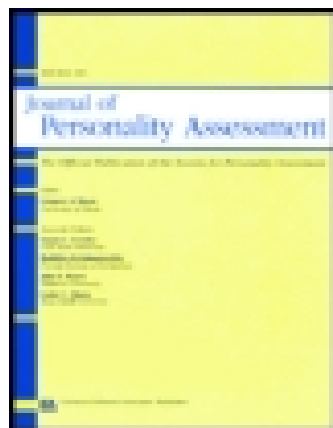


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## The Assessment of Trust Orientation

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The development of the Trust Inventory, a 40-item measure of trust in generalized others (Generalized Trust) and romantic partners (Partner Trust) is described. A third conceptualization of trust in friends and family members (Network Trust) is also discussed. College students ( $N = 1,229$ ) participated in five stages of test construction and validation. Results indicated that the Trust Inventory scales are reliable, both internally and temporally, and that the Partner Trust and Generalized Trust Scales demonstrate both concurrent and construct validity. The resulting inventory is unique in its capacity to assess these types of trust simultaneously. Evidence supporting the discriminant validity of the Network Trust was mixed, whereas factor analytic treatments of Trust Inventory items supported the distinctiveness of Network Trust as compared to Partner and Generalized Trust, the Network Trust Scale correlated to roughly the same degree as the other two scales with several variables of differential theoretical relevance. Thus, little evidence supporting the incremental validity of Network Trust was observed. Discussion focuses on the evidence suggesting the validity of interpretations of Generalized and Partner Trust and considers the issue of additional research regarding Network Trust.

Previous research on trust has advanced two divergent conceptualizations of the construct: expectations toward people in general and relationships with specific partners. Trust as an orientation toward people in general is considered by Rotter (1967, 1971, 1980) to be an expectancy deriving from past experience that an individual or group in question can be relied on, and by Wrightsman (1974) as the extent to which an individual believes that it is human nature to be basically honest. In this regard, generalized trust may be regarded as something akin to a personality trait (Couch, 1994; Couch & Jones, 1995). Conversely, relational trust refers to the faith that people have, specifically in their romantic or other relational partner, that the partner will respond to them with fairness, honesty, and positive feelings (Rempel, Holmes, & Zanna, 1985). Although relational trust may have a dispositional aspect, it is most likely influenced by the specific characteristics and actions of one's partner (Couch, 1994; Couch & Jones, 1995).

A considerable body of research has shown that both forms of trust are essential features of effective interpersonal and social functioning. For example, the assumption that people are basically honest has a number of important implications for the ability to function in complex social systems (Knapp & Comadena, 1979). Also, the tendency to trust others has been found to be a central component in general adjustment (Doherty & Ryder, 1979; Grace & Schill, 1986; Schill, Toves, & Ramanaiah, 1980) and in coping with stress and anxiety (Heretick, 1981; Schill et al., 1980). Trust also plays a significant role in the development and maintenance of intimate relationships (Lewis & Weigart, 1985). Indeed, Hatfield (1984) argued that trust is fundamental to every kind of close personal relationship and that no major and enduring relationship can exist comfortably and to mutual benefit without trust. Research seems to support this characterization of trust. For example, individuals high in trust in their romantic partners tend to report more love for their partner, greater satisfaction with the relationship (Couch, 1994; Rempel, Holmes, & Zanna, 1985), and more frequent reciprocation of self-disclosure and feelings of love than do individuals low in trust (Lazere & Huston, 1980). Moreover, if a romantic relationship should end, individuals scoring high as compared to those scoring low in trust appear to cope with the breakup more successfully and may experience increased feelings of freedom following the breakup (Banks, Altendorf, Greene, & Cody, 1987).

Despite the demonstrated importance of trust in forming social relationships, many questions remain regarding the conceptualization and measurement of this construct. First, although trust has been studied extensively as a general orientation toward humankind and as a judgement regarding one's romantic partner, the role of trust in relationships of intermediate levels of intimacy (e.g., friends and family) is relatively unexplored. Some research has highlighted the importance of secure and reliable relationships with friends and kin. For example, friends and family may afford special value in people's social network, even when that network includes a romantic partner (Jones, Adams, Couch, & Gaia, 1994). Given the unique role of friends and family members in people's lives, it seems that there is utility in exploring the differential experience of trust in a broader range of interpersonal relationships.

A second issue concerns the measurement of trust. For example, the concept of global trust is often applied to the study of specific relationships. However, global trust measures do not significantly predict trust as it is experienced in individual relationships (Holmes, 1991; Tardy, 1988). Furthermore, with respect to assessing trust in romantic relationships, it appears that despite the utility of various measures of relational trust (Johnson-George & Swap, 1982; Lazere & Huston, 1980; Rempel, Holmes, & Zanna, 1985), some items composing these measures reflect the trustworthy characteristics of a relational partner rather than the amount of trust an individual has in his or her partner. Although trust and trustworthiness are undoubtedly highly correlated (Deutsch, 1958), it is at least conceivable that an

individual may trust another person who does not merit that trust and vice versa. The utility of this distinction, however, has yet to be examined empirically. Finally, available measures yield scores for either generalized or relational trust and their ostensible components but not both, making direct comparison between the two less likely.

The purpose of the present study was to develop a comprehensive, reliable, and valid measure of trust as it is experienced in differing types and levels of relationships. In addition to developing new measures of generalized and relational trust, we sought to introduce a measure of network trust designed to assess the extent to which individuals trust their friends and family members. Study 1 included the initial development of the Trust Inventory and an investigation of its internal and longitudinal stability. Concurrent validity was assessed in Study 2 by comparing each Trust Inventory scale with extant measures of global and relational trust. Finally, Studies 3 through 5 addressed the construct validity of Trust Inventory scale interpretations in three ways: (a) an exploratory principal components analysis (Study 3); (b) localizing the three trust constructs in the conceptual space within the interpersonal circumplex (Study 4); and (c) a series of correlational analyses with theoretically relevant variables (Study 5). We conclude by discussing the merits of the Trust Inventory and by noting some theoretical implications of the tripartite conceptualization of trust.

## PARTICIPANTS

Seven samples ( $N = 1,229$ ) were used in the various stages of test construction and validation. Participants consisted of undergraduate college students, the majority of whom were White and involved in romantic relationships at the time of their participation (e.g., casually dating individuals, seriously dating individuals, and married individuals). Sample 1 consisted of 187 college students (80 men and 107 women), all of whom reported being involved in a romantic relationship. The mean age of this group was 20.4 years and the mean length of romantic relationship was 24.8 months. Sample 2 was the test-retest sample consisting of 45 participants (21 men and 24 women) with a mean age of 19.5 years and the mean length of relationship of 18.4 months. Sample 3 (64 men and 134 women) had a mean age of 24.0 years, and 73.3% reported being involved in a romantic relationship (mean length = 39.3 months). Sample 4 consisted of 351 participants (143 men and 208 women) involved in romantic relationships. The mean age of this sample was 20.4, and the mean length of relationship was 18.0 months. Sample 5 consisted of 263 participants (82 men and 181 women) involved in romantic relationships with a mean age of 19.7 years and a mean length of relationship of 18.8 months. Sample 6 consisted of 86 college students (32 men and 54 women) in romantic relationships. The mean age of the sample was 21.4 years and the mean length of relationship was 23.4 months. Sample 7 consisted of 99 college students (33 men and 66

women). Of this sample, 66.3% were involved in romantic relationships with a mean length of 54.4 months. The mean age of participants in Sample 7 was 23.7 years.

Data collection for analyses of item operating characteristics and reliability involved two groups of participants. For both samples, college student volunteers completed questionnaires in out-of-class sessions in exchange for nominal course credit. Participants composing Sample 1 completed a standard set of demographic items and an initial pool of 83 items designed to reflect the dimensions of generalized trust, network trust, and partner trust. A second group of participants (Sample 2) completed the Trust Inventory at Time 1 and again at Time 2, 9 weeks later, to assess the temporal stability of the Trust Inventory scales.

Participants in Sample 3 completed the demographic items, the Trust Inventory, and the following measures of global and relational trust: the Interpersonal Trust Scale (Rotter, 1967), the Trustworthiness subscale of the Philosophies of Human Nature Scale (Wrightsmann, 1974), the trust facet of the NEO Personality Inventory-Revised (NEO-PI-R; Costa & McCrae, 1992), the Dyadic Trust Scale (Lazellere & Huston, 1980), the Faith subscale of the Trust Scale (Rempel, Holmes, & Zanna, 1985), and the Emotional Trust subscale of the Specific Interpersonal Trust Scale (Johnson-George & Swap, 1982). Because of the lack of extant network trust measures, two global items were written to reflect respondents' overall level of trust for their family members and friends. Responses to these items were summed to yield an alternative index of network trust. Each of these instruments is described subsequently. Analyses using data from this sample provided concurrent validity evidence for the Trust Inventory.

Four samples were used to assess the construct validity of the interpretations of the Trust Inventory scales. Participants in Sample 4 completed the demographic items and the Trust Inventory. These participants also completed a variety of additional measures for use in a different study; however, analyses involving these measures are not included in the present research. Responses from this sample contributed to the principal components analysis conducted in Study 3. Individuals composing Sample 5 completed some combination of the Trust Inventory and the Revised Interpersonal Adjective Scales (Wiggins, 1979), the NEO-PI-R (Costa & McCrae, 1992), the Dimensions of Commitment Inventory (Adams, 1994), the Satisfaction Scale of the Marital Satisfaction and Commitment Scales (Jones, Adams, Monroe, & Berry, 1995) revised for all relationship types, the Passionate Love Scale (Hatfield & Sprecher, 1986), the Empathy Questionnaire (Davis, 1980), the Satisfaction with Life Scale (Diener, Emmons, Larsen, & Griffin, 1985), and the Attitudes Toward Love Scale (Hendrick & Hendrick, 1986). Sample 5 was used for the circumplex analysis (Study 4) as well as correlational analyses (Study 5). Participants in Sample 6 completed the Trust Inventory and the measure of attachment developed by Feeney and Noller (1990). Finally, Sample 7 completed the Trust Inventory and the Liking People Scale (Filsinger, 1981), the Friendship

Potential Scale (Dawley, 1980), the Provision of Social Relations (Turner, Frankel, & Levin, 1983), the Family Satisfaction Scale (Carver & Jones, 1992), and the Inventory of Parent and Peer Attachment (Armsden & Greenberg, 1987). Samples 6 and 7 also were used in correlational analyses (Study 5).

## INSTRUMENTATION

### Measures of Relational Trust

Several alternative measures of relational trust were used to assess the concurrent validity of the Trust Inventory. The Trust Scale (Rempel et al., 1985) is a 26-item measure of trust-related issues in romantic relationships. The Faith subscale is a reliable ( $\alpha = .80$ ) and valid measure of the feelings of confidence in a romantic relationship and romantic partner. Rempel et al. (1985) found the subscale to correlate highly with happiness with one's partner.

The Dyadic Trust Scale (Lazere & Huston, 1980) is an eight-item measure of trust in close relationships. It has demonstrated reliability (coefficient  $\alpha = .93$ ), and there is some evidence supporting construct validity of scale interpretations.

The Emotional Trust subscale of the Specific Interpersonal Trust Scale (Johnson-George & Swap, 1982) is a nine-item measure of an individual's trust of another in situations involving confiding, freedom from criticism and embarrassment, and other emotion-laden interactions. Two of the nine items were gender specific (i.e., items for females only), so only the remaining seven items from this subscale were used. All of the subscales of the Specific Interpersonal Trust Scale have demonstrated internal consistency ( $\alpha$ s  $> .71$ ), and discriminant validity has been demonstrated (Johnson-George & Swap, 1982).

### Measure of Network Trust

Because Network Trust is a newly proposed construct, as well as a new scale, no existing measures were available with which to compare it. As a consequence, two items were written to reflect trust in the members of one's social network: "On the whole I trust the members of my family," and "On the whole I trust my friends." Although these items appear to possess face validity, results of analyses involving the items should be interpreted cautiously in the absence of more substantive evidence supporting their psychometric adequacy.

### Measures of Global Trust

Measures of global trust included the Interpersonal Trust Scale (Rotter, 1967) and the Trustworthiness of Human Nature subscale of the Philosophies of Human Nature Scale (Wrightsman, 1974). The Interpersonal Trust Scale is a 25-item

measure designed to assess trust (the expected reliability of others' words or promises) regarding a variety of people and situations. The scale assesses trust in ambiguous, novel, or unstructured situations, in which a generalized expectancy is all one can rely on. Coefficient alpha of .79, a split-half reliability of .76, and test-retest reliabilities of .58 and .68 have been reported for this scale (Pereira & Austrin, 1980).

The Trustworthiness of Human Nature subscale of the Philosophies of Human Nature Scale is a 14-item measure of one's beliefs that human nature or people in general are trustworthy, moral, and responsible. Reliability has been demonstrated ( $\alpha = .79$ ), and the scale correlates significantly with Rotter's Interpersonal Trust Scale ( $r = .76$ ; Chun & Campbell, 1975). A cluster and factor analysis by Chun and Campbell (1975) yielded two components that were labeled *global morality* and *specific acts of honesty*.

The Trust facet of the NEO-PI-R (Costa & McCrae, 1992) is an eight-item measure of the belief that others are honest and well intentioned. The NEO-PI-R is a widely used omnibus measure of normal personality. Coefficient alpha for the Trust subscale has been reported to be .79, and the subscale has been found to correlate significantly with the Interpersonal Style Inventory Trust subscale, the Revised California Personality Inventory Tolerance subscale, the Buss-Durkee Hostility Inventory Suspicion subscale, and the Guilford-Zimmerman Temperament Survey Personal Relations Scale (Costa & McCrae, 1992).

### Measures Used for Construct Validity

Because of the large number of measures used to provide validity evidence for the Trust Inventory, detailed descriptions of these measures are not included here. All measures were selected on the basis of past research or their putative theoretical relevance to the dimensions of trust contained in the Trust Inventory. Also, only measures with at least conventionally accepted levels of internal consistency were selected.

**Partner Trust.** The measures expected to covary with the Partner Trust Scale included the Dimensions of Commitment Inventory (Adams, 1994), the Marital Satisfaction and Commitment Scales (Jones, Adams, Monroe, & Berry, 1995) modified for use with all romantic relationships types, the Passionate Love Scale (Hatfield & Sprecher, 1986), and measures from the Attitudes Toward Love Scale (e.g., eros, ludus, pragma, mania, storge, and agape; Hendrick & Hendrick, 1986). Each of these instruments measures a construct that has been linked theoretically to trust in romantic relationships in previous research (cf. Hendrick & Hendrick, 1986; Lazere & Huston, 1980).

**Network Trust.** The following measures were selected to assess the construct validity of the Network Trust Scale: the Inventory of Parent and Peer Attachment (Armsden & Greenberg, 1987), an attachment measure developed by Feeney and Noller (1990), a global rating of satisfaction with friendships written specifically for this study, the Family Satisfaction Scale (Carver & Jones, 1992), the Friendship Potential Scale (Dawley, 1980), and the Provision of Social Relations (Turner et al., 1983). These measures were selected because they presumably assess attitudes toward members of one's social network that involve, at least in part, feelings of trust, happiness, and interpersonal connection.

**Generalized Trust.** The measures expected to covary with the Generalized Trust Scale included the Empathy Questionnaire (Davis, 1980), the Liking People Scale (Filsinger, 1981), the Satisfaction with Life Scale (Diener et al., 1985), and selected scales from the NEO-PI (Costa & McCrae, 1986). Because Generalized Trust is conceptualized to reflect both a basic personality trait and one's orientation toward people in general, these instruments were chosen because they each assess a particular dimension of personality relevant to the development and maintenance of relationships with people in general.

## STUDY 1: ITEM SELECTION AND SCALE DEVELOPMENT

### Method

Eighty-three trust items were generated using a rational approach to scale construction (e.g., Jackson, 1970; Tellegen & Waller, 1993). Three a priori classifications of trust were hypothesized, and items were written to conform to each of these types. Partner trust was defined as faith or confidence in a romantic partner or in romantic relationships. Initially, 32 items, such as "My partner makes me feel safe" and "I am sure about how my partner feels about me," were written to compose the Partner Trust Scale. Network trust referred to the feelings of confidence and security one has in relationships with family and friends. Twenty initial items were generated for the Network Trust Scale. Examples of Network Trust items include "I often worry about letting friends and family get too close to me" and "I worry that the people I trust will get the better of me." Generalized trust (31 items) was defined as the tendency to assume positive characteristics of people in general, or to attribute such characteristics to "human nature." Some items written for the Generalized Trust Scale include "I tend to be accepting of others" and "Most people are trustworthy."



## Results

The initial pool of items was administered to participants in Sample 1, and responses were subjected to a reliability analysis. Results indicated a high degree of internal consistency for each of the scales: the initial Partner Trust Scale showed a mean interitem correlation of .21 and coefficient alpha of .89, whereas the corresponding values for the initial Network Trust Scale were .17, and .75, and for the Generalized Trust Scale, .26, and .90, respectively.

In order to further purify the scales, an item analyses was performed; items that did not yield corrected item-total correlations of .40 or higher with the appropriate scale were removed from further consideration. This procedure resulted in the elimination of 23 items, leaving 50 items to compose the subsequent version of the Trust Inventory. Coefficient alpha for the three scales ranged from .87 to .92, and the mean interitem correlations ranged from .33 to .40. For the Partner Trust Scale (20 items), corrected item-total correlations ranged from .43 to .75 with a mean of .58. The Network Trust Scale consisted of 10 items with corrected item-total correlations ranging from .48 to .66 with a mean of .58. Corrected item-total correlations for the Generalized Trust Scale (20 items) ranged from .45 to .69, with a mean of .55. The psychometric characteristics for each of the scales are presented in Table 1.

Consistent with our expectation that the three dimensions of trust would be interrelated, significant correlations among the scales of the subsequent version of the Trust Inventory were obtained. Generalized Trust correlated with Network Trust at .66,  $p < .01$ , and the correlation between Partner Trust and Network Trust was .63,  $p < .01$ . A somewhat smaller correlation was obtained for Generalized Trust and Partner Trust ( $r = .43$ ,  $p < .01$ ). These intercorrelations suggest that the scales of the Trust Inventory represent related but not identical constructs.

TABLE 1  
Scale Characteristics of the Trust Inventory

<i>Characteristic</i>	<i>Partner Trust</i>	<i>Network Trust</i>	<i>Generalized Trust</i>
Number of items	20	10	20
<i>n</i>	167	181	175
<i>M</i>	73.02	33.62	71.34
<i>SD</i>	13.70	6.93	11.39
Low score	37.00	14.00	33.00
High score	100.00	50.00	97.00
Range	63.00	36.00	64.00
Alpha	.92	.87	.91
Mean interitem <i>r</i>	.37	.40	.33
Test-retest <i>r</i>	.82	.74	.80

The longitudinal stability of Trust Inventory scale scores was assessed by calculating test-retest correlations in a separate sample (Sample 2). Participants in this group completed the Trust Inventory at two times separated by a period of 9 weeks. Test-retest correlations were .82, .74, and .80 for the Partner, Network, and Generalized Trust Scale scores, respectively, indicating that participants' responses were temporally stable.

## STUDY 2: ASSESSMENT OF CONCURRENT VALIDITY

### Method and Results

As an initial test of concurrent validity, Trust Inventory scales were correlated with extant measures of generalized and relational trust. Participants from Sample 3 completed the relevant measures in out-of-class sessions in exchange for nominal course credit.

Correlations between the Trust Inventory scale scores and the alternative measures of trust are presented in Table 2. As may be seen, the expected pattern of associations generally was obtained. Consistently, the measures of trust in a relational partner were more strongly related to Partner Trust than to either of the other two Trust Inventory scales. Furthermore, the correlations between the extant measures of global trust and Generalized Trust were greater than for either Partner Trust or Network Trust. However, the expectation that single item self-ratings on trust of friends and family would be more strongly associated with Network Trust was not confirmed in these data.

## STUDIES 3, 4, AND 5: ASSESSMENT OF CONSTRUCT VALIDITY

### Principal Components Analysis

*Method and results.* The construct validity of the Trust Inventory was assessed initially by subjecting the items to a principal components factor analysis with oblique rotation. To the extent that Partner Trust, Network Trust, and Generalized Trust are experientially distinct forms of trust, items composing these scales should load on three clearly defined factors. Responses from participants in Sample 4 were used for this analysis.

The principal components analysis extracted 10 factors with eigenvalues greater than 1; however, an examination of the scree diagram and rotated factor matrix suggested the utility of a three-factor solution. Thus, a second principal components analysis was run specifying three factors. The first factor accounted for 26.9% of

TABLE 2  
Correlations Between the Trust Inventory Scales and Extant Measures  
of Trust

<i>Variable</i>	<i>Partner Trust</i>	<i>Network Trust</i>	<i>Generalized Trust</i>
Relational Trust			
Dyadic Trust	.84	.50	.38
Faith	.84	.52	.39
Emotional Trust	.78	.50	.45
<b>Mean correlations</b>	<b>.82</b>	<b>.50</b>	<b>.40</b>
Network Trust	.45	.57	.60
Generalized Trust			
Interpersonal Trust	.51	.60	.66
Trustworthiness	.32	.51	.57
NEO Trust	.51	.72	.85
<b>Mean correlations</b>	<b>.45</b>	<b>.61</b>	<b>.71</b>

*Note.*  $p < .01$  for all variables. Dyadic Trust = the Dyadic Trust Scale (Lazeriere & Huston, 1980); Faith = the Faith subscale of the Trust Scale (Holmes, Rempel, & Zanna, 1985); Emotional Trust = the Emotional Trust subscale of the Specific Interpersonal Trust Scale (Johnson-George & Swap, 1982); Network trust = combined trust in family and trust in friends score; Interpersonal Trust = the Interpersonal Trust Scale (Rotter, 1967); NEO Trust = the Trust subscale of the NEO Personality Inventory-Revised (Costa & McCrae, 1992); Trustworthiness = the Trustworthiness subscale of the Philosophies of Human Nature Scale (Wrightman, 1974).

the variance in trust scores before rotation and consisted predominantly of Partner Trust items; the second factor accounted for 8.6% of the variance and consisted mainly of Network Trust items; the last factor accounted for 5.9% of the variance and consisted primarily of Generalized Trust items. The three factors together explained 41.4% of the variance in trust scores before rotation to simple structure.

Eight of the 50 items loaded on factors other than the one for which they were written. An examination of these items revealed that in most instances this occurred when Network Trust items loaded on Partner or Generalized Trust factors. Because Network Trust was conceived as being conceptually located between Generalized and Partner Trust, a moderate degree of overlap was expected. Nevertheless, it should be emphasized that in most cases conceptually similar items coalesced into meaningful and easily interpretable factors, thus providing some support for the three-factor model of trust as reflected in the Trust Inventory.

### Circumplex Analysis

**Method and results.** The construct validity of the Trust Inventory scales was further examined using the circumplex model of personality (Leary, 1957; Wiggins, 1979) as operationalized through the Interpersonal Adjective Scale (Wiggins, 1979). The purpose of this analysis was twofold: (a) to locate these constructs of

trust within the interpersonal circle, and (b) to assess the degree to which the three dimensions of trust differ in their placement within the circumplex. The Trust Inventory scales were correlated with the eight adjectival scales of the Revised Interpersonal Adjective Scale and located in two dimensional space using the dimensions of love (Warm–Cold) and status (Assured–Unassured or Dominance–Submissiveness). It was expected that the three types of trust would be located in the same quadrant and be most strongly related to Warmth, but each at differing distances from the vertical axis.

Because the interpersonal trait intercorrelations in this sample did not result in a perfectly symmetrical circle, the results vary depending on whether the coordinates are plotted using one set of poles (e.g., Assured and Warm) or the other (Unassured and Cold). Consequently, the scales were plotted twice, once using the Assured and Warm correlations and once using the Unassured and Cold correlations. In both cases, the Trust Inventory scales were located primarily along the horizontal axis (Warm–Cold), and all three were toward the warm end of the continuum. Generalized Trust was most strongly related to Warmth in both figures. And, in both cases, the coordinate for Partner Trust was farthest away from Warmth. The coordinates for Network Trust were intermediate between the other two points but were more variable in location depending on which poles were used to plot the relationship. These results are shown in Figure 1. As may be seen, the circumplex analysis provided evidence that trust as a construct is highly related to warmth and not “contaminated” by dominance/submissiveness. In addition, further evidence to support the three-way division of trust is suggested by the location of scale coordinates.

### Correlations With Theoretically Relevant Variables

A final test of construct validity involved correlating the three Trust Inventory scales with theoretically relevant variables. The goal of these analyses was to examine the three dimensions of trust within a broader network of relational and personality factors. Specifically, evidence bearing on the issue of discriminant validity (i.e., the extent to which the average correlation between a given trust scale and the set of variables theoretically relevant to that scale exceeded the average correlation between the same set of variables and the other trust scales) was the focus of these analyses.

**Method and results.** Three sets of participants (Samples 5, 6, and 7) completed the Trust Inventory and the validity measures described previously (see Instrumentation section). Correlations between the Trust Inventory and variables theoretically relevant to the Partner Trust Scale are shown in Table 3. As can be seen, Partner Trust is positively correlated with measures of relationship quality, such as passionate love; satisfaction; commitment to one's partner and to one's

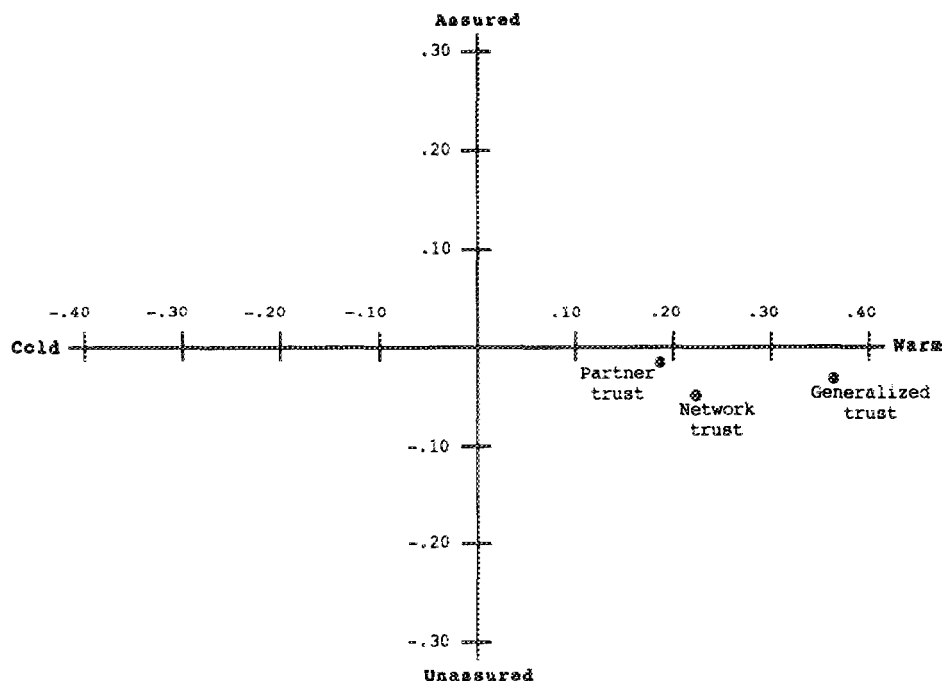


FIGURE 1 Location of Partner Trust, Network Trust, and Generalized Trust within the interpersonal circle.

romantic relationship; and the passionate (Eros), selfless (Agape), and friendship (Storge) love attitude styles, and it is inversely related to the game-playing (Ludus) love style. The practical (Pragma) love style and barriers to relationship dissolution were not significantly related to Partner Trust. Collectively, these variables were more strongly related to Partner Trust than to either Network or Generalized Trust, as reflected in the mean correlation values shown at the bottom of Table 3.

Table 4 contains correlations between the Trust Inventory scales and variables relevant to the Network Trust Scale. Network Trust was found to be positively related to all of the indices of family and friend attachment, social support, and satisfaction. The strongest correlations were obtained for global orientations such as the ability to depend on others, avoidant and secure attachment styles, and friendship potential. More moderate correlations were observed for specific social network factors, including social support from friends, family satisfaction, and parent and peer attachment. Although the correlations were significantly different from zero, an examination of the mean correlation values indicated that the validity measures tended to correlate with each of the trust scales to roughly the same degree as with Network Trust.

TABLE 3  
Correlations Between the Trust Inventory and Measures Theoretically Relevant to Partner Trust

Variable	Partner Trust	Network Trust	Generalized Trust
Commitment to Spouse <sup>a</sup>	.58**	.28**	.35**
Satisfaction <sup>b</sup>	.58**	.27**	.21*
Passion <sup>c</sup>	.35**	.17	.19
Eros <sup>d</sup>	.35**	.10	.06
Agape <sup>d</sup>	.34**	.04	.13
Commitment to Marriage <sup>a</sup>	.23*	.02	.14
Storge <sup>d</sup>	.17*	.04	.16
Ludus <sup>d</sup>	-.35**	-.27**	-.16
<b>Mean correlation</b>	<b>.38</b>	<b>.15</b>	<b>.18</b>

*Note.* The Inventory of Marital Commitment, Marital Satisfaction Scale, and the Attitudes Toward Love Scale were completed by Sample 5.

<sup>a</sup>Dimensions of Commitment Inventory (Adams, 1994). <sup>b</sup>The Satisfaction Scale of the Marital Satisfaction and Commitment Scales (Jones, Adams, Monroe, & Berry, 1995) revised for dating individuals. <sup>c</sup>Passionate Love Scale (Hatfield & Sprecher, 1986). <sup>d</sup>Attitudes Toward Love Scale (Hendrick & Hendrick, 1986).

\* $p < .05$ . \*\* $p < .01$ .

TABLE 4  
Correlations Between the Trust Inventory and Measures Theoretically Related to Network Trust

Variable	Partner Trust	Network Trust	Generalized Trust
Depend <sup>a</sup>	.31**	.67**	.65**
Avoidant <sup>a</sup>	.38**	.67**	.64**
Friendship Potential <sup>b</sup>	.57**	.59**	.61**
Secure <sup>a</sup>	.17	.40**	.59**
Social Support-Friends <sup>c</sup>	.53**	.40**	.58**
Family satisfaction <sup>d</sup>	.44**	.39**	.36**
Peer attachment <sup>e</sup>	.43**	.34**	.49**
Friends rating <sup>f</sup>	.17	.33**	.24*
Parent attachment <sup>e</sup>	.40**	.31**	.32**
Social Support-Family <sup>e</sup>	.43**	.30**	.37**
<b>Mean correlation</b>	<b>.39</b>	<b>.45</b>	<b>.51</b>

*Note.* The attachment measure and Inventory of Parent and Peer Attachment (Armsden & Greenberg, 1987) were completed by Sample 6. The Friendship Potential Scale, the Provision of Social Relations, Family Satisfaction Scale, and Inventory of Parent and Peer Attachment were completed by Sample 7.

<sup>a</sup>Attachment measure developed by Feeney and Noller (1990). <sup>b</sup>Friendship Potential Scale (Dawley, 1980). <sup>c</sup>Provision of Social Relations (Turner, Frankel, & Levin, 1983). <sup>d</sup>The Family Satisfaction Scale (Carver & Jones, 1992). <sup>e</sup>Inventory of Parent and Peer Attachment (Armsden & Greenberg, 1987). <sup>f</sup>Single-item measure of friendship satisfaction written by the authors.

\* $p < .05$ . \*\* $p < .01$ .

TABLE 5  
Correlations Between the Trust Inventory and Measures Theoretically Relevant to Generalized Trust

Variable	Partner Trust	Network Trust	Generalized Trust
Liking People <sup>a</sup>	.50**	.48**	.57**
Angry-Hostility <sup>b</sup>	-.22**	-.40**	-.44**
Warmth <sup>b</sup>	.26**	.23**	.40**
Life Satisfaction <sup>c</sup>	.18	.23*	.35**
Altruism <sup>b</sup>	.16**	.16**	.29**
Compliance <sup>b</sup>	.11	.22**	.28**
Empathic Concern <sup>d</sup>	.16	.12	.26**
Tender-Mindedness <sup>b</sup>	.10	.08	.23**
Gregariousness <sup>b</sup>	.08	.12	.23**
Perspective Taking <sup>d</sup>	.01	.01	.21**
Self-Consciousness <sup>b</sup>	-.11	-.15*	-.19**
Fantasy <sup>b</sup>	-.01	.09	.15*
Actions <sup>b</sup>	.06	.11	.15*
Mean correlation	.16	.19	.29

*Note.* The NEO Personality Inventory—Revised, the Satisfaction with Life Scale, and the Empathy Questionnaire were completed by Sample 5. The Liking People Scale was completed by Sample 7.

<sup>a</sup>Liking People Scale (Filsinger, 1981). <sup>b</sup>NEO Personality Inventory—Revised (Costa & McCrae, 1992). <sup>c</sup>Satisfaction with Life Scale (Diener, Emmons, Larsen, & Griffin, 1985).

<sup>d</sup>Empathy Questionnaire (Davis, 1980).

\* $p < .05$ . \*\* $p < .01$ .

Finally, correlations between the Trust Inventory and variables conceptually related to the Generalized Trust Scale are presented in Table 5. As expected, generalized trust was associated with several global personality traits, including the NEO-PI-R facet scores for Altruism, Compliance, Tender-Mindedness, Warmth, Gregariousness, Angry-Hostility, Self-Consciousness, Fantasy, and Actions. In addition, a favorable orientation toward people (i.e., liking people), Satisfaction with Life, Empathic Concern, and Perspective-Taking all were positively related to Generalized Trust. Although these variables were on average more strongly correlated with the Generalized Trust Scale than with the Partner Trust and Network Trust Scales, the magnitude of the mean correlation values tended to be relatively low.

## DISCUSSION

The primary goal of this research was to develop reliable and valid measures of the extent to which people trust others in three classes of social relations: romantic partners, family and friends, and people in general. Although measures of relational trust and generalized trust currently exist in the literature, the Trust Inventory is unique in its capacity to assess these types of trust simultaneously.

The validity of Trust Inventory scale interpretations was assessed in a variety of ways, and results were generally supportive regarding the Partner Trust and Generalized Trust Scales. Significant positive correlations with extant measures suggested that these scales reflect relevant underlying constructs, whereas differential correlations with theoretically linked variables support the conceptual distinctions between Partner Trust and Generalized Trust. Regarding the former, respondents who reported higher trust in their romantic partner also indicated that they were more satisfied with and committed to their partner and to their relationship, and they scored higher on passionate and selfless love than participants with lower partner trust. Evidence was also found in support of the notion that generalized trust is linked to dispositional characteristics: participants who reported higher levels of generalized trust tended to describe themselves as less angry, more interpersonally warm, and more altruistic and gregarious than respondents who indicated that they were less trusting of people in general. Furthermore, higher scores on generalized trust were associated with liking people more, greater empathic concern for others, and greater satisfaction with life than lower scores on generalized trust. These results are consistent with previous findings and provide further support for the conceptual distinction between Partner and Generalized Trust.

In addition to possessing the capacity to trust differentially people in general and romantic partners, we hypothesized that people are capable of trusting uniquely the members of their friend and kinship networks. Accordingly, we designed the Network Trust Scale to assess one's trust in this category of important social relationships. Unfortunately, evidence bearing on the validity of this scale was, at best, equivocal. Results of the exploratory principal components analysis were indicative of the conceptual uniqueness of Network Trust as compared to Partner Trust and Generalized Trust. Although some overlap among Trust Inventory items was observed, the overall clustering of items reflected clearly the three specified dimensions of trust. On the other hand, results of the construct validity analyses failed to adequately and consistently distinguish Network Trust from the other types of trust. Although significant correlations were obtained for this scale and the measures of family satisfaction, parent and peer attachment, and parent and peer social support, these correlations were similar in magnitude to those obtained with the Partner and Generalized Trust Scales.

These results may have been obtained because the items composing the Network Trust Scale refer to family members and friends collectively rather than in specific members of their social network (e.g., "father" or "best friend"). If participants were asked to make global judgments about family and friends, one would expect to find extensive convergence between this judgment and one's level of trust in people in general, which necessarily is based on a global evaluation. Similarly, the correspondence between the correlations for the Network and Partner Trust Scales may be due to the possibility that respondents included their romantic partners in their



judgements of their social networks, thereby "confounding" Partner Trust and Network Trust scores. Regardless of the reason, it is clear that the viability of Network Trust as a construct distinct from Generalized Trust and Partner Trust was not supported in the present analyses. Thus, it is suggested that researchers use an abbreviated version of the Trust Inventory in which only scores derived from the Generalized Trust and Partner Trust Scales are computed. (See Appendix A for the 40-item version of the Trust Inventory.)

Additional research is clearly called for at this point to explore further the utility of the concept of Network Trust and the extent to which people can distinguish categorically between trust for family members and friends and trust for their romantic partners and other people in general. Until such explorations are undertaken, however, we believe it would be premature to dismiss summarily the concept of Network Trust. It may be possible, for example, that trust in the members of one's social network may be particularly salient when there are disruptions in one's romantic relationship. Research that explores these issues would be useful in determining the fidelity of Network Trust. In addition, future research should consider if trust scores are different when examining other, nonstudent populations. In the meantime, these data support the validity and reliability of the Generalized Trust and Partner Trust Scales, and their inclusion together in the Trust Inventory remains unique for relevant measures in this area of research.

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# APPENDIX Items of the Trust Inventory

<i>Scale</i>	<i>Item</i>
P	1. My partner makes me feel safe.
G	2. I tend to be accepting of others.
P <sup>a</sup>	3. My partner sometimes makes me uncomfortable.
G	4. My relationships with others are characterized by trust and acceptance.
P	5. I do not worry that my partner will leave me.
G	6. Basically I am a trusting person.
G	7. It is better to trust people until they prove otherwise than to be suspicious of others until they prove otherwise.
G	8. I accept others at "face value."
P <sup>a</sup>	9. I am skeptical that relationships ever work out.
G	10. Most people are trustworthy.
P	11. I believe in my partner.
P <sup>a</sup>	12. In relationships, I tend to be alert for the possibility of rejection or betrayal.
G <sup>a</sup>	13. It is better to be suspicious of people you have just met, until you know them better.
G	14. I make friends easily.
P	15. I am sure about how my partner feels about me.
G <sup>a</sup>	16. Only a fool would trust most people.
P <sup>a</sup>	17. I am doubtful that my partner will always be there for me if I need him/her.
P	18. I tell my partner that I trust him/her completely.
G	19. I find it better to accept others for what they say and what they appear to be.
G <sup>a</sup>	20. I would admit to being more than a little paranoid about people I meet.
P <sup>a</sup>	21. Relationships will only lead to heartache.
G	22. I have few difficulties trusting people.
P	23. I am rarely ever suspicious of people with whom I have a relationship.
G <sup>a</sup>	24. Basically, I tend to be distrustful of others.
P <sup>a</sup>	25. I am afraid my partner will hurt me emotionally.
P <sup>a</sup>	26. I am afraid my partner will betray me.
G <sup>a</sup>	27. Experience has taught me to be doubtful of others until I know they can be trusted.
P	28. I generally believe what my partner tells me.
P <sup>a</sup>	29. I never believe my partner when he/she tells me how he/she feels about me.
G	30. I have a lot of faith in the people I know.
G	31. Even during the "bad times," I tend to think that things will work out in the end.
P	32. I feel that I can be myself in the presence of my partner.
P <sup>a</sup>	33. I am uncertain about how my partner feels about me.
G	34. I tend to take others at their word.
G	35. When it comes to people I know, I am believing and accepting.
P <sup>a</sup>	36. It is dangerous to "let your guard down" with your partner.
G	37. I feel I can depend on most people I know.
P <sup>a</sup>	38. I am sometimes doubtful of my partner's intentions.
P <sup>a</sup>	39. When my partner is with others, I worry that he/she will not be faithful.
G	40. I almost always believe what people tell me.

*Note.* P = Partner Trust Scale item; G = Generalized Trust Scale item.

<sup>a</sup>Reverse-scored item.