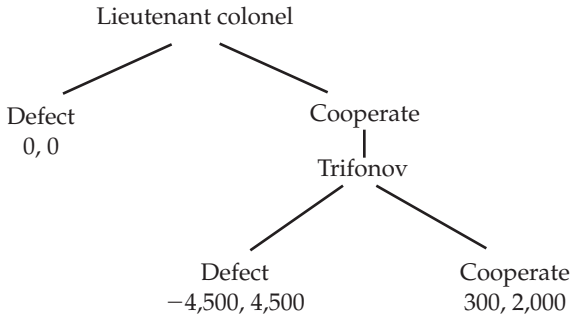


Figure 1.1 Game 1: One-Way Trust



Source: Author's configuration.

Figure 1.2 Game 2: Prisoner's Dilemma or Exchange

		Column Player	
		Cooperates	Does not cooperate
Row Player	Cooperates	2, 2	4, 1
	Does not cooperate	1, 4	3, 3

Source: Author's configuration.

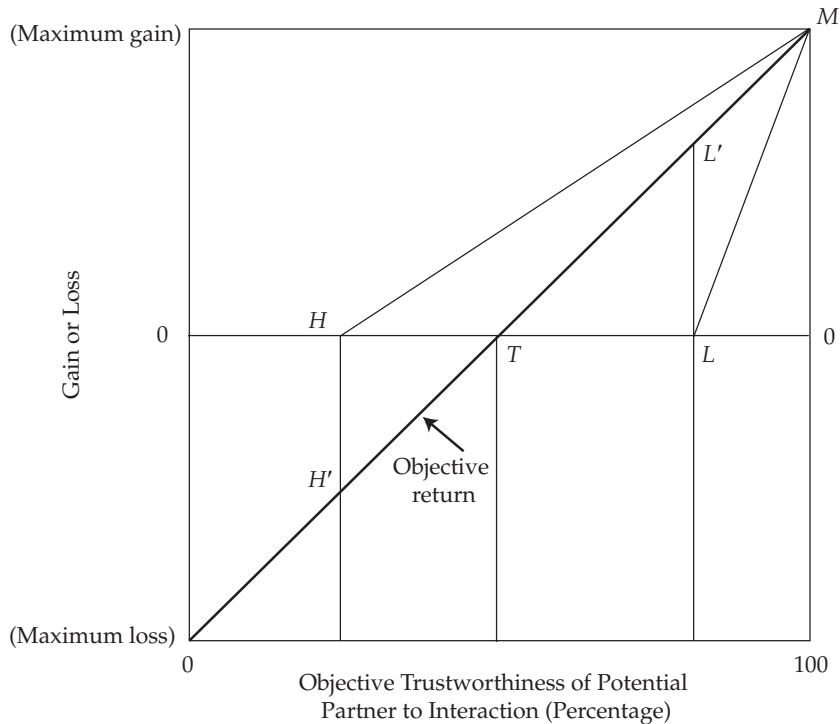
(x,y)

x = row player

y = column player

Note: In each cell, the first payoff is the row player's, the second the column player's.

Figure 5.1 Low, Optimal, and High Trust



Source: Author's configuration.

Table 5.1 Returns to High, Optimal, and Low Levels of Trust

Level of Trust	Expected Gain	Actual Gain
High	HOM	$TOM - THH'$
Optimal	TOM	TOM
Low	LOM	$TOM - TLL'$

Source: Author's compilation.