Book chapter

*ChapterInPress*

De Jong, B. A., Kroon, D. P., & Schilke, O. (in press). The future of organizational trust research: A content-analytical synthesis of scholarly recommendations and review of recent developments. In P. van Lange, B. Rockenbach, & T. Yamagishi (Eds.), *Trust in social dilemmas*. New York, NY: Oxford University Press. http://dx.doi.org/10.1093/oso/9780190630782.003.0010

*ChapterPublished*

Bliese, P. D. (2000). Within-group agreement, non-independence, and reliability: Implications for data aggregation and analysis. In K. J. Klein. & S. W. J. Kozlowski (Eds.), *Multilevel theory, research, and methods* *in organizations: Foundations, extensions, and new directions* (pp. 349–381). San Francisco, CA: Jossey-Bass.

Chen, G., Mathieu, J. E., & Bliese, P. D. (2004). A framework for conducting multilevel construct validation. In F. J. Yammarino & F. Dansereau (Eds.), *Research in multilevel issues: Multilevel issues in* *organizational behavior and processes* (Vol. 3, pp. 273–303). Oxford, UK: Elsevier. http://dx.doi.org/10.1016/S1475-9144(04)03013-9

House, R. J. (1977). A 1976 theory of charismatic leadership. In J. G. Hunt & L. L. Larson (Eds.), *Leadership: The cutting edge* (pp. 189–207). Carbondale, IL: Southern Illinois University Press.

Liden, R. C., Sparrowe, R. T., & Wayne, S. J. (1997). Leader-member exchange theory: The past and potential for the future. In G. R. Ferris (Ed.), *Research in personnel and human resources management* (Vol. 15, pp. 47–119). Greenwich, CT: JAI.

Clark, M. S., & Isen, A. M. (1982). Toward understanding the relationship between feeling states and social behavior. In A. Hastorf & A. M. Isen (Eds.), *Cognitive social psychology* (pp. 73–108). New York, NY: Elsevier Academic Press.

Greenhaus, J. H., & Singh, R. (2012). Positive nonwork relational exchanges. In L. T. Eby & T. D. Allen (Eds.), *Personal relationships: The* *effect on employee attitudes, behavior, and well-being* (pp. 301–324). New York, NY: Routledge, Taylor & Francis Group.

Halbesleben, J. R. B. (2012). Positive coworker exchanges. In L. T. Eby & T. D. Allen (Eds.), *Personal relationships: The effect on employee* *attitudes, behavior, and well-being* (pp. 107–130). New York, NY: Routledge, Taylor & Francis Group.

Isen, A. M., & Baron, R. A. (1991). Positive affect as a factor in Organizational Behavior. In L. L. Cummings & B. M. Staw (Eds.), *Research in* *Organizational Behavior* (pp. 1–53). Greenwich, CT: JAI Press.

Kashy, D. A., & Donnellan, M. B. (2018 To appear). Conceptual and methodological issues in the analysis of cross-sectional and longitudinal dyadic data. In K. Deaux & M. Snyder (Eds.), *The Oxford handbook of* *personality and social psychology* (pp. 209–238). New York, NY: Oxford University Press.

Leslie, L., Manchester, C. F., & Kim, Y. (2015). Gender and the work–family domain: A social role-based perspective. In T. D. Allen & L. T. Eby (Eds.), *The Oxford handbook of work and family* (pp. 53–67). Oxford, UK: Oxford University Press. http://dx.doi.org/10.1093/oxfordhb/9780199337538.013.9

Maslach, C., & Schaufeli, W. B. (1993). Historical and conceptual development of burnout. In W. B. Schaufeli, C. Maslach, & T. Marek (Eds.), *Professional burnout: Recent developments in theory and research* (pp.1–16). Washington, DC: Taylor & Francis.

Snijders, T. A. B. (2005). Power and sample size in multilevel linear models. In B. S. Everitt & D. C. Howell (Eds.), *Encyclopedia of* *statistics in behavioral science* (pp. 1570–1573). Chicester, UK: Wiley. http://dx.doi.org/10.1002/0470013192.bsa492

Lakatos, I. (1976). Falsification and the methodology of scientific research programmes. In S. G. Harding (Ed.), *Can theories be refuted? Essays on* *the Duhem-Quine thesis* (pp. 205–229). New York, NY: Cambridge University Press. http://dx.doi.org/10.1007/978-94-010-1863-0\_14

Bodenhausen, G. V., MaCrae, C. N., & Sherman, J. W. (1999). On the dialectics of discrimination. In S. Chaiken & Y. Trope (Eds.), *Dualprocess theories in social psychology* (pp. 271–290). New York, NY: Guilford Press.

Brewer, M. B. (2012). Optimal distinctiveness theory: It’s history and development. In P. A. Van Lange, A. W. Kruglanski, & E. T. Higgins (Eds.), *Handbook of theories of social psychology* (Vol. 2, pp. 81–98). Los Angeles, CA: Sage.

Crocker, J., & Lutsky, N. (1986). Stigma and the dynamics of social cognition. In S. C. Ainley, G. Becker, & L. M. Coleman (Eds.), *The* *dilemma of difference: A multidisciplinary view of stigma* (pp. 95–121). New York, NY: Plenum Press. http://dx.doi.org/10.1007/978-1-4684-7568-5\_6

Crocker, J., Major, B., & Steele, C. (1998). Social stigma. In D. Gilbert, S. Fiske, & G. Lindzey (Eds.), *The handbook of social psychology* (4th ed.,pp. 504–553). Boston, MA: McGraw-Hill.

Dovidio, J. F., Major, B., & Crocker, J. (2000). Stigma: Introduction and overview. In T. F. Heatherton, R. E. Kleck, M. R. Hebl, & J. G. Hull (Eds.), *The social psychology of stigma* (pp. 1–28). New York, NY: Guilford Press.

Pickett, C. L., & Brewer, M. B. (2005). The role of exclusion in maintaining in-group inclusion. In D. Abrams, M. A. Hogg, & J. M. Marques (Eds.), *The social psychology of inclusion and exclusion* (pp. 89–112). New York, NY: Psychology Press.

Rothbard, N. P., & Ramarajan, L. (2009). Checking your identities at the door? Positive relationships between nonwork and work identities. In L. M. Roberts & J. E. Dutton (Eds.), *Exploring positive identities and* *organizations: Building a theoretical and research foundation* (pp. 127–148). New York, NY: Routledge.

Schlenker, B. R. (2003). Self-presentation. In M. R. Leary & J. P. Tangney (Eds.), *Handbook of self and identity* (pp. 492–518). New York, NY: Guilford Press.

Swann, W. B. (2012). Self-verification theory. In P. A. Van Lange, A. W. Kruglanski, & E. T. Higgins (Eds.), *Handbook of theories of social* *psychology* (Vol. 2, pp. 23–42). London, England: Sage. http://dx.doi.org/10.4135/9781446249222.n27

Tajfel, H., & Turner, J. C. (1986). The social identity theory of intergroup behavior. In S. Worchel & W. Austin (Eds.), *The psychology of intergroup* *relations* (pp. 7–24). Chicago, IL: Nelson-Hall.

Bandura, A. (1972). Modeling theory: Some traditions, trends, and disputes. In R. D. Parke (Ed.), *Recent trends in social learning theory* (pp. 35–61). New York, NY: Academic Press.

Boon, S. D., & Holmes, J. G. (1991). The dynamics of interpersonal trust: Resolving uncertainty in the face of risk. In R. A. Hinde & J. Groebel (Eds.), *Cooperation and prosocial behaviour* (pp. 190–211). Cambridge, UK: Cambridge University Press.

Cook, K. S., & Hardin, R. (2001). Norms of cooperativeness and networks of trust. In M. Hechter & K.-D. Opp (Eds.), *Social norms* (pp. 327–347). New York, NY: Russell Sage Foundation.

Holmes, J. G. (1991). Trust and the appraisal process in close relationships. In W. H. Jones & D. Perlman (Eds.), *Advances in personal relationships* (Vol. 2, pp. 57–104). London, UK: Jessica Kingsley.

Kenny, D. A., Kashy, D. A., & Bolger, N. (1998). Data analysis in social psychology. In D. Gilbert, S. Fiske, & G. Lindzey (Eds.), *Handbook of* *social psychology* (4th ed., pp. 233–265). New York, NY: McGraw-Hill.

Kramer, R. M. (1996). Divergent realities and convergent disappointments in the hierarchic relation: Trust and the intuitive auditor at work. In R. M. Kramer & T. R. Tyler (Eds.), *Trust in organizations: Frontiers of* *theory and research* (pp. 216–245). Thousand Oaks, CA: Sage. http://dx.doi.org/10.4135/9781452243610.n11

Lewicki, R., & Bunker, B. (1996). Developing and maintaining trust in work relationships. In R. Kramer & T. R. Tyler (Eds.), *Trust in organizations:* *Frontiers of theory and research* (pp. 114–139). Thousand Oaks, CA: Sage. http://dx.doi.org/10.4135/9781452243610.n7

Lewicki, R. J., Wiethoff, C., & Tomlinson, E. C. (2005). What is the role of trust in organizational justice? In J. Greenberg & J. A. Colquitt (Eds.), *Handbook of organizational justice* (pp. 247–270). Mahwah, NJ: Erlbaum.

Meyerson, D., Weick, K. E., & Kramer, R. M. (1996). Swift trust and temporary groups. In R. M. Kramer & T. R. Tyler (Eds.), *Trust in* *organizations: Frontiers of theory and research* (pp. 166–195). California: Sage. http://dx.doi.org/10.4135/9781452243610.n9

Ambady, N., & Rule, N. O. (2007). Thin slices of behavior. In R. F. Baumeister & K. D. Vohs (Eds.), *Encyclopedia of Social Psychology* (pp. 990–992). Thousand Oaks, CA: Sage. http://dx.doi.org/10.4135/9781412956253.n585

Christiansen, N. D., Hoffman, B. J., Lievens, F., & Speer, A. B. (2013). Assessment centers and the measurement of personality. In N. D. Christiansen & R. P. Tett (Eds.), *Handbook of personality at work* (S.477–497). New York, NY: Routledge.

Gray, H. M. (2008). To what extent, and under what conditions, are first impressions valid. In N. Ambady & J. J. Skowronski (Eds.), *First* *Impressions* (pp. 106–128). New York, NY: Guilford Press.

Rule, N. O., & Ambady, N. (2008b). First impressions: Peeking at the neural underpinnings. In N. Ambady & J. J. Skowronski (Eds.), *First* *Impressions* (pp. 35–84). New York, NY: Guilford Press.

Driskell, J. E., & Salas, E. (1992). Can you study real teams in contrived settings? The value of small group research to understanding teams. In R. W. Swezey & E. Salas (Eds.), *Teams: Their training and performance* (pp. 101–126). Norwood, NJ: Ablex.

Murphy, K. R. (1989). Dimensions of job performance. In R. Dillon & J. Pelligrino (Eds.), *Testing: Applied and theoretical perspectives* (pp. 218–247). New York, NY: Praeger.

Batson, C. D. (2009). Two forms of perspective taking: Imagining how another feels and imagining how you would feel. In K. D. Markman, W. M. P. Klein, & J. A. Suhr (Eds.), *Handbook of imagination and* *mental simulation* (pp. 267–279). New York, NY: Psychology Press.

Berscheid, E., & Peplau, L. A. (1983). The emerging science of relationships. In H. H. Kelley, E. Berscheid, A. Christensen, J. H. Harvey, T. L. Huston, G. Levinger, . . . D. R. Peterson (Eds.), *Close relationships* (pp.1–19). New York, NY: Freeman and Company.

Blomqvist, K. (2005). Trust in a dynamic environment: Fast trust as a threshold condition for asymmetric technology partnership formation in the ICT sector. In K. Bijlsma-Frankema & R. K. Woolthuis (Eds.), *Trust* *in pressure* (pp. 127–147). Cheltenham, UK: Edward Elgar. http://dx.doi.org/10.4337/9781845427962.00011

Collins, R. (1990). Stratification, emotional energy, and the transient emotions. In T. D. Kemper (Ed.), *Research agendas in the sociology of* *emotions* (pp. 27–57). Albany, NY: SUNY Press.

Davis, M. H. (2006). Empathy. In J. Stets & J. H. Turner (Eds.), *Handbook of the sociology of emotions* (pp. 443–466). New York, NY: Springer.http://dx.doi.org/10.1007/978-0-387-30715-2\_20

de Jong, B. A., Kroon, D. P., & Schilke, O. (2017). The future of organizational trust research: A content-analytic synthesis of scholarly recommendations and review of recent developments. In P. A. M. Van Lange, B. Rockenbach, & T. Yamagishi (Eds.), *Trust in social dilemmas* (pp. 173–194). Oxford, UK: Oxford University Press. http://dx.doi.org/10.1093/oso/9780190630782.003.0010

Fetchenauer, D., Dunning, D., & Schlösser, T. (2017). The mystery of trust: Trusting too much while trusting too little at the same time. In P. A. M. Van Lange, B. Rockenbach, & T. Yamagishi (Eds.), *Trust in* *social dilemmas* (pp. 139–154). Oxford, UK: Oxford University Press.

Fiske, S. T., & Neuberg, S. L. (1990). A continuum of impression formation, from category-based to individuating processes: Influences of information and motivation on attention and interpretation. In P. Z. Mark (Ed.), *Advances in experimental social psychology* (Vol. 23, pp. 1–74).New York, NY: Academic Press. http://dx.doi.org/10.1016/S0065-2601(08)60317-2

Jarymowicz, M. (1992). Self, we, and other(s): schemata, distinctiveness, and altruism. In P. M. Oliner, S. P. Oliner, L. Baron, L. A. Blum, D. L. Krebs, & M. Z. Smolenska (Eds.), *Embracing the other: Philosophical,* *psychological, and historical perspectives on altruism* (pp. 194–212). New York, NY: New York University Press.

Meyerson, D., Weick, K. A., & Kramer, R. M. (1996). Swift trust and temporary groups. In R. M. Kramer & T. R. Tyler (Eds.), *Trust in* *organizations: Frontiers of theory and research* (pp. 166–195). Thousand Oaks, CA: Sage. http://dx.doi.org/10.4135/9781452243610.n9

Neal, T. M. S., Shockley, E., & Schilke, O. (2015). The ‘dark side’ of institutional trust. In E. Shockley, T. M. S. Neal, B. H. Bornstein, & L. M. Pytlik Zillig (Eds.), *Interdisciplinary perspectives on trust: Towards* *theoretical and methodological integration* (pp. 177–191). New York, NY: Springer.

Petrides, K. V. (2009). Psychometric properties of the trait emotional intelligence questionnaire (TEIQue). In C. Stough, D. H. Saklofske, & J. D. A. Parker (Eds.), *Assessing emotional intelligence* (pp. 85–101). New York, NY: Springer. http://dx.doi.org/10.1007/978-0-387-88370- 0\_5

Poole, M., Shannon, D., & DeSanctis, G. (1992). Communication media and negotiation processes. In L. L. Putnam & M. E. Roloff (Eds.), *Communication and negotiation* (pp. 46–66). Thousand Oaks, CA: Sage. http://dx.doi.org/10.4135/9781483325880.n3

Williams, M. (2012). Perspective taking: Building positive interpersonal connections and trustworthiness one interaction at a time. In K. S. Cameron & G. M. Spreitzer (Eds.), *The Oxford handbook of positive* *organizational scholarship* (pp. 462–473). New York, NY: Oxford University Press.

Yamagishi, T. (2001). Trust as a form of social intelligence. In K. S. Cook (Ed.), *Trust in society* (pp. 121–147). New York, NY: Russell Sage Foundation.