

FINTnews No. 13, June 2007

The Electronic Newsletter of the First International Network on Trust

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1. About FINT

FINT (First International Network on Trust) is an international group of academics and practitioners, who are interested in the study of trust. Besides **FINTnews**, the FINT newsletter, and the Basic Support for Cooperative Work (BSCW) the **FINTwebsite**, we also have a biannual EIASM Workshop on Trust in Amsterdam (next workshop in October 2007).

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!

The next edition of **FINTnews** is scheduled for September 24, 2007.

All previous editions of **FINTnews** are available in the news folder of the **FINTwebsite**:
<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.

Roxanne Zolin.

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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 abstracts submitted to the fourth Workshop on Trust within and between Organizations have been selected and authors have been notified about acceptance or rejection. 80 abstracts were selected to be presented at the workshop out of 156, from 26 different countries. Authors of rejected papers are welcome as participant. Abstracts were submitted to the general theme and to ten special themes:

I: THE CREATION, MAINTENANCE AND REPAIR OF TRUST WITHIN ORGANIZATIONS

CHAIRS: Kurt T. **Dirks**, Olin School of Business, University of Washington in St Louis, USA
Roy J. **Lewicki**, The Ohio State University, Columbus, USA

II: THE EVOLUTION OF TRUST AND DISTRUST IN INTERORGANIZATIONAL RELATIONSHIPS

CHAIRS: Paul W.L. **Vlaar**, RSM Erasmus University Rotterdam, The Netherlands.

Dries **Faems**, Catholic University Leuven, Research Centre for Organisation Studies.

Anoop **Madhok**, Schulich School of Business, York University, Toronto

III “MANAGING TRUST IN BUSINESS RELATIONSHIPS: OVERCOMING TRUST FAILURE

CHAIRS: Sandro **Castaldo**, SDA School of Management Bocconi University
Fabrizio **Zerbini**, SDA School of Management Bocconi University

IV: TRUST OR DISTRUST IN ENTREPRENEURIAL RELATIONS

CHAIRS: Roxanne **Zolin**, Naval Postgraduate University, Monterey, CA.
Tom **Elfring**, Free University Amsterdam

V: TOWARD A SYSTEMATIC UNDERSTANDING OF TRUST AND BOUNDARIES

CHAIRS: Guido **Möllering**, Max Planck Institute for the Study of Societies, Köln, Germany

Don **Ferrin**, Singapore Management University, Singapore

Nicole **Gillespie**, University of Warwick, UK

VI: MISALLOCATED TRUST, CAUSES, PROCESSES AND CONSEQUENCES

CHAIRS : Richard **Priem**, University of Wisconsin–Milwaukee, USA
Antoinette **Weibel**, University of Zurich, Switzerland

VII: TRUST AND SOCIAL CAPITAL

CHAIRS: Denise **Rousseau**, Carnegie Mellon University Pittsburgh, USA

Jose Maria **Peiro**, University of Valencia, Spain

VIII: TRUST AND NEW TECHNOLOGIES

CHAIRS: Teemu **Kautonen**, University of Vaasa , Finland
Heikki **Karjaluoto**, University of Oulu, Finland

IX: TRUST AND HRM

CHAIRS; Rosalind **Searle**, Open University, UK
Denise **Skinner**, Coventry University, UK

X: TRUST IN THE CONTEXTS OF PROFESSIONAL WORK

CHAIRS : Keith **Jackson**, SOAS – University of London, UK
Gerhard **Smid**, SIOO, Interuniversity Center for Organization Studies and Change management,
Utrecht, The Netherlands

We invite FINT members and interested trust scholars to take part in this international event!!

Sim Sitkin and Katinka Bijlsma-Frankema, chairs

3. 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).

4. 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, (1) 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: (2) Patricia O'Connor of the Center for Creative Leadership, who will talk about trust issues and interventions in large-scale action learning programs; (3) Michelle & Dennis Reina of the Reina Trust Building Institute and authors of 'Trust and Betrayal in the Workplace,' who will discuss their nearly 15 years of experience working with organizations to assess, build and repair trust (tentative); (4) 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 (5) 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.

5. AoM PDW “Raising the Bar on Trust Research”

Academy of Management Professional Development Workshop, BPS Division:
“Raising the Bar on Trust Research: Comments, Critiques, and Counsel on Empirical Work”
Friday 1:00 pm-3.30 pm, Marriott 407
Panelists: Laura Poppo, Bill McEvily, Africa Arino, Steven Currall.

Raising the standards for empirical trust research is important because it not only improves the quality of the work, and thus contribution, but also increases the likelihood that trust research will influence scholarly work in related fields. We aim to clarify criteria against which trust research will be (and should be) evaluated. The panel of experts approaches this issue by critiquing their own past work in terms of what they would do differently if conducting the study today, and commenting on more recent research related to their work, offering recommendations for improvement.

6. Other Notices

1. Harry Sapienza, Aks Zaheer (both University of Minnesota), and Jared Harris (University of Virginia) will present a paper “Getting to Trust: Resolving Mixed Signals of Competence and Goodwill” at the Academy of Management meetings in Philadelphia this August. This theory paper is part of the authors’ research project aimed at disentangling the goodwill and competence elements of trust, grounding their theory in the context of investors assessing entrepreneurs.

2. With the support of the Business Roundtable Institute for Corporate Ethics and the Arthur W. Page Society, R. Edward Freeman, Jared Harris, and Laura Nash are researching the concept of “public trust”. To date, the scholars have gathered qualitative data from several discussions addressing the origins, maturation, and recovery of public trust. These meetings have included senior corporate executives, as well as academic and consulting thought leaders, representatives from investor, employee, and other stakeholder groups, regulators, and the media. This qualitative data is paving the way to several related theoretical and quantitative aspects of the authors’ public trust initiative. Those interested can contact Brian Moriarty (moriartyb@darden.virginia.edu) for more information about the project.

3. As has been reported earlier in FINTnews, as part of the International Council for Small Business World Conference, 13 - 15 June 2007 in Turku, Finland, a track was held on Trust in Entrepreneurship and Small Business Networks. The first session focused on social networks and their importance for trust creation, while the second discussed the influence of trust on entrepreneurial processes in a wider sense. The track provided a wide range of methodologies, including geometric data analysis, case studies and interview studies, and empirical data from taiwanese female entrepreneurs, lithuanian education, french craftsmen and swedish artists, amongst others, which opened up for interesting discussions that will hopefully be continued at the forthcoming track on Trust or Distrust in Entrepreneurial Relations at Fourth Amsterdam Workshop on "Trust within and between organizations" later this year.

EDITOR NOTE: This was contributed by Lovisa Näslund, who attended the ICSB in Turku, Finland this year. FINTnews Readers are encouraged to report on similar events for the interest of those who could not attend. RZ

7. ESA 2007 World Meeting at LUISS in Rome

A conference is about to get underway in Rome by the Economic Science Association (ESA) where many researchers present their work on trust and other behaviors through economics, including neuroeconomics, experiments. The conference: 29th of June to 1st of July at LUISS in Roma, Faculty of Economics in the Libera Università degli Studi Sociali in Viale Pola, Rome, Italy; more information can be found here: <http://www.luiss.it/esa2007/homepage.php>

8. AWARDS

Williams, Michele. "Disentangling concepts: The role of affect in trust development and cooperation." Academy of Management 2007 Best Paper Proceedings. Winner of the Best Paper Award (Empirical or Theoretical), Conflict Management Division.

9. PEOPLE ON THE MOVE

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I received a job immediately after I defended my dissertation. I will be starting as Assistant Professor of Economics at the Argyros School of Business & Economics, Chapman University, Orange, CA. I will make sure to introduce my students to behavioral and trust perspectives of experimental economics. The university's website: <https://www.chapman.edu/>

10. RECENT DOCTORATES IN TRUST-RELATED RESEARCH

Congratulations! Please send us a reference to your dissertation, even it was completed some time ago.

11. NEW BOOKS

[Please use this format when sending book notices.]

Dolan, Simon L., Garcia, Salvador and Richley, Bonnie (2006) *Managing by Values. A Corporate Guide to Living, Being Alive, and Making a Living in the 21st Century*. New York: Palgrave Macmillan.

12. RECENT ARTICLES AND CHAPTERS

[Please use this format when sending article and chapter notices.]

Burns, C., Mearns, K., & McGeorge, P. (2006). Explicit and implicit trust within safety culture. *Risk Analysis*, 26, 1139-1150.

Dekker, H.C. Partner selection and governance design in interfirm relationships, *Accounting, Organizations and Society* (In Press).

Kamminga, P.E., & Van der Meer-Kooistra, J. (2007). Management control patterns in joint venture relationships: A model and an exploratory study. *Accounting, Organizations and Society*, 32/(1-2), 135-158.

Lyon, F and Porter, G. (2007) 'Market institutions, trust and norms: exploring moral economies in Nigerian food systems' *Cambridge Journal of Economics*
doi:10.1093/cje/bem008

Lyon, F. (2007) 'Institutional perspectives on understanding street vendor behaviour and networks in Ghana' in *Street Entrepreneurs: People, place and politics in local and global perspective*. ed John Cross and Alfonso Morales. London and New York, Routledge.

Pesämaa, Ossi and Hair, Joseph Franklin Jr (2007) More than friendship is required: an empirical test of cooperative firm strategies. *Management Decision* 45(3) 602 – 615.

Nicolaou, Andreas I. & McKnight, D. Harrison. 2006. "Perceived Information Quality in Data Exchanges: Effects on Risk, Trust, Expected Performance and Intention to Use" *Information Systems Research* 17(4), 332-351.

Poppo, Laura, Kevin Zheng Zhou, and Sungmin Ryu. Forthcoming. Alternative Origins to Interorganizational Trust: An Interdependence Perspective on the Shadow of the Past and the Shadow of the Future. *Organization Science*. A download version of this paper will be available through SSRN shortly.

Tillmar, M. & Lindqvist L. (2007) Cooperation against all odds: Finding reasons for trust where formal institutions fail, *International Sociology*, vol 22(3), p 342-365

Tomlinson, E. C., & Mayer, R. C. (in press). The role of causal attribution dimensions in trust repair. *Academy of Management Review*.

Wang, K. Y. , and L Fulop. 2007. Managerial Trust and Work Values within the Context of International Joint Ventures in China. *Journal of International Management* 13(2): 164-186.

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