INTERPERSONAL TRUST: CURRENT FINDINGS AND MYSTERIES

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A LABORATORY GAME

Player1

Player2
A LABORATORY GAME

Player 1

Does Not Trust

Player 1 Receives $5
Player 2 Receives $0

Player 2
A LABORATORY GAME

Player 1
- Does Not Trust
  - Player 1 Receives $5
  - Player 2 Receives $0
- Trusts
  - Reciprocates
    - Player 1 Receives $10
    - Player 2 Receives $10
  - Violates
    - Player 1 Receives $0
    - Player 2 Receives $20
Actual v. Rational Trust Rates

-10  10  30  50  70  90

R&D 09 #1  R&D 09 #2  D et al 14 #1  D et al 14 #2  D et al 14 #3  D et al 14 #5

Percent

Rational Trust Rate
Actual Trust Rate
GENERALIZED TRUST

- Does not necessarily follow intuition
- Behavior does not necessarily follow cognition
- Contains risky and riskless components
POINTING TOWARD THE FUTURE

• Study in terms of behavior
• Be wary of situational nuance
• Be wary of culture
Figure 4. Width of Trust Radiiues by Country
FURTHER ISSUES

- Trust across different social entities
  - Adversaries
  - Groups
  - Cultures
- Trust across different issues
  - Exchange opportunities
  - Secrets
  - Morality v. Information
  - Loss v. Gain
- Repairing trust
- Trust across different communication modes
- Preventing too much trust (gullability)