## Contents

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

viii	Contents		
	Chapter 8	Patterns of Social Trust in Western Europe and Their Genesis <i>Gerry Mackie</i>	245
PA	ART 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 Robert Gibbons	332
(	Chapter 12	Social Norms and the Rule of Law: Fostering Trust in a Socially Diverse Society Jack Knight	354
(	Chapter 13	Trust in Ethnic Ties: Social Capital and Immigrants Victor Nee and Jimy Sanders	374
		Index	393