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Trust and Rationality

By Stephan Alexander Rompf

VS Verlag Für Sozialw. Okt 2014, 2014. Taschenbuch. Book Condition: Neu. 211x149x25 mm. Neuware - Combining economic, social-psychological and sociological approaches to trust, this book provides a general theoretical framework to causally explain conditional and unconditional trust; it also presents an experimental test of the corresponding integrative model and its predictions. Broadly, it aims at advancing a cognitive turn in trust research by highlighting the importance of (1) an actor's context-dependent definition of the situation and (2) the flexible and dynamic degree of rationality involved. In essence, trust is as multi-faceted as there are cognitive routes that take us to the choice of a trusting act. Therefore, variable rationality has to be incorporated as an orthogonal dimension to the typological space of trust. The theory presents an analytically tractable model; the empirical test combines trust games, high- and low-incentive conditions, framing manipulations, and psychometric measurements, and is complemented by decision-time analyses. 415 pp. Englisch.



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