as an explanatory framework, Social Exchange Theory contains conceptual ambiguities and empirical tests that have selectively excluded critical theoretical variables or provided very limited tests of the main propositions of Social Exchange Theory. Likewise, most research applying Social Exchange Theory to organizations has been conducted in Western contexts, raising questions about the cross-cultural relevance or limitations of this theory.

This special issue of Management and Organization Review seeks to revisit Social Exchange Theory. By redirecting attention to Social Exchange Theory, we aim to advance its applicability in an organizational context. To this end, while we are open to different types of submissions, we especially encourage innovative theoretical and empirical papers that help advance the applicability of social exchange to organizational phenomena. Of particular interest are papers conducted within a Chinese or cross-cultural context.

Papers for the special issue should be submitted electronically to both the MOR office at iacmr.mor@asu.edu and Lois Tetrick at ltetrick@gmu.edu. The deadline for submission is December 1, 2007. Papers accepted for publication consideration will also be presented in a 'miniconference' held in conjunction with the International Association of Chinese Management Research bi-annual conference in June 2008. Questions about this special issue may be directed to any of the guest editors: Lois Tetrick (ltetrick@gmu.edu), Jackie Coyle-Shapiro (J.A.Coyle-Shapiro@lse.ac.uk), Xiao-Ping Chen (xpchen@u.washington.edu), and Lynn Shore (lshore@mail.sdsu.edu).

5. AOM PDW ON PUTTING TRUST RESEARCH INTO PRACTICE

This is a reminder and update on the PDW on “How Do We Put Trust Research Into Practice?” chaired by Don Ferrin and to be held at the upcoming Academy of Management Meeting in Philadelphia, Saturday, 4 August 2007, 2-5pm.

This PDW aims to bridge the gap between scholarly research and practitioner activities by bringing together a set of panelists who have studied trust academically and/or have directly influenced trust levels or the practice of trust within organizations. The first presenter, Kurt Dirks of Washington University, will briefly summarize "what we know" from the trust literature that is likely to be relevant to practice. This will be followed by presentations by: (1) Patricia O'Connor of the Center for Creative Leadership, who will talk about trust issues and interventions in large-scale action learning programs; (2) Darryl Stickel of Trust Unlimited, who will discuss his experience developing and rolling out a trust training program for corporate and executive education use; (3) Katinka Bijlsma-Frankema of Free University and Antoinette Weibel of the University of Zurich, who will discuss their experience as consultants to design and implement an organizational trust repair intervention; and (4) Robert Galford of the Center for Executive Development, who has authored a trust-related Harvard Business Review article, two trust-related books, and consults and trains extensively on trust-related issues.

The PDW will attempt to conclude the discussion with some specific action items that might be adopted for better putting trust research into practice. Registration is preferred but not required. Please contact Don Ferrin at dferrin@smu.edu.sg for further details or to register.

6. TRUST BETWEEN FIRMS IN UGANDA AND EUROPE

Joerg Wiegratz (jwiegratz@mtti.go.ug) has been working as a researcher/consultant in Uganda for 2.5 years (for UNIDO, GTZ, and Government of Uganda) on aspects of competitiveness, global value chains and human resources. Together with two colleagues, he has just concluded work for a study on Global Value Chains which looks at matters of trust at the core of relationships between firms in Uganda and Europe. Please use the following link for further information and opportunities for collaboration:

http://www.mpi-fg-koeln.mpg.de/people/gm/downloads/Wiegratz_Trust-Uganda-Europe.pdf

7. T3 GROUP WEBSITE: TRUST: THEORY AND TECHNOLOGY

T3 Group is a research team hosted in the Institute of Cognitive Sciences and Technologies (ISTC) at the National Research Council (CNR), in Rome, Italy. It has a resourceful website on trust that is definitely worth your while: <http://www.istc.cnr.it/T3/>

8. AWARDS

None reported this time, but let the Editor know if any research or researchers related to trust have been honoured.

9. PEOPLE ON THE MOVE

If you have moved or changed address, please use FINTnews to share your new details here.

10. RECENT DOCTORATES IN TRUST-RELATED RESEARCH

Susana Costa e Silva, University College Dublin, Ireland, 2007, Thesis on "The importance of trust and relational quality on the performance of international alliances", ssilva@porto.ucp.pt.

Merce Mach, Ramon Llull University, Barcelona, Spain, 2007, Thesis on "Validation of the triaxial model of organizational trust as a predictor of performance", merce.mach@esade.edu.

Marcos Dias de Oliveira, University of Birmingham, UK, 2007, Thesis on "Psychic distance and trust in international business relations", marcos.dias@bcb.gov.br.

Angela A. Stanton, Claremont Graduate University, USA, 2007, Thesis on "Neural substrates of decision-making in economic games", astanton@stanfordalumni.org.

Congratulations!

11. NEW BOOK

* Trust in Food (Special Offer!)

Kjaernes, U., Harvey, M., Warde, A. 2007. Trust in Food. A Comparative and Institutional Analysis. Basingstoke: Palgrave Macmillan. ISBN: 1-4039-9891-4.

Scandals in food, growth of supermarket power, new technologies and crises in obesity have shaken popular trust in food across Europe. The BSE epidemic, concern over GM foods, dioxin scares and avian flu have placed consumer trust and how to restore it at the top of government agendas. Uncovering surprising differences between countries, Trust in Food examines these issues to challenge the idea of the consumer as a sovereign individual and to demonstrate how consumption is institutionalized within societies.

Detailed information about this book, including a sample chapter, is available at: <http://www.cric.ac.uk/cric/books/trustfood.htm>

This book is available to individual members of the First International Network on Trust at a special discounted price of GBP 22.50 plus packing and postage (RRP GBP 45.00). To claim this special offer enter reference code "WFIRST07a" at the checkout stage when ordering online at www.palgrave.com, or by email: orders@palgrave.com. Offer expires 1 June 2007.

12. RECENT ARTICLES AND CHAPTERS

Antcliff, V., Saundry, R., Stuart, M. 2007. Networks and social capital in the UK television industry: The weakness of weak ties. *Human Relations* 60(2), 371-393.

Ballinger, G.A., Schoorman, F.D. 2007. Individual reactions to leadership succession in workgroups. *Academy of Management Review* 32(1), 118-136.

Bohnet, I., Baytelman, Y. 2007. Institutions and Trust: Implications for Preferences, Beliefs and Behavior. *Rationality and Society* 19(1), 99-135.

Danielson, A.J., Holm, H.J., 2007. Do you trust your brethren? Eliciting trust attitudes and trust behavior in a Tanzanian congregation. *Journal of Economic Behavior & Organization* 62(2), 255-271.

De Ruijter, E., Weesie, J. 2007. Working your way in: How trust problems and social embeddedness affect the behavior of home maintenance suppliers. *Rationality and Society* 19(1), 35-64.

- Elangovan, A.R., Auer-Rizzi, W., Szabo, E. 2007. Why don't I trust you now? An attributional approach to erosion of trust. *Journal of Managerial Psychology* 22(1), 4-24.
- Ertürk, A. 2007. Increasing organizational citizenship behaviors of Turkish academicians: Mediating role of trust in supervisor on the relationship between organizational justice and citizenship behaviors. *Journal of Managerial Psychology* 22(3), 257-270.
- Hong, K., Bohnet, I. 2007. Status and distrust: The relevance of inequality and betrayal aversion. *Journal of Economic Psychology* 28(2), 197-213.
- Ireland, R.D., Webb, J.W. 2007. A multi-theoretic perspective on trust and power in strategic supply chains. *Journal of Operations Management* 25(2), 482-497.
- Johannisson, B., Olaison, L. 2007. The moment of truth - Reconstructing entrepreneurship and social capital in the eye of the storm. *Review of Social Economy* 65(1), 55-78.
- Khodyakov, D. 2007. Trust as a process: A three-dimensional approach. *Sociology* 41(1), 115-132.
- Lapidot, Y., Kark, R., Shamir, B. 2007. The impact of situational vulnerability on the development and erosion of followers' trust in their leader. *Leadership Quarterly* 18(1), 16-34.
- Lynch, P., Jonson, P., Dibben, M. 2007. Exploring relationships of trust in 'adventure' recreation. *Leisure Studies* 26(1), 47-64.
- Martin, J. 2006. Multiple intelligence theory, knowledge identification and trust. *Knowledge Management Research & Practice* 4(3), 207-215.
- Mesquita, L.F. 2007. Starting over when the bickering never ends: Rebuilding aggregate trust among clustered firms through trust facilitators. *Academy of Management Review* 32(1), 72-91.
- Mizrachi, N., Drori, I., Anspach, R.R. 2007. Repertoires of trust: The practice of trust in a multinational organization amid political conflict. *American Sociological Review* 72(1), 143-165.
- Neves, P., Caetano, A. 2006. Social exchange processes in organizational change: The roles of trust and control. *Journal of Change Management* 6(4), 351-364.
- Nooteboom, B. 2007. Social capital, institutions and trust. *Review of Social Economy* 65(1), 29-53.
- Olson, B.J., Bao, Y., Parayitam, S. 2007. Strategic decision making within Chinese firms: The effects of cognitive diversity and trust on decision outcomes. *Journal of World Business* 42(1), 35-46.
- Reuer, J., Ariño, A. 2007. Strategic alliance contracts: Dimensions and determinants of contractual complexity. *Strategic Management Journal* 28(3), 313-330.
- Schechter, L. 2007. Traditional trust measurement and the risk confound: An experiment in rural Paraguay. *Journal of Economic Behavior & Organization* 62(2), 272-292.
- Schoorman, F.D., Mayer, R.C., Davis, J.H. 2007. An Integrative model of organizational trust: Past, present, and future. *Academy of Management Review* 32(2), 344-354.
- Seppänen, R., Blomkvist, K., Sundqvist, S. 2007. Measuring inter-organizational trust – a critical review of the empirical research in 1990–2003. *Industrial Marketing Management* 36(2), 249-265.
- Sztompka, P. 2006. Review Essay: New Perspectives on Trust. *American Journal of Sociology* 112(3), 905-919.
- Van der Schee, E., Braun, B., Calnan, M., Schnee, M., Groenewegen, P.P. 2007. Public trust in health care: A comparison of Germany, The Netherlands, and England and Wales. *Health Policy* 81(1), 56-67.

Van Ees, H., Bachmann, R. 2006. Transition economies and trust building: A network perspective on EU enlargement. *Cambridge Journal of Economics* 30(6), 923-939.

Wang, J.-K., Ashleigh, M., Meyer, E. 2006. Knowledge sharing and team trustworthiness: It's all about social ties! *Knowledge Management Research & Practice* 4(3), 175-186.

Williams, M. 2007. Building genuine trust through interpersonal emotion management: A threat regulation model of trust and collaboration across boundaries. *Academy of Management Review* 32(2), 595-621.

The next edition of FINTnews is scheduled for June 25, 2007.

Don't hesitate to send news items and comments to the Editor: rvzolin@nps.edu

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. We'll send you a short questionnaire and instructions to access the website.

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