

The Electronic Newsletter of the First International Network on Trust

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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.

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**1. TRUST AT THE ACADEMY OF MANAGEMENT ANNUAL MEETING, New Orleans, United States, August 6-11, 2004**

By Nicole Gillespie, University of Melbourne, Australia, [n.gillespie@mbs.edu](mailto:n.gillespie@mbs.edu)

The recent AOM conference affirmed Kramer's (1999) observation that "Trust has rightly moved from bit player to center stage in contemporary organizational theory and research" (p.594). A search on the term 'trust' in the AOM program revealed nine symposia/integrated sessions focused on trust, in addition to over 30 individual papers with trust as a central construct (papers examining trust in passing or as a marginal factor were filtered out).

Some of the key foci and themes emerging from the AOM sessions included;

- 1) Trust in inter-organisational relationships, particularly strategic alliances, joint-ventures, mergers and acquisitions, and networks;
- 2) Trust within organizations, particularly in relation to organizational justice, teams, leader-member relations, leadership and management practices, organizational and discretionary performance, and change management; and
- 3) Distrust and cynicism.

A prominent theme raised during discussion and question time was the conceptualization and measurement of trust.

The titles, authors and abstract (where provided) of the symposia, sessions and papers are summarized in the following pdf file:

[http://www.wiwiss.fu-berlin.de/w3/w3sydow/fintnews/trust\\_aom2004.pdf](http://www.wiwiss.fu-berlin.de/w3/w3sydow/fintnews/trust_aom2004.pdf)

First the details of symposia and integrated sessions are provided, followed by the individual paper sessions (organized into two sections, 'inter-organisational relationships' and 'within organisation'). I hope this will prove to be a useful resource for those FINT members who could not attend the conference, as well as a helpful summary for those who did attend.

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## 2. CALLS FOR PAPERS

\* Kurt Dirks, Roy Lewicki and Aks Zaheer are guest-editing a Special Topic Forum on "Repairing relationships within and between organizations" for the Academy of Management Review. Deadline: September 7, 2005. See their call for papers:

<http://www.wiwiss.fu-berlin.de/w3/w3sydow/fintnews/CallforpapersAMR.pdf>

\* Ana Cristina Costa and Katinka Bijlsma-Frankema are guest-editing a special issue on "Trust and control: Sparring partners or a winning team?" for the journal Group and Organization Management. Submission deadline: January 15, 2005. Access to the call for papers:

<http://www.wiwiss.fu-berlin.de/w3/w3sydow/fintnews/CallforpapersGOM.pdf>

They will also guest-edit a special issue on "Trust and control" for International Sociology.

\* John Child, Roy Lewicki, Guido Möllering and Antoinette Weibel are co-organising a track on "Relationship maintenance - Between exit and excellence" at the 2005 Colloquium of the European Group for Organizational Studies (EGOS) in Berlin, Germany, June 30 – July 2, 2005. Trust is clearly one aspect relevant to this track. Deadline for Abstracts: January 6, 2005. See <http://www.egosnet.org> for general information on the colloquium and the following URL for a specific call for papers:

[http://www.egosnet.org/conferences/collo21/sub\\_20.html](http://www.egosnet.org/conferences/collo21/sub_20.html)

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## 3. CONFERENCE ANNOUNCEMENTS

\* The European Academy of Management (EURAM) 2005 conference will be held May 4-7, 2005 at the TUM Business School in Munich, Germany. Track proposals can still be submitted by October 15, 2004. Shouldn't there be a trust track...?

<http://www.euram2005.de>

\* The third EIASM workshop on "Trust within and between organizations" will be held in Amsterdam on October 27-28, 2005, chairs: Katinka Bijlsma-Frankema, Bart Nooteboom and Sim Sitkin. Peter Smith Ring is going to be one of the distinguished speakers and there will also be pre-conference sessions on October 26, 2005. Further details will follow in due course.

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## 4. AWARDS

Many congratulations to Bart Nooteboom of Tilburg University who will be awarded the Gunnar Myrdal Prize by the European Association for Evolutionary Political Economy at the EAEPE conference in Crete, Greece, October 28-31, 2004, for two books including "Trust: Forms, foundations, functions, failures and figures" (2002, Edward Elgar). Further information on EAEPE and its awards is available at:

<http://eaepe.tuwien.ac.at>

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## 5. PEOPLE ON THE MOVE

\* Don Ferrin to Singapore Management University as Associate Professor of Organizational Behavior in the School of Business, [dferrin@smu.edu.sg](mailto:dferrin@smu.edu.sg). New contact details and faculty profile at:

[http://www.business.smu.edu.sg/FacultyOrgBehavior/donald\\_ferrin.html](http://www.business.smu.edu.sg/FacultyOrgBehavior/donald_ferrin.html)

\* Nicole Gillespie to University of Warwick, England, Warwick Business School (Industrial Relations and Organisational Behaviour Group), Lecturer (as of November 1, 2004), [Nicole.Gillespie@wbs.ac.uk](mailto:Nicole.Gillespie@wbs.ac.uk)  
Research interests include: Trust within organizations, leadership and trust, measurement of trust, team dynamics and effectiveness, organizational change, employee engagement and well-being.

\* Edward Tomlinson to John Carroll University as Assistant Professor of Management in the Boler School of Business, [etomlinson@jcu.edu](mailto:etomlinson@jcu.edu).

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## 6. JOBS

Singapore Management University – Positions in Organizational Behavior

SMU IS a 4-year-old private university, with a charter to become a world-class research and teaching institution. Our new, US\$250 million campus will open in downtown Singapore in Fall 2005. The School of Business comprises 85 faculty, and is set to grow by another 25% in the coming year. In the area of Organizational Behavior, we hope to add at least three faculty members this year, and are hiring at all levels. We are especially interested in faculty with established, high-quality research records. Refer to the following websites for information about the OB positions [http://www.smu.edu.sg/faculty/faculty\\_recruitment/organizational\\_behavior.asp](http://www.smu.edu.sg/faculty/faculty_recruitment/organizational_behavior.asp), the university <http://www.smu.edu.sg/>, and living in Singapore <http://www.contactsingapore.org.sg>. Interested parties are also welcome to contact Don Ferrin ([dferrin@smu.edu.sg](mailto:dferrin@smu.edu.sg)) for further information. Completed applications should be submitted by October 8, 2004.

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## 7. RECENT DOCTORATES IN TRUST-RELATED RESEARCH (since 2002)

\* Edward Tomlinson, Ohio State University (USA), 2004, Thesis on "Cheap talk, valuable results? A causal attribution model of the impact of promises and apologies on short-term trust recovery", [etomlinson@jcu.edu](mailto:etomlinson@jcu.edu)

\* Roxanne Zolin, Stanford University (USA), 2002, Thesis on "Trust in Cross-functional Global Teams: Developing and Validating a Model of Inter-personal Trust in Cross-functional, Global Teams", [rvzolin@nps.edu](mailto:rvzolin@nps.edu)

(If you know of any other recent trust PhDs, please let the Editor know for the next edition.)

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## 8. RECENT SPECIAL ISSUES ON TRUST (AND RELATED TOPICS)

\* The Journal of Economic Behavior and Organization 55 (1), September 2004, contains three articles and one book review on trust. The articles are also listed below. You can access them via: <http://www.elsevier.com/homepage/sae/econworld/econbase/jebo/frame.htm>

\* The September issue of the Journal of Managerial Psychology will be a special issue on trust guest-edited by Guido Möllering, Reinhard Bachmann and Soo Hee Lee. Contributors include Sally Atkinson; Nicole Gillespie, Leon Mann; Natalie Ferres, Julia Connell, Anthony Travaglione; Hyun-Jung Lee; Sabine Koeszegi; and the guest editors. Details will be given in the next edition of FINTnews. Meanwhile, watch the journal's homepage: <http://taddeo.emeraldinsight.com/jmp.htm>

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## 9. RECENT ARTICLES

- Bowles, S., Gintis, H. 2004. Persistent parochialism: Trust and exclusion in ethnic networks, *Journal of Economic Behavior & Organization* 55(1), 1-23.
- Cassadeus-Masanell, R. 2004. Trust in agency, *Journal of Economics & Management Strategy* 13(3), 375-404.
- Cochard, F., Van, P.N., Willinger, M. 2004. Trusting behavior in a repeated investment game. *Journal of Economic Behavior & Organization* 55(1), 31-44.
- DeRosa, D.M., Hantula, D.A., Kock, N., D'Arcy, J. 2004. Trust and leadership in virtual teamwork: A media naturalness perspective, *Human Resource Management* 43(2&3), 219-232.
- Dietz, G. 2004. Partnership and the development of trust in British workplaces, *Human Resource Management Journal* 14(1), 5-24.
- Eberl, P. 2004. The development of trust and implications for organizational design: A game- and attribution-theoretical framework, *Schmalenbach Business Review (zfbf)* 56 (3), 258-273.
- Gössling, T. 2004. Proximity, trust and morality in networks, *European Planning Studies* 12(5), 675-689.
- Guerra, G., Zizzo, D.J. 2004. Trust responsiveness and beliefs, *Journal of Economic Behavior & Organization* 55(1), 25-30.
- Hodson, R. 2004. Organizational trustworthiness: Findings from the population of organizational ethnographies, *Organization Science* 15(4), 432-445.
- Kwon, I.-W.K., Suh, T. 2004. Factors affecting the level of trust and commitment in supply chain relationships, *Journal of Supply Chain Management* 40(2), 4-14.
- Lui, S.S., Ngo, H.-Y. 2004. The role of trust and contractual safeguards on cooperation in non-equity alliances, *Journal of Management* 30(4), 471-486.
- Langfred, C.W. 2004. Too much of a good thing? Negative effects of high trust and individual autonomy in self-managed teams, *Academy of Management Journal* 47(3), 385-399.
- Leisen, B., Hyman, M.R. 2004. Antecedents and consequences of trust in a service provider: The case of primary care physicians, *Journal of Business Research* 57(9), 990-999.
- Malhotra, D. 2004. Trust and reciprocity decision: The differing perspectives of trustors and trusted parties, *Organizational Behavior & Human Decision Processes* 94(2), 61-73.
- Paul, D.L., McDaniel Jr., R.R. 2004. A field study of the effect of interpersonal trust on virtual collaborative relationship performance, *MIS Quarterly* 28(2), 183-227.
- Perry, M.L., Sengupta, S., Krapfel, R. 2004. Effectiveness of horizontal strategic alliances in technologically uncertain environments: Are trust and commitment enough?, *Journal of Business Research* 57(9), 951-956.
- Rohm, A.J., Milne, G.R. 2004. Just what the doctor ordered: The role of information sensitivity and trust in reducing medical information privacy concern, *Journal of Business Research* 57(9), 1000-1007.
- Saparito, P.A., Chen, C.C., Sapienza, H.J. 2004. The role of relational trust in bank-small firm relations, *Academy of Management Journal* 47(3), 400-410.

Saunders, M.N.K., Thornhill A. 2003. Organisational justice, trust and the management of change: An exploration, *Personnel Review* 32(2), 360-375.

Spector, M.D., Jones, G.E. 2004. Trust in the workplace: Factors affecting trust formation between team members, *Journal of Social Psychology* 114(3), 311-321.

Tzafrir, S.S., Dolan, S.L. 2004. Trust ME: A scale for measuring manager-employee trust, *Management Research* 2(2), 117-134.

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The next edition of FINTnews is scheduled for December 20, 2004  
Don't hesitate to send news items and comments to the Editor.

The first edition of FINTnews is still available at:

[http://www.wiwiss.fu-berlin.de/w3/w3sydow/fintnews/FINTnews\\_No1\\_June2004.pdf](http://www.wiwiss.fu-berlin.de/w3/w3sydow/fintnews/FINTnews_No1_June2004.pdf)

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