

The Electronic Newsletter of the First International Network on Trust

“Happy Easter!”

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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. CALL FOR CHAPTER PROPOSALS: TRUST IN COMPUTER-MEDIATED RELATIONSHIPS

You are invited to possibly contribute to an edited collection of chapters on trust in computer-mediated relationships. The call for proposals is available at the following link:

<http://ssbea.mercer.edu/brennan/Trust%20Book/CFC%20final.pdf>

250-500 word proposals should be sent to Linda Brennan by email no later than April 30, 2006.

Dr. Linda L. Brennan

Associate Professor of Management & Director of Graduate Programs,
Stetson School of Business and Economics,

brennan_ll@mercer.edu

2. CALLS FOR PAPERS / CONFERENCE ANNOUNCEMENTS

2A. EGPA Study Group Session on coordination and collaboration between public and private organizations and the role of trust, 6-9 September 2006, Milan, Italy

Theme of Study Group: "Coordination of Public Sector Organizations in the era of Joined-up Government and Marketization", European Group on Public Administration Conference 2006, Study Group on Governance of Public Sector Organizations (<http://soc.kuleuven.be/io/egpa/org/>) 6-9 September 2006 University of Bocconi, Milan, Italy.

CALL FOR PAPERS - please see <http://soc.kuleuven.be/io/egpa/org/milan/paper/index.htm>

The issues of interorganizational coordination and collaboration have become central in public management practices, such as joined-up government, integrated service delivery and public private partnerships. In this study group we want to describe and explain the reasons, mechanisms and consequences of this trend. Within this broader theme, we want to focus also on the role of interorganizational trust in building and sustaining coordination and collaboration between organizations.

Prof. dr. Koen Verhoest, Instituut voor de Overheid - Public Management Institute, Katholieke Universiteit Leuven, E. Van Evenstraat 2A, 3000 Leuven, Belgium, koen.verhoest@soc.kuleuven.be

2B. EABIS 5th Annual Colloquium "Corporate Sustainability, Strategic Management & the Stakeholder View of the Firm", 11-12 September 2006, Milan, Italy

Francesco Perrini of Bocconi University, Milan, Italy. is in charge of this event and describes it as an interesting opportunity for FINT members investigating the link between trust and stakeholder management. Extensive information including a detailed Call for Papers can be found at the following website. Note that the deadline for proposals is 30 April 2006.

<http://www.eabis.org/csrplatform/colloquium/2006/>

2C. The 3rd International Conference on Contemporary Business

The Faculty of Commerce at Charles Sturt University, Australia, is proudly hosting: The Third International Conference on Contemporary Business (Engagement and Change: Managing in a Free Trade Environment), September 21-22, 2006, Pepper's Fairmont Resort, Leura NSW, Australia. The location of the conference is the beautiful Blue Mountains - about 1 hour 15 min from Sydney by car.

Tony Travaglione is involved in this and would like to organise papers to be submitted on trust. They have a dedicated stream on trust as part of the larger management theme. For further information please visit the conference webpage: <http://iccb2006.info> and/or contact Professor Tony Travaglione, Chair in Management and Sub-Dean Corporate Relations, Charles Sturt University, Panorama Avenue, Bathurst NSW 2795, Australia, atravaglione@csu.edu.au

2D. Fourth Amsterdam Workshop on "Trust within and between organizations"

An important date for your 2007 diary: The fourth Amsterdam workshop on "Trust within and between organizations" is scheduled for Thursday and Friday October 25-26, 2007. On Wednesday October 24 pre-workshop activities will be organized. The call for papers will be out in September 2006 and announced in FINTnews in due course. (It was the first workshop in this series which spawned FINT.)

3. ESRC SEMINARS ON TRUST ACROSS CULTURES: WARWICK & DURHAM

Upcoming Seminars on 'Building, Maintaining and Repairing Trust across Cultures: theory and practice': The Economic and Social Research Council (UK) has funded a series of one-day seminars on this topic over 2006-7. The purpose of the seminar series is to encourage ongoing dialogue, knowledge sharing and collaborative activity amongst researchers in the field. The details of the next two upcoming seminars are outlined below:

1. Inter-organisational trust – at Warwick Business School, 21st April 2006

Keynote speaker: Dr. Reinhard Bachmann (Birkbeck College, University of London)

The focus will be on building and repairing trust across professional, industry, organisational and national cultures in inter-organisational contexts such as joint-ventures, mergers, private-public sector partnerships, union, management and government relationships, and professional networks.

2. Intra-organisational trust – at Durham Business School, 26th June 2006

Keynote speakers: Professor Don Ferrin (Singapore Management University) & Professor David Guest (Kings College London)

The focus will be on building and repairing trust between different organisational sub-cultures, including those founded on hierarchy (e.g. management vs workers), forms of organisation (e.g. face-to-face vs virtual, permanent vs temporary,) and expertise (e.g. professional sub-groups, core vs peripheral workers).

Organisers: Nicole Gillespie, Graham Dietz, Denise Skinner, and Mark Saunders.

To register your interest in participating in the seminars, please email Jane Errington

(jcerrington@brookes.ac.uk)

Further information can be found at: <http://www.business.brookes.ac.uk/research/esrc/index.html>

4. RECENTLY COMPLETED PROJECT

"Collaborative research projects - Building trust across professional and disciplinary boundaries"

Fergus Lyon, CEEDR, Middlesex University, The Burroughs, London NW4 4BT, U.K.

f.lyon@mdx.ac.uk, <http://www.mdx.ac.uk/www/ceedr/esrc.htm>

There has been a growing emphasis on collaborative innovation with flexible coalitions of researchers and businesses carrying joint projects, with the benefit of crossing disciplinary and professional boundaries. This opens up interesting debates about how these collaborations operate and sustain themselves. Issues of trust and power become increasingly relevant as people open themselves to greater risk and vulnerability while working outside their own organisation, outside their professions and when dealing with less tangible products such as 'knowledge creation'. This study draws on the theoretical literature of trust building processes as well as a detailed empirical study of 10 case studies of collaborative research in environmental aspects of agriculture.

Participants in the case study research projects include academic researchers from a range of disciplines, pressure groups, scientists, contract researchers, commercial technology companies, farmers and public sector funders. They are found to draw on existing relationships, intermediaries and the experience of working together in order to have information (on past and expected future behaviour), sanctions (power through contracts, peer pressure and damage to reputations) and establish common norms (reciprocity, ways of interacting, acceptable sanctions etc). Conclusions are drawn on the challenges and tensions of researchers crossing disciplinary boundaries and of working with non academic researchers or businesses.

5. ANTI-CORRUPTION SUMMER SCHOOL IN OXFORD

The Anti-Corruption Summer School brings civil servants, professionals and (by special permission) graduate students working on anti-corruption to Oxford, UK. The course covers a research or work problem of importance to the participant. Speakers are invited from a number of leading institutes dealing with anti-corruption, but all work is done on an individual basis. Teaching is done through Socratic Method (asking questions) and real-world project documents -- or the participants own implementation reports -- are used in conjunction with theory.

When: Summer 2006 (by rolling admission). Special sessions: June 12-16 and September 5-9.
Cost: 499 pounds for a "standard Oxford course" of 8 tutorials. Scholarships are available and government pay-orders accepted.

Contact Oxford Business Knowledge Ltd at summerschools@oxbiz.org or by telephone at +44 7815 652 209. Potential participants from the USA can call us on +1-202-580-8335. Or write to 81a St. Bernards Road, Oxford OX2 6EJ, United Kingdom for a full information pack.

6. PEOPLE ON THE MOVE

Anoop Madhok is now Professor of Strategy at Schulich School of Business, York University, 4700 Keele Street, Toronto ON L4S 1S8, Canada, amadhok@schulich.yorku.ca

Denise Skinner is now Professor of HRM within the Faculty of Business, Environment and Society at Coventry University, UK, d.skinner@coventry.ac.uk

7. RECENT DOCTORATES IN TRUST-RELATED RESEARCH

Gerard Breeman, University of Leiden (NL), 2006, Thesis on "Cultivating Trust: How Do Public Policies Become Trusted?" (ISBN 90-8559-133-3), breeman@fsw.leidenuniv.nl

Congratulations!

8. SPECIAL ISSUE ON INTERORGANIZATIONAL RELATIONSHIPS

The journal Management Revue 17(1) has published a Special Issue on Interorganizational Relationships edited by Thomas Mellewig, Glenn Hoetker and Antoinette Weibel. Three of the four articles it features were contributed by FINT members.

From the editorial: "All articles in this issue make their own suggestions for promoting our understanding on the management of interorganizational relationships. Strikingly the interplay of trust and formal governance mechanisms is a core topic in all papers. Rather than simply analyzing whether trust and formal governance mechanisms should be seen as substitutes or complements all authors decided to scrutinize this issue with a much finer grained analysis. Both concepts are unbundled and various facets are discussed. Furthermore new variables such as power asymmetries or relationship norms are introduced. Altogether this provides us with a clearer picture and seems more appropriate for the complex issue at hand. We hope that you will gain some important new insights and enjoy the selected contributions."

For details see: <http://www.management-revue.org/current.php>
Editorial: http://www.gruner-druck.de/hampp-verlag/frei/mrev_1_2006_5-8

9. NEW BOOKS

* Hardin, R. 2006. *Trust*. Cambridge: Polity Press. ISBN 0745624650.
<http://www.polity.co.uk/book.asp?ref=0745624642>

Description: Can we trust our elected representatives or is public life so corrupted that we can no longer rely on governments to protect our interests or even our civil liberties? Is the current mood of public distrust justified or do we need to re-evaluate our understanding of trust in the global age?

In this wide-ranging book, Russell Hardin sets out to dispel the myths surrounding the concept of trust in contemporary society and politics. He examines the growing literature on trust to analyze public concerns about declining levels of trust, both in our fellow citizens and in our governments and their officials. Hardin explores the various manifestations of trust and distrust in public life – from terrorism to the internet, social capital to representative democracy. He shows that whilst today's politicians may well be experiencing a decline in public confidence, this is nothing new; distrust in government characterized the work of leading liberal thinkers such as David Hume and James Madison. Their views, he contends, are as relevant today as they were in the eighteenth and nineteenth centuries and we should not, therefore, be distressed at the apparent distrust of twenty-first century government. On a personal level, Hardin contends that the world in which we live is much more diverse and inter-connected than that of our forebears and this will logically result in higher levels of personal trust and distrust between individuals.

Written by one of the world's leading authorities on trust, this book will be a valuable resource for students of government and politics, sociology and philosophy.

* Möllering, G. 2006. *Trust: Reason, Routine, Reflexivity*. Oxford: Elsevier. ISBN: 0080448550.
<http://books.elsevier.com/elsevier/?isbn=0080448550>

Description: What makes trust such a powerful concept? In this book, Guido Möllering reviews a broad range of trust research and extracts three main perspectives adopted in the literature for understanding trust. Accordingly, trust is presented as a matter of reason, routine or reflexivity. Möllering argues that these perspectives imply, but cannot explain, 'suspension' – the leap of faith that is typical of trust. He therefore proposes a new orientation in trust research that places this essential element at the heart of the concept of trust. Beyond a purely theoretical line of argument, the author discusses implications for empirical studies and presents original case material. He shows how trust research can contribute to broader research agendas concerning the constitution of positive expectations in the face of prevalent uncertainty and change at various levels in our economies and societies.

The book is essential reading for anyone who wants to gain a thorough understanding of trust. It can serve as a general introduction for advanced students and scholars in the social sciences, especially in economics, sociology, psychology and management. For more experienced researchers, it is a challenging and provocative critique of the field and a new approach to understanding trust.

The book is literally hot off the press. Watch this space for special promotions...

10. RECENT ARTICLES AND CHAPTERS

Bjørnskov, C. 2006. The multiple facets of social capital. *European Journal of Political Economy* 22(1), 22-40.

Busco, C., Riccaboni, A., Scapens, R.W. 2006. Trust for accounting and accounting for trust. *Management Accounting Research* 17(1), 11-41.

Collins, G. 2005. Trust in post-bureaucratic organizations. In: Finch, J., Orillard, M (eds.) *Complexity and the Economy: Implications for Economic Policy*. Cheltenham: Edward Elgar, pp. 127-191.

Colombo, F., Merzoni, G. 2006. In praise of rigidity: The bright side of long-term contracts in repeated trust games. *Journal of Economic Behavior & Organization* 59(3), 349-373.

De Silva, M.J., Harpham, T., Tuan, T., Bartolini, R., Penny, M.E., Huttly, S.R. 2006. Psychometric and cognitive validation of a social capital measurement tool in Peru and Vietnam. *Social Science & Medicine* 62(4), 941-953.

Dolles, H., Wilmking, N. 2005. Trust or distrust? China's accession to the World Trade Organization and its strategic implications for Chinese-foreign joint ventures. In: Giroud, A., Yang, D., Mohr, A. (eds.) *Multinationals and Asia: Organizational and Institutional Relationships*, Abington/New York: Routledge/Curzon, pp. 87-109.

Faems, D., Janssens, M., Bouwen, R., Van Looy, B. 2006. Governing explorative R&D alliances: Searching for effective strategies. *Management Revue* 17(1), 9-29.

Fleeson, W., Leicht, C. 2006. On delineating and integrating the study of variability and stability in personality psychology: Interpersonal trust as illustration. *Journal of Research in Personality* 40(1), 5-20.

Gaggio, D. 2006. Pyramids of trust: Social embeddedness and political culture in two Italian gold jewelry districts. *Enterprise and Society* 7(1), 19-58.

Hatzakis, T., Searle, R. 2006. Grounding trust in inter-organizational alliances: An exploration of trust evolution. *Management Revue* 17(1), 72-89.

Johnston, S., Selsky, J.W. 2006. Duality and paradox: Trust and duplicity in Japanese business practice. *Organization Studies* 27(2), 183-205.

Lui, S.S., Ngo, H.Y., Hon, A.H.Y. 2006. Coercive strategy in interfirm cooperation: Mediating roles of interpersonal and interorganizational trust. *Journal of Business Research* 59(4), 466-474.

Luo, J.-D. 2005. Particularistic Trust and General Trust: A Network Analysis in Chinese Organizations. *Management and Organization Review* 1(3), 437-458.

Lyon, F. 2006. Managing co-operation - trust and power in Ghanaian associations. *Organization Studies* 27(1), 31-52.

Madhok, A. 2006. How much does ownership really matter? Equity and trust relations in joint venture relationships. *Journal of International Business Studies* 37(1), 4-11.

Madhok, A. 2006. Revisiting multinational firms' tolerance for joint ventures: a trust-based approach. *Journal of International Business Studies* 37(1), 30-43.

Mehta, R., Larsen, T., Rosenbloom, B., Ganitsky, J. 2006. The impact of cultural differences in U.S. business-to-business export marketing channel strategic alliances. *Industrial Marketing Management* 35(2), 156-165.

Mellewigt, T., Hoetker, G., Weibel, A. 2006. Editorial: Governing interorganizational relationships: Balancing formal governance mechanisms and trust. *Management Revue* 17(1), 5-8.

Möllering, G. 2006. Book Review: Diego Gambetta, Heather Hamill: *Streetwise: How Taxi Drivers Establish Their Customers' Trustworthiness*, *Economic Sociology - The European Electronic Newsletter* 7(2), 28-30, http://econsoc.mpifg.de/current/7-2_art6.asp.

Mouritsen, J., Thrane, S. 2006. Accounting, network complementarities and the development of inter-organisational relations. *Accounting, Organizations and Society* 31(3), 241-275.

Mulder, L.B., van Dijk, E., De Cremer, D. 2006. Fighting noncooperative behavior in organizations: The dark side of sanctions. In: Tenbrunsel, A.E. (ed.) *Research on Managing Groups and Teams*, Vol. 8: *Ethics in Groups*, Oxford: Elsevier, pp. 59-81.

Mulder, L.B., van Dijk, E., De Cremer, D., Wilke, H.A.M. 2006. Undermining trust and cooperation: The paradox of sanctioning systems in social dilemmas. *Journal of Experimental Social Psychology* 42(2), 147-162.

Özcan, G.B., Çokgezen, M. 2006. Trusted markets: The exchanges of Islamic companies. *Comparative Economic Studies* 48(1), 132-155.

Oza, N.V., Hall, T., Rainer, A., Grey, S. 2006. Trust in software outsourcing relationships: An empirical investigation of Indian software companies. *Information and Software Technology* 48(5), 345-354.

Ploetner, O., Ehret, M. 2006. From relationships to partnerships—new forms of cooperation between buyer and seller. *Industrial Marketing Management* 35(1), 4-9.

Porter, G., Lyon, F. 2006. Groups as a means or an end? Discourses around social capital and the promotion of cooperation in Ghana. *Environment and Planning D: Society and Space* 24(2), 249-262.

Sapsford, R., Abbott, P. 2006. Trust, confidence and social environment in post-communist societies. *Communist and Post-Communist Studies* 39(1), 59-71.

Suh, T., Kwon, I.-W.G. 2006. Matter over mind: When specific asset investment affects calculative trust in supply chain partnership. *Industrial Marketing Management* 35(2), 191-201.

Svejenova, S. 2006. How much does trust really matter? Some reflections on the significance and implications of Madhok's trust-based approach. *Journal of International Business Studies* 37(1), 12-20.

Tillmar, M. 2006. Swedish tribalism and Tanzanian entrepreneurship: Preconditions for trust formation. *Entrepreneurship & Regional Development* 18(2), 91-107.

Tzafirir, S.S., Eitam-Meilik, M. 2005. The impact of downsizing on trust and employee practices: A longitudinal analysis in high tech firms. *Journal of High Tech Management Research* 16, 193-207.

Yu, C.-M.J., Liao, T.-J., Lin, Z.-D. 2006. Formal governance mechanisms, relational governance mechanisms, and transaction-specific investments in supplier–manufacturer relationships. *Industrial Marketing Management* 35(2), 128-139.

Zaheer, S., Zaheer, A. 2006. Trust across borders. *Journal of International Business Studies*, 37(1), 21-29.

The next edition of FINTnews is scheduled for June 27, 2006.

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>

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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