

# Contents

	Contributors	ix
	Trust in Society <i>Karen S. Cook</i>	xi
PART I	CONCEPTIONS OF TRUST	1
Chapter 1	Conceptions and Explanations of Trust <i>Russell Hardin</i>	3
Chapter 2	Solving the Problem of Trust <i>Carol A. Heimer</i>	40
Chapter 3	Trust as a Form of Shallow Morality <i>David M. Messick and Roderick M. Kramer</i>	89
PART II	TRUST: SOCIAL BASES AND SOCIAL CONSEQUENCES	119
Chapter 4	Trust as a Form of Social Intelligence <i>Toshio Yamagishi</i>	121
Chapter 5	Trust in Signs <i>Michael Bacharach and Diego Gambetta</i>	148
Chapter 6	Reputations, Trust, and the Principal Agent Problem <i>Jean Ensminger</i>	185
Chapter 7	Clubs and Congregations: The Benefits of Joining an Association <i>Dietlind Stolle</i>	202

Chapter 8	Patterns of Social Trust in Western Europe and Their Genesis <i>Gerry Mackie</i>	245
-----------	--	-----

PART III TRUST: NETWORK, ORGANIZATIONAL,  
AND INSTITUTIONAL BASES 283

Chapter 9	Why Do People Rely on Others? Social Identity and Social Aspects of Trust <i>Tom R. Tyler</i>	285
-----------	---	-----

Chapter 10	Why Is Trust Necessary in Organizations? The Moral Hazard of Profit Maximization <i>Gary Miller</i>	307
------------	---	-----

Chapter 11	Trust in Social Structures: Hobbes and Coase Meet Repeated Games <i>Robert Gibbons</i>	332
------------	--	-----

Chapter 12	Social Norms and the Rule of Law: Fostering Trust in a Socially Diverse Society <i>Jack Knight</i>	354
------------	---	-----

Chapter 13	Trust in Ethnic Ties: Social Capital and Immigrants <i>Victor Nee and Jimmy Sanders</i>	374
------------	---	-----

	Index	393
--	-------	-----