

Naming Things is Hard: Real Title Following Colon

Leave Authors Anonymous
for Submission
City, Country
e-mail address

Leave Authors Anonymous
for Submission
City, Country
e-mail address

Leave Authors Anonymous
for Submission
City, Country
e-mail address

ABSTRACT

todo: this

ACM Classification Keywords

H.5.m. Information Interfaces and Presentation (e.g. HCI): Miscellaneous; See <http://acm.org/about/class/1998/> for the full list of ACM classifiers. This section is required.

Author Keywords

Please don't make me pick keywords. This is like asking a teacher to give the bullet points of what a student missed in lecture.

INTRODUCTION

Trust precipitates many, if not all, social interactions (wow, much depth).

1. In the initial relationship, to the extent the situation is novel and ambiguous, faith in humanity will lead to trusting beliefs.
2. In the initial relationship, trusting stance will lead to trusting intention. The effects of trusting stance on trusting intention will not be mediated by trusting beliefs.
3. In the initial relationship, situational normality belief will lead to trusting intention.
4. In the initial relationship, structural assurance belief will lead to trusting intention.
5. In the initial relationship, the trusting beliefs will be a function of structural assurance belief and situational normality belief.
6. In the initial relationship, trusting intention will be a function of benevolence belief, competence belief, honesty belief, and predictability belief.
7. In the initial relationship, faith in humanity and trusting stance will lead to structural assurance belief.

Paste the appropriate copyright statement here. ACM now supports three different copyright statements:

- ACM copyright: ACM holds the copyright on the work. This is the historical approach.
 - License: The author(s) retain copyright, but ACM receives an exclusive publication license.
 - Open Access: The author(s) wish to pay for the work to be open access. The additional fee must be paid to ACM.
- This text field is large enough to hold the appropriate release statement assuming it is single spaced.

Every submission will be assigned their own unique DOI string to be included here.

8. In the initial relationship, categorization processes that place the other person in a positive grouping will tend to produce high levels of trusting beliefs.
9. In the initial relationship, token control efforts will strengthen the tendency of categorization processes, faith in humanity, and structural assurance belief to produce high levels of trusting beliefs.
10. In the initial relationship, high trusting intention is likely to be very fragile when it is supported by only one or two antecedents, when it relies almost exclusively on assumptions, and when perceived risk is high.
11. In the initial relationship, high trusting intention is likely to be robust when (1) a combination of several of its antecedents encourages the trustor to ignore, rationalize, or absorb the negative actions of the other and (2) continued success or low perceived risk of failure consequences cause little critical attention to be paid to the other's behavior. Subjects with high disposition to trust or institution-based trust levels are likely to pay even less critical attention.
12. In the initial relationship, high trusting intention is likely to be robust when (1) the parties interact face to face, frequently in positive ways, or (2) the trusted party has built a widely known good reputation. Social interaction affects trusting intention by its positive effects on trusting beliefs and institution-based trust [1].

References

- [1] D Harrison McKnight, Larry L Cummings, and Norman L Chervany. "Initial trust formation in new organizational relationships". In: *Academy of Management review* 23.3 (1998), pp. 473–490.