

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

1. TRUST RELATED SESSIONS AT EGOS 2005 BERLIN

The 21st Colloquium of the European Group for Organizational Studies (EGOS) will be held this week, June 30 – July 2, 2005, in Berlin, Germany:

http://www.egosnet.org/conferences/colloquium_2005.shtml

Although there is no specific 'trust track' this time, at least two out of the 40 subthemes should be highly relevant to trust researchers:

Subtheme 20: Relationship Maintenance – Between Exit and Excellence.

Co-convenors: John Child, Roy J. Lewicki, Guido Möllering, Antoinette Weibel

Programme: http://www.egosnet.org/conferences/sub20_1_program.shtml

Subtheme 22: Elements of Social Capital – Transformations and Transferability

Co-convenors: Reinhard Bachmann, Klaus Nielsen

Programme: http://www.egosnet.org/conferences/sub22_1_program.shtml

You can contact the authors of specific papers by sending an email to the convenors.

2. TRUST RELATED SESSIONS AT AOM 2005 HONOLULU

First of all, a great message from Roxanne Zolin:

“Dear FINT Members,

If you are attending the Academy of Management conference in Hawaii this August you have the opportunity to meet FINT members worldwide at our first AoM@FINT Social! Our plan is to meet Sunday the 7th August at 4pm in the Tapa Bar, Ground Floor, Tapa Tower in the Hilton. True FINT members will wear Hawaiian gear and congregate around the FINT sign! Meet with Katinka, Sim and others for a casual social FINT get together.

Questions? Call Roxanne on 1+(831) 869 1700.

Aloha,
Roxanne”

Moreover, once again there will be numerous papers and symposia on trust at the Academy of Management Annual Meeting. In the following, we give only the Printed Program Session Number, Author(s) and Titles that have come to our attention. The list is not complete (there are simply too many sessions). For further information please consult the searchable conference website:

<http://meetings.aomonline.org/2005/>

Session 326:

Torsten Kuehlmann, Nada Endrissat: ‘Xinren’ versus ‘Vertrauen’: Two Perspectives on Trust in Sino-German Business Partnerships.

Session 469:

Philip Bromiley, Jared Harris: Trust, Transaction Cost Economics, and Mechanisms.

Session 515:

Dongseop Lee, Alexander Stajkovic: Interpersonal Trust and Emotions as Predictors of Cooperation in Work Teams.

Session 520:

Hans Van Ees, Reinhard Bachmann: Transition Economies and Trust Building: A Network Perspective on E.U. Enlargement

Session 534:

Franck Brulhart, Christophe Favoreu: Relationship Between Control, Trust and Performance With Inter-firms Partnership

Cam Caldwell, Mark Hansen: Trustworthiness, Governance, and Wealth Creation

Session 550:

Karan Sonpar, Jan Handelman, Ali Dastmalchian: It Takes two to Tango: Trust and Institutional Logics as Organizing Principles During Change.

Session 554:

Lai Si Tsui-Auch et al.: Trust and Distrust of Expatriate Managers in a Foreign-Owned Enterprise: A Grounded Theory

Session 542:

Paper Session on ‘Trust and Trust’ repair chaired by Roy J. Lewicki with contributions from Deepak Malhotra, Peter Hwang, Michele Williams, Don Ferrin, Peter Kim, Cecily Cooper, and Kurt Dirks. The paper by Ferrin et al. is Winner of CM Division Best Paper Award – Empirical.

Session 752:

Roy Yong Joo Chua, Michael Morris, Paul Ingram: The Effects of Culture and Network Density on Trust in Chinese vs American Managerial Networks

Session 897:

Symposium on 'Exploring the Coexistence of Trust and Control: Sparring Partners or Winning Team?' chaired by Antoinette Weibel and Katinka Bijlsma-Frankema with contributions from Antoinette Weibel, Sim Sitkin, Allan Lind, Morela Hernandez, Malin Tillmar, Katinka Bijlsma-Frankema, Ana Cristina Costa, Bart de Jong and Guido Möllering.

Session 944:

Philipp Käser: Tie strength and tie dynamic: Alternative relationships and realities.

Session 988:

Isabel Fernandez-Mateo: Beyond Organizational Careers: Information, Learning and Trust in Mediated Employment Arrangements (Winner of Careers Division Best Overall Paper Award)

Session 999:

Michele Williams: Being Trusted: The Influence of Team Demographic Dissimilarity on Dyadic Trust Across Boundaries.

Session 1016:

Jonas Puck, Alexander Mohr: Control and Trust as Organizing Principles of International Joint Ventures

Session 1041:

Paper Session on 'Finding The Balance: Trust & Control' chaired by Siew Kien Sia and Katherine Stewart with contributions from Cecil Eng Huang Chua, Christina Soh, Harminder Singh, Paul Pavlou, Huigang Liang, Yajiong Xue, Tamara Dinev, Massimo Bellotto, Paul Hart, Christian Colautti, Vincenzo Russo, Ilaria Serra, David Zweig and Pankaj Aggarwal.

Session 1097:

Guido Möllering: Trust, Institutions and Agency: Towards a Neoinstitutional Theory of Trust.
Chris Long, Laura Cardinal: Managerial Action to Build Control, Trust, and Fairness in Organizations: The Effect of Conflict

Session 1101:

Shay Tzafrir and Amit Gur: Human Resource Management Practices and Service Quality: The Mediation Role of Trust.

Session 1118:

Symposium on 'When Trust is an Uphill Climb: Studying Trust in Contexts that Do Not Encourage It' chaired by Jason Colquitt and Cinidy Zapata with contributions from Roy J. Lweicki, Kurt Dirks, Peter Kim, Cecil Cooper, Don Ferrin, Jason Colquitt, Jeffery LePine, Cindy Zapata, Eric Wild, Tony Simons, James Hagen, Aneil Mishra and Karen Mishra.

Session 1129:

Paper Session on 'Diversity and Trust Across Social Boundaries' chaired by Bo Nielsen with contributions from Antoinette Weibel, James Robins, Steven Lui, Aimee Kane, Nissim Mizrachi, Isreal Drori, Ben Bensaou and Gokhan Ertug.

Session 1152:

Don Ferrin, Michelle Bligh, Jeffrey Kohles: It Takes Two to Tango: An Interdependence Analysis of Trust and Cooperation Spirals.

Session 1257:

Symposium on 'What New Visions of Trust Can the Mayer, Davis and Schoorman Model Provide in the 21st Century?' facilitated by Roxanne Zolin with Sandra Robinson, Roger Mayer, Nicole Gillespie, Kurt Dirks, Katinka Bijlsma-Frankema, Audrey Korsgard and Sim Sitkin.

Session 1277:

Krishnan Srinivasan, Rekha Krishnan, Rajiv Krishnan: Simulating Trust Restoration Behavior And Its Consequences For Strategic Alliance Outcomes.

Thani Jambulingam, Ravi Kathuria, John Nevin: Impact of Fairness and Trust on Loyalty Under Varying Conditions of Supplier-Buyer Interdependence.

Session 1286:

Paper Session on 'New Frontiers in Trust Research: Online Groups, Boundary Spanners, and Emotions' chaired by Heather Vough with contributions from Liuba Belkin, Charles Naquin, Terri Kurtzberg, Gary Ballinger, David Schoorman, Sanjukta Kusari, Daniel Cohen, Jagdip Singh, Detelina Marinova and David Lehman.

Session 1295:

Thomas Mellewigt, Anop Madhok, Antoinette Weibel: Trust and Formal Contracts in Interorganizational Relationships - Substitutes and Complements.

Session 1340:

Reinhard Bachmann, Arjen Van Witteloostuijn: Institutional and Personal Forms of Power and Trust.

Session 1354:

Paper Session on 'Trust and Trustworthiness' chaired by Roxanne Zolin with contributions from Jon Werner, Bennett Cherry, Mathew Cronin, Janaki Gooty, James Pappas, Kok Yee Ng, Roy Yong Joo Chua, Meow Lan Chan.

3. OPPORTUNITIES FOR COLLABORATION

News from Antonio Travaglione: Early last year I was appointed to the position of Visiting Professor at Stanford University in the US and I taught students at the Stanford Graduate School of Business. I am now at Charles Sturt University which is located 2 hours outside of Sydney. I hold the position of Professor and Sub Dean Corporate Relations. In September this year I will be attending a conference in Tuscany in Italy. This will be the start of a 2 year plan to extend my involvement with European researchers. In 2007 I am planning on spending 6 months in Europe to expand the network between Australian and European researchers. I continue to research in the area of trust, organisational commitment, emotional intelligence and leadership. It might be helpful at this early stage to make contact with any researchers who are keen to be involved in international collaboration in this area. Please get in touch: atravaglione@scu.edu.au

4. REMINDER: AMR SPECIAL TOPIC FORUM ON REPAIRING RELATIONSHIPS

Please be reminded of the Call for Papers for the Academy of Management Review Special Topic Forum on 'Repairing Relationships Within and Between Organizations'. Guest Editors: Kurt T. Dirks, Washington University in St. Louis; Roy J. Lewicki, The Ohio State University; Akbar Zaheer, University of Minnesota. Due Date: September 7, 2005.

Details on the call for papers can be found on the Academy of Management Review website: <http://aom.pace.edu/AMR/relationships.html>

5. UPDATE ON AMSTERDAM TRUST WORKSHOP, OCTOBER 2005

To the third workshop on Trust within and between Organizations, to be organized this fall (October 27-28) in Amsterdam, 132 abstracts were submitted, of which 85 were selected for presentation of the full paper. The authors will be notified no later than July 4. Full papers must be uploaded by September. Given the selected abstracts, we expect the workshop to be as productive and inspiring as the first two!! By July 20, practical details about the workshop can be found on the EIASM website, http://www.eiasm.org/frontoffice/event_announcement.asp?event_id=391
We hope to meet many of you in Amsterdam!!

6. ECIS 2005 REGENSBURG: TRUST IN E-BUSINESS

The 13th European Conference on Information Systems was held in Regensburg, Germany. It was organised by the Institute for Management of Information Systems at the University of Regensburg from May 26 to 28, 2005 (see <http://www.ecis2005.de>). As part of the conference, Rita Ferreira organised a panel on "Trust in E-business in a Rapidly Changed Economy". For details see: <http://is.lse.ac.uk/asp/aspecis/20050160.pdf>

7. RECENT DOCTORATES IN TRUST-RELATED RESEARCH

Tally Hatzakis, Brunel University, London (UK), 2005, Thesis on "The Role of Relationship Management in Inter-group Trust-evolution between Business and Information Systems", tally.hatzakis@brunel.ac.uk

Cristina Cruz Serrano, Universidad Carlos III, Madrid (Spain), 2005, Thesis on "Perceived Trustworthiness among Upper Echelons in Family Firms: Implications for Corporate Governance", cristina.cruz@ie.edu

Congratulations, Tally and Cristina!

8. NEW BOOK

Unfortunately only for those who read German, a new interdisciplinary volume on trust and credibility:

Dernbach, B., Meyer, M. (eds.)(2005): Vertrauen und Glaubwürdigkeit: Interdisziplinäre Perspektiven, Wiesbaden: VS-Verlag. ISBN 3-531-14116-3. (Including a chapter by Guido Möllering and Jörg Sydow on 'Kooperativ, kollektiv, reflexiv: Vertrauen und Glaubwürdigkeit in Unternehmungen und Unternehmungsnetzwerken', pp. 64-93)

9. RECENT ARTICLES

Ariño, A., de la Torre, J., Smith Ring, P. 2005. Relational quality and inter-personal trust in strategic alliances. *European Management Review*, forthcoming.

Brownlie, J., Howson, A. 2005. 'Leaps of faith' and MMR: An empirical study of trust. *Sociology* 39(2), 221-239.

Dunn, J.R., Schweitzer, M.E. 2005. Feeling and believing: The influence of emotion on trust. *Journal of Personality and Social Psychology* 88, 736-748.

Klein Woolthuis, R., Hillebrand, B., Nootboom, B. 2005. Trust, Contract and Relationship Development. *Organization Studies* 26(6), 813-840.

Li, Y., Pickles, A., Savage, M. 2005. Social capital and social trust in Britain. *European Sociological Review* 21(2), 109-123.

Maddux, W.W., Brewer, M.B. 2005. Gender differences in the relational and collective bases for trust. *Group Processes & Intergroup Relations* 8(2), 159-171.

Ness, H., Haugland, S. 2005. The evolution of governance mechanisms and negotiation strategies in fixed-duration interfirm relationships. *Journal of Business Research* 58(9), 1226-1239.

Yilmaz, C., Sezen, B., Ozdemir, O. 2005. Joint and interactive effects of trust and (inter)dependence on relational behaviors in long-term channel dyads. *Industrial Marketing Management* 34(3), 235-248.

Wat, D., Shaffer, M.A. 2005. Equity and relationship quality influences on organizational citizenship behaviors: The mediating role of trust in the supervisor and empowerment. *Personnel Review* 34(4), 406-422.

The next edition of FINTnews is scheduled for September 26, 2005.

Don't hesitate to send news items and comments to the Editor: 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>

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