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

1. TRUST ACROSS CULTURES: CALL FOR BOOK CHAPTERS

“Trust Across Cultures: Theory and Practice”

Call for expressions of interest for book chapter contributions

You may be aware that Mark Saunders, Denise Skinner, Nicole Gillespie, and Graham Dietz have been running an ESRC seminar series this year on building, maintaining and repairing trust across ‘cultural spheres’ (cf. Schneider & Barsoux, 2003). For further details about the series, its rationale, previous presentations, emerging research collaborations and forthcoming seminar events, please see <http://www.business.brookes.ac.uk/research/esrc/>.

We plan to edit at least one book, showcasing research work around the theme of the series. This will be submitted to a quality academic publisher such as Sage or Oxford University Press. However, if there is sufficient interest, we will develop a proposal for two volumes!

Through a series of contributed chapters the book will highlight the increasing importance of, and the need to understand, issues associated with building, maintaining and repairing trust across, within and between each of the intra-organisation, inter-organisational and national 'cultural spheres' covered in the series. These are: Conceptualisations of trust across cultures; Inter-organisational trust; Intra-organisational trust; Trust across national cultures; Methodological approaches to researching trust across cultures; Trust across cultures and organisational competitiveness

The issues will be explored from both theoretical and empirical standpoints. In addition, we hope to highlight and assess the implications of these for practitioners within organisations and offer insights into different methodologies and methods for studying trust across cultures. Finally, we aim to draw together a reasoned research agenda for trust across cultures.

Thus, in order to prepare the book proposal, we are asking for clear expressions of interest from individuals or groups for both conceptual and empirical chapters that focus upon any aspect of the seminar series. We will expect each chapter to, within the boundaries defined by its author(s), highlight common themes and gaps in knowledge, research and/or practice. Through doing this, each chapter will also point clearly towards future research agendas.

A clear expression of interest should take the following form:

- An 800 word summary of the proposed chapter providing a clear indication of the content
- Contact details of all chapter contributors (name, institution, address, email, telephone)
- Proposed title of the chapter
- Whether the proposed chapter is empirical or conceptual

If you are interested, please can you, by Tuesday 12th September, email Jane Errington (jcerrington@brookes.ac.uk) and copy in Mark Saunders ([mnksاunders@brookes.ac.uk](mailto:mnkساunders@brookes.ac.uk)) with your outline proposal or proposals as detailed above.

Those colleagues who have already submitted a proposal can by all means take this extended deadline to revise their own submission and to send in a new version in time for the September deadline.

With best wishes

Mark NK Saunders, Denise Skinner, Nicole Gillespie, Graham Dietz.

2. TOKYO WORKSHOP ON MANAGING PERSONAL AND INSTITUTIONAL RELATIONSHIPS ACROSS CULTURES

Recently, the Institute of Business Research of Chuo University and the German Institute for Japanese Studies (DIJ) organized a Workshop on "Managing Personal and Institutional Relationships Across Cultures" in Tokyo, 8 June 2006. The programme combines contributions from academics and practitioners. It is available online with further details at:

http://www.dijtokyo.org/doc/DIJ-Chuo_Workshop060508.pdf

3. TRUST AT EGOS 2006 AND 2007

The 22nd EGOS Colloquium will be held in Bergen, Norway, very soon: 6-8 July 2006. It features a highly promising track focusing on "Trust Within and Across Boundaries: Conceptual Challenges and Empirical Insights" (Sub-theme 11) which is co-organized by Nicole Gillespie, Don Ferrin and Guido Möllering. The programme is available here:

http://www.egosnet.org/conferences/collo22/sub_program_11.shtml

contd.

The 21 papers to be presented have been carefully selected from over 60 papers that were originally submitted for this sub-theme on trust and boundaries. The contributing authors represent institutions from 12 different countries and do not look afraid of crossing disciplinary boundaries either. EGOS conference papers are not publicly available on the internet, but the convenors will be glad to put you in touch with authors whose papers are of interest to you.

Looking further ahead, it is great to know already that there will also be a trust sub-theme at the 23rd EGOS Colloquium 5-7 July 2007 in Vienna, Austria, on "The Dance of Trust: Building, Maintaining and Repairing Trust Across Cultures" which will be co-organized by Denise Skinner, Nicole Gillespie and Deanne Den Hartog.

The sub-theme addresses the overall EGOS 2007 theme of "Beyond Waltz: Dances of Individuals and Organizations" through its direct focus on the dynamic relationships between and among individuals and organizations, and the role that trust and culture play in developing, maintaining and repairing such relationships. By bringing together a number of papers presenting diverse perspectives on cultures in relation to trust, gathered from diverse research contexts, we aim to develop a deeper understanding of how and why culture impacts trust relationships between individuals, groups and organizations, and importantly how trust can be built, sustained and repaired across cultural divides.

The full Call for Papers will be announced in FINTnews in due course. EGOS submissions are usually due in the first half of January.

4. TRUST AT THE ACADEMY OF MANAGEMENT, ATLANTA, 11-16 AUGUST 2006

Last year at this point, FINTnews provided a long list of pretty much all the trust-related sessions at the Academy of Management Annual Conference. This year, the list would simply be far too long and, more importantly, the conference website has excellent search facilities so that you can customize your search for relevant sessions yourself. If you go to "Search the Programme" and enter the keyword "trust", you will get approximately 125 hits... The FINTnews Editor's personal favourite session title is the modest "Networks: Trust That This Will Be a Good Session" (among other highly creative ones). Check it out for yourself at:

<http://meetings.aomonline.org/2006/>

The following contributions have been brought specifically to the attention of FINTnews:

- * Ibrahim, Mohammed: Trust, Dependence and Interorganizational Systems (Session #1040).
- * Tzafirir, Shay; More, Keren: Trust as a Mediator Between Organizational Justice and Work Behaviors in a Cross-Cultural Context (Session #1001).
- * Tzafirir, Shay: Actual Turnover and the Role of Trust and Intention to Leave (Session #1088).
- * Simons, Tony (Chair): Behavioral Integrity: Perceived Word-Action Alignment as Focal Construct for Research (Session #1390)

5. EURAM CONFERENCE CALL FOR TRACK PROPOSALS

The 2007 Annual Conference of the European Academy of Management (EURAM) will be held in Paris, 16-19 May 2007. The Organizers are currently inviting Track Proposals to be submitted by 31 August 2006. For further information see:

<http://www.euram2007.org/r/site/?ild=to3zqsxGHltuo0pu1z>

contd.

If you are interested in developing a proposal related to trust research and would like to join forces with other colleagues, send an email to moellering@mpifg.de by 15 July 2006 who will act as a facilitator and put you in touch with each other but will not be involved in the proposal itself. This is simply a FINTnews initiative to connect ideas and prevent duplication of effort.

6. PROJECT NEWS: TRUST IN THE HIGH NORTH

NORUT Social Science Research Ltd. has initialized a new strategic institute programme called "Trust in The High North". This 3-year programme financed by the Norwegian Research Council is focusing on the significance of trust as the foundation for development and cooperation in the High North. The idea of the programme is to cultivate and direct existing knowledge at NORUT Social Science Research Ltd. towards processes of change taking place in the High North, with a distinct view on development of trust in Norwegian-Russian relations. The research focus will be on relations that help or hinder the establishment of long-term co-operative relations across regions and national boundaries, cultural and ethnic boundaries, and academic boundaries, as well as between public and private bodies. The researchers are eager to cooperate with other researchers on these subjects, for further information about the programme, please check the link below:

http://www.samf.norut.no/norut_samfunn/forskning/trust_in_the_high_north/trust_and_cooperation_in_the_high_north

7. PEOPLE ON THE MOVE

Jared Harris will be moving in the Fall of 2006 to the Darden Graduate School of Business, University of Virginia, P.O. Box 6550, 100 Darden Blvd, Charlottesville, VA 22906-6550, U.S.A., harrisj@darden.virginia.edu.

Alexandra Mislin will be starting a position as an Assistant Professor at the State University of New York at Buffalo in the Fall. She has previously been a PhD Student at Washington University in St. Louis (see recent doctorates below), mislin@wustl.edu.

Anton F. Schlechter has moved from the University of Stellenbosch to the University of Cape Town where he is a Senior Lecturer in the Section for Organisational Psychology of the School of Management Studies. His new email address is: aschlechter@commerce.uct.ac.za.

8. RECENT DOCTORATES IN TRUST-RELATED RESEARCH

Alexandra Mislin, Washington University in St. Louis, U.S.A., 2006, Thesis on "Reason without passion? The role of social factors in generating trust and cooperation", mislin@wustl.edu.

Anton F. Schlechter, University of Stellenbosch, South Africa, 2006, Thesis on "The influence of transformational leadership, emotional intelligence, trust, meaning and intention to quit on organisational citizenship behaviour", aschlechter@commerce.uct.ac.za.

Congratulations!

9. JOURNAL NEWS CDI

The journal Career Development International (CDI) was accepted to PsychINFO. In as much as trust is an important construct in the study of careers this is another worthy outlet for trust related papers.

<http://www.emeraldinsight.com/info/journals/cdi/cdi.jsp>

10. SPECIAL ISSUES

Acta Sociologica 49(2), June 2006,
Special Issue on Social Capital
<http://asj.sagepub.com/content/vol49/issue2/?etoc>

Entrepreneurship Theory and Practice 30(4), July 2006,
Special Issue on Trust and Entrepreneurship
<http://www.blackwell-synergy.com/toc/etap/30/4>

11. NEW BOOKS

* Collaborative Community

Heckscher, Charles; Adler, Paul S. (Eds.) 2006. The Firm as a Collaborative Community: The Reconstruction of Trust in the Knowledge Economy. Oxford: Oxford University Press.

The thesis of this volume is that a new form of community is slowly emerging - one that is more flexible and wider in scope than the community of loyalty, and that transcends the limitations of both traditional Gemeinschaft and modern Gesellschaft. This volume is a collaborative effort of leading scholars in organization studies to delineate the new form of community and the forces encouraging and constraining its growth. The contributors are: Paul S. Adler, Lynda M. Applegate, Mark Bonchek, Jay R. Galbraith, Nathaniel Foote, Charles Heckscher, Susan Helper, Robert Howard, Michael Maccoby, John Paul MacDuffie, Anabel Quan-Haase, Saul R. Rubinstein, Charles F. Sabel and Barry Wellman.

See: <http://www.oup.com/uk/catalogue/?ci=9780199286034>
Sample(!): <http://www.oup.co.uk/pdf/0-19-928603-5.pdf>

* Consumer Trust

In German, the volume "Konsumentenvertrauen" (Consumer Trust) edited by Hans H. Bauer, Marcus M. Neumann and Anja Schüle has recently been published by Verlag Vahlen ISBN 3800633175.
<http://www.konsumentenvertrauen.de>

12. RECENT ARTICLES AND CHAPTERS

*** Not including articles and chapters in special issues or books listed above! ***

Adler, T.R., Isaacs, G., R. Steiner, R. 2006. Distrust dominance in managing alternative work arrangements: A micro-analytic test of transaction cost theory. Journal of Applied Business Research (forthcoming October 2006) tadler@nmsu.edu.

Aiken, K.D., Boush, D.M. 2006. Trustmarks, objective-source ratings, and implied investments in advertising: Investigating online trust and the context-specific nature of internet signals. Journal of the Academy of Marketing Science 34(3), 308-323.

Andersen, P.H., Kumar, R. 2006. Emotions, trust and relationship development in business relationships: A conceptual model for buyer-seller dyads. Industrial Marketing Management 35(4), 522-535.

Beugelsdijk, S. 2006. A note on the theory and measurement of trust in explaining differences in economic growth. Cambridge Journal of Economics 30(3), 371-387.

- Chang, E.C.C., Yun-han Chu 2006. Corruption and trust: Exceptionalism in Asian democracies? *Journal of Politics* 68(2), 259-271.
- Chua, R.Y.-J., Morris, M.W. 2006. Dynamics of trust in guanxi networks. In: Chen, Y.-R. (Ed.) *Research on Managing Groups and Teams, Vol. 9: National Culture and Groups*. Amsterdam: Elsevier, pp. 95-113.
- Cote, J., Latham, C.K. 2006. Trust and commitment: Intangible drivers of interorganizational performance. In: Epstein, M.J., Lee, J.Y. (Eds.) *Advances in Management Accounting, Vol. 15*. Amsterdam: Elsevier, pp. 293-325.
- De Soto, H. 2006. Trust, institutions and entrepreneurship. In: Galbraith, C.S., Stiles, C.H. (Eds.) *International Research in the Business Disciplines, Vol. 5: Developmental Entrepreneurship: Adversity, Risk, and Isolation*. Amsterdam: Elsevier, pp. 3-19.
- Eastlick, M.A., Lotz, S.L., Warrington, P. 2006. Understanding online B-to-C relationships: An integrated model of privacy concerns, trust, and commitment. *Journal of Business Research* 59(8), 877-886.
- Ferrante, C.J. 2006. Innovative sharing: Shared accounting information as a facilitator of trust and performance. *Journal of Engineering and Technology Management* 23(1-2), 54-63.
- Hoecht, A. 2006. Quality assurance in UK higher education: Issues of trust, control, professional autonomy and accountability. *Higher Education* 51(4), 541-563.
- Hoecht, A., Trott, P. 2006. Innovation risks of strategic outsourcing. *Technovation* 26, 672-681.
- Hwang, P. 2006. Asset specificity and the fear of exploitation. *Journal of Economic Behavior & Organization* 60(3), 423-438.
- Iyer, G.R., Sharma, A., Evanschitzky, H. 2006. Global marketing of industrial products: Are interpersonal relationships always critical? *Industrial Marketing Management* 35(5), 611-620.
- Kim, P.H., Dirks, K.T., Cooper, C.D., Ferrin, D.L. 2006. When more blame is better than less: The effects of internal and external attributions for repairing trust after a competence- or integrity-based trust violation. *Organizational Behavior and Human Decision Processes* 99(1), 49-65.
- Läms, A.-M., Pučėtait, R. 2006. Development of organizational trust among employees from a contextual perspective. *Business Ethics: A European Review* 15(2), 130-141.
- Lau, C.M., Tan, S.L.C. 2006. The effects of procedural fairness and interpersonal trust on job tension in budgeting. *Management Accounting Research* 17(2), 171-186.
- Leonidou, L.C., Barnes, B.R., Talias, M.A. 2006. Exporter–importer relationship quality: The inhibiting role of uncertainty, distance, and conflict. *Industrial Marketing Management* 35(5), 576-588.
- Lucas, J.W., Lovaglia, M.J., 2006. Legitimation and institutionalization as trust -building: Reducing resistance to power and influence in organizations. In: Thye, S.R., Lawler, E.J. (Eds.) *Advances in Group Processes, Vol. 23*, pp. 229-252.
- Nadler, S., Simerly, R.L. 2006. The effect of listening on the formation of students trust and commitment in academic advising: A study at a United States university. *International Journal of Management* 23(2), 215-221.
- Poortinga, W. 2006. Social relations or social capital? Individual and community health effects of bonding social capital. *Social Science & Medicine* 63(1), 255-270.
- Poortinga, W., Pidgeon, N.F. 2006. Prior attitudes, salient value similarity, and dimensionality: Toward an integrative model of trust in risk regulation. *Journal of Applied Social Psychology* 36(7), 1674-1700.

Shlapentokh, V. 2006. Trust in public institutions in Russia: The lowest in the world. *Communist and Post-Communist Studies* 39(2), 153-174.

Simpson, B. 2006. The poverty of trust in the southern United States. *Social Forces* 84(3), 1625-1638.

Stahl, G.K., Chua, C.H., Pablo, A.L. 2006. Antecedents of target firm members' trust in the acquiring firm's management: A decision-making simulation. In: Cooper, C., Finklestein, S. (Eds.) *Advances in Mergers and Acquisitions*, Vol. 5, pp. 69-89.

Svendsen, G.L.H. 2006. Studying social capital in situ: A qualitative approach. *Theory & Society* 35(1), 39-70.

Van de Rijt, A., Buskens, V. 2006. Trust in intimate relationships: The increased importance of embeddedness for marriage in the United States. *Rationality and Society* 18(2), 123-156.

Weaver, C.N. 2006. Trust in people among Hispanic Americans. *Journal of Applied Social Psychology* 36(5), 1160-1172.

Zaheer, A., Harris, J. 2005. Interorganizational trust. In: Shenkar, O., Reuer, J.J. (Eds.) *Handbook of Strategic Alliances*. Thousand Oaks, CA: Sage, pp. 169-197.

Zhao, Y., Cavusgil, S.T. 2006. The effect of supplier's market orientation on manufacturer's trust. *Industrial Marketing Management* 35(4), 405-414.

The next edition of FINTnews is scheduled for September 25, 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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