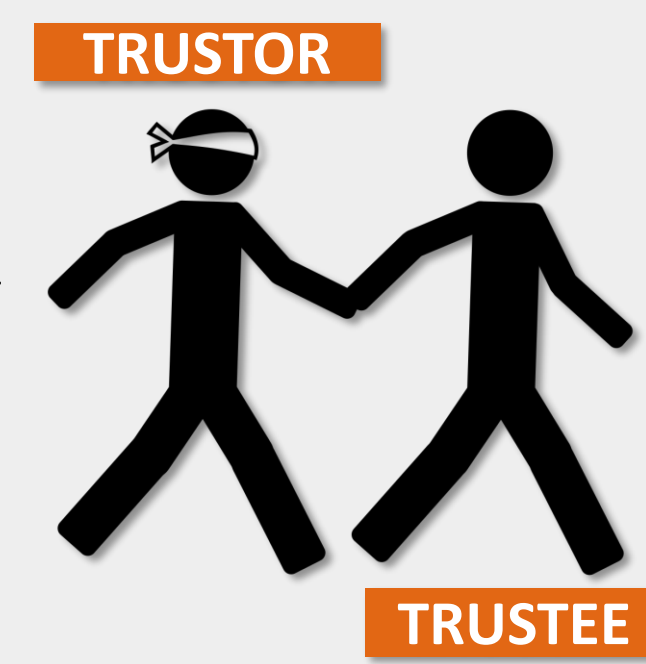


## INTRODUCTION

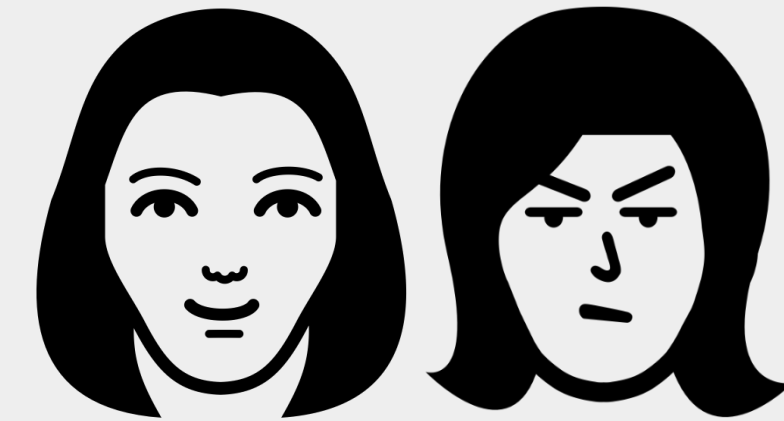
### Traditional Conceptualization of Trust

- ❖ Trust facilitates cooperation, coordination, and is a necessary component in the development and preservation of interpersonal relationships (Blau, 1964; Rempel, Holmes, & Zanna, 1985).
- ❖ Traditionally, trust has been conceptualized as the willingness of an individual to allow themselves to be vulnerable to the actions of another (Mayer et al. 1995).
- ❖ The behavioral manifestation of trust is a decision made by the trustee to take risk in an interpersonal relationship (Mayer et al. 1995).
- ❖ However, this traditional approach to trust fails to specifically address the impact emotion has on decisions to trust.



### The Social Nature of Emotion

- ❖ Emotion serve a social function, such that they help us navigate and coordinate social interactions.
- ❖ Specifically, emotion experienced during social interactions allow us to infer the intentions of others, they impact our behavior, and our own expressed emotion impacts the way other individuals feel (Keltner & Haidt, 1999).
- ❖ Emotional expression, in particular, has been shown to impact the perceptions of cooperativeness (van Dorn et al., 2012) and riskiness (Parkinson et al., 2012), both of which may inform a trustee's decision to trust.



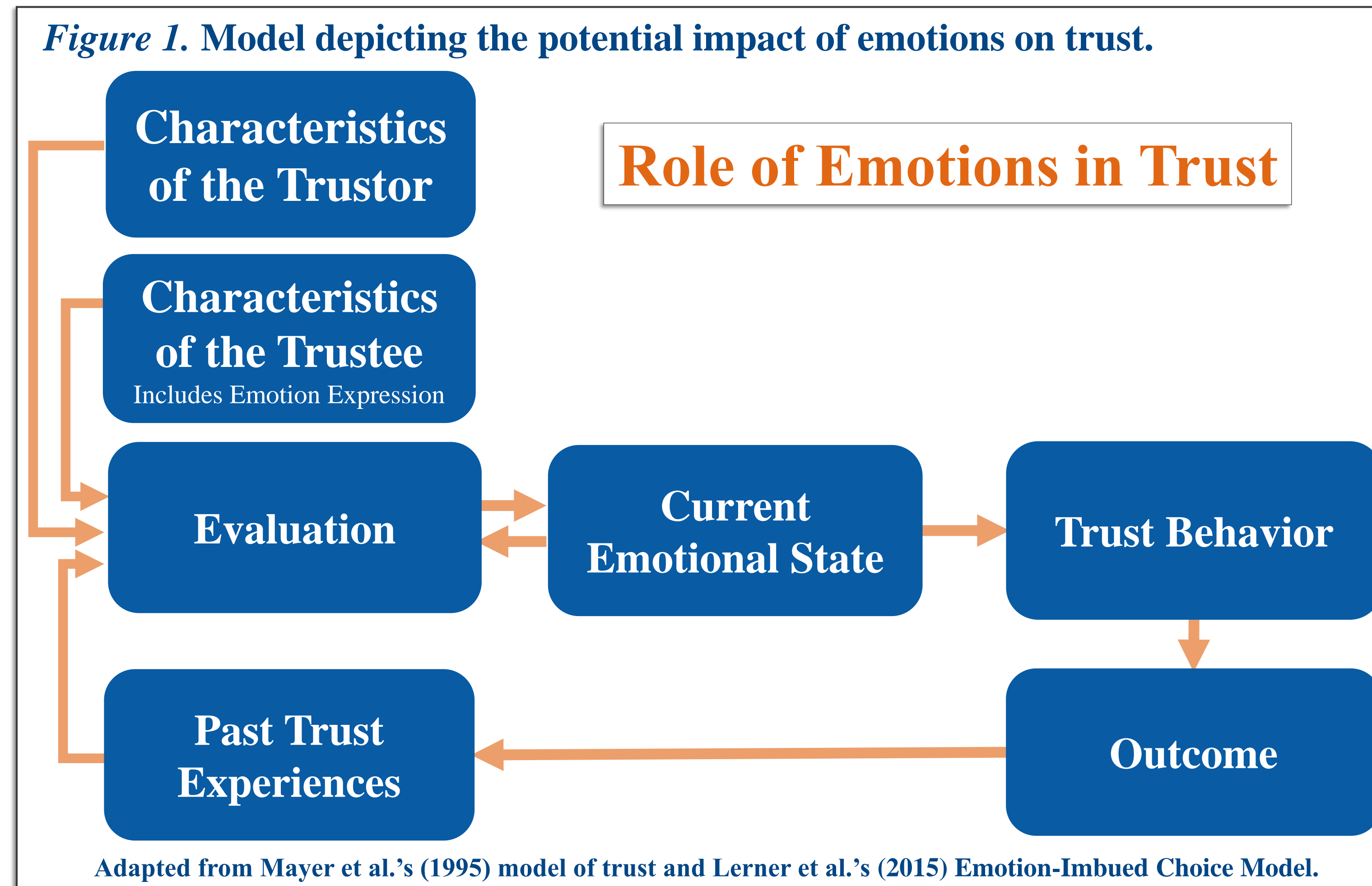
### The Current Study

- ❖ Given that trust behaviors stem from an individual's willingness to be vulnerable, it is of particular interest to examine the impact emotional expressions, particularly those perceived as vulnerable (e.g., crying when sad) have on subsequent trust decisions.
- ❖ This study aims to examine the impact of trustees' perceived vulnerability on trust decisions

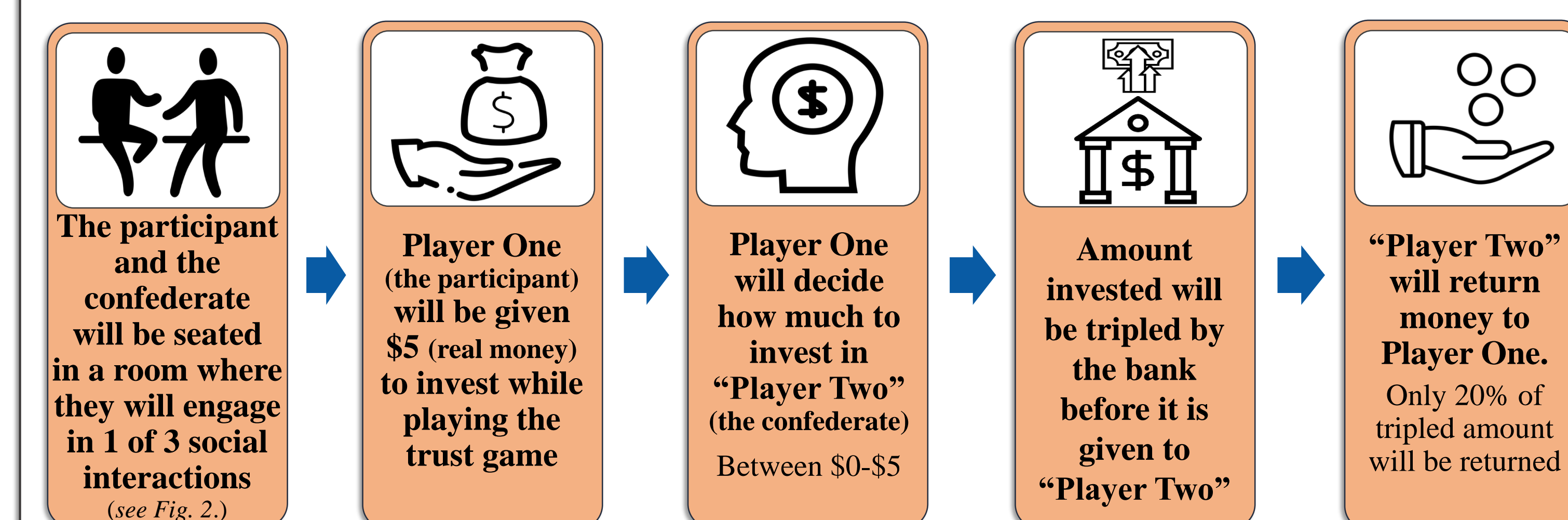
### Hypotheses



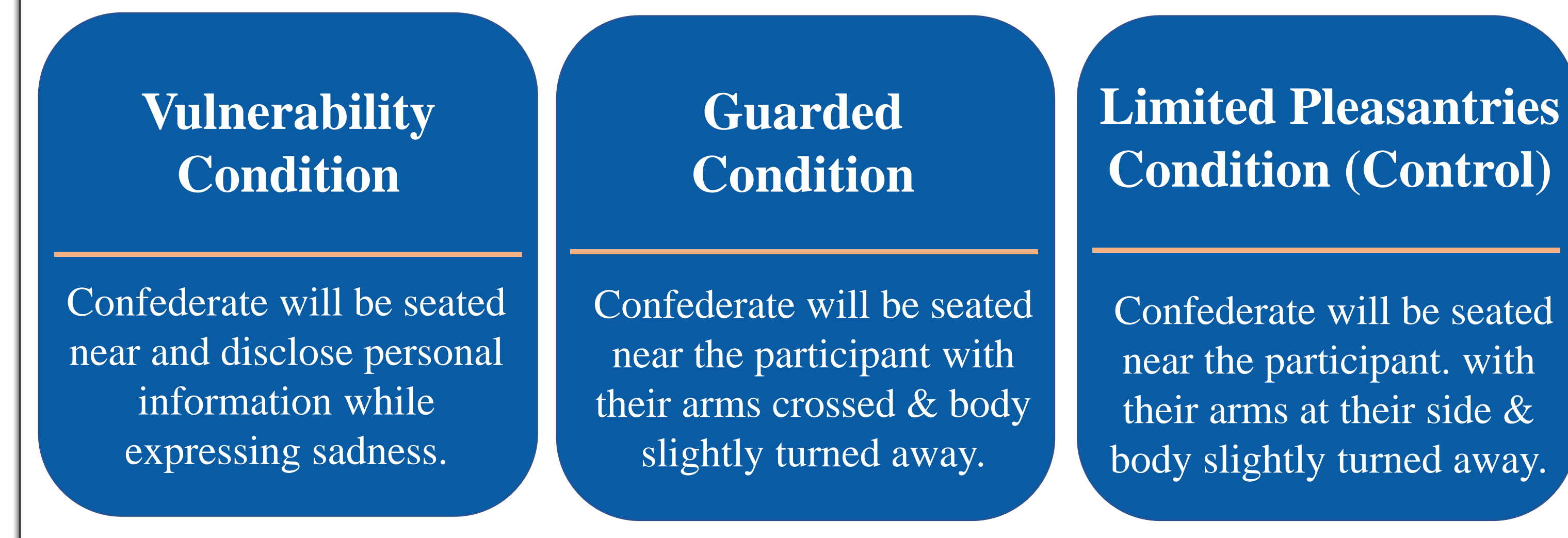
- ❖ It is expected that emotions displayed will impact trust decisions, such that those who express vulnerability will be trusted more than those who show neutral emotion or who are guarded.



**Figure 2. Trust Game Procedures**



**Figure 3. Experimental Conditions**



## METHOD

### Participants

- ❖ 280 individuals will be recruited via Arizona State University's West Campus psychology student participant pool.
- ❖ All participants will be 18 years of age or older.
- ❖ Participants are expected to be predominantly Caucasian and Mexican American.

### Measures



#### General Social Trust Scale

Measures perceptions of general trustworthiness, cooperativeness, and helpfulness of strangers (adapted from Robbins, 2016).

#### Emotion Ratings

Measures subjective feeling prior to the manipulation and when making the trust decision.

#### Investment Amount

The dollar amount invested during the game by the participant, with a range from \$0 to \$5.

#### Trustworthiness scale.

Measures general perceptions of trustworthiness through perceptions of ability, benevolence, and integrity (Mayer, 1995).

#### Leader's Perceived Emotional Sincerity Scale

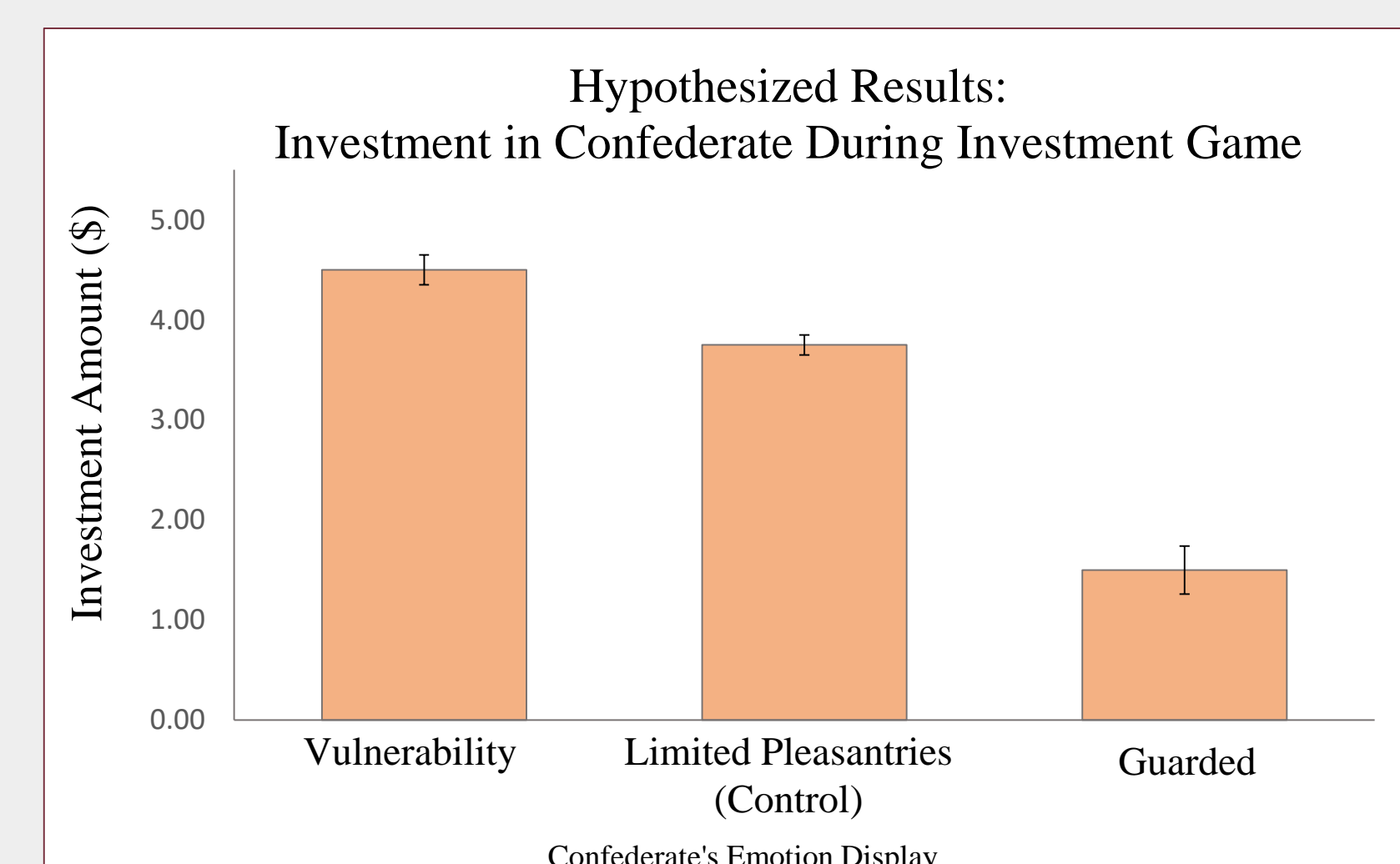
Measures perceptions of overall emotional sincerity (Caza, Zang, Wang, & Bai, 2015).

#### Self-reported Trust

Measures level of trust and perceptions of trustworthiness during the trust task.

## EXPECTED RESULTS

- ❖ Previous research exploring the impact of emotions on social interactions and prosocial behaviors would suggest that those who genuinely express vulnerability will be perceived as being more trustworthy and will be trusted more than those individuals who only exchange pleasantries (i.e., those in the neutral condition), as well as those who act guarded.
- ❖ Perceptions of trustworthiness, as measured through investment amount, reports of trust, and perceptions of ability, benevolence, and integrity, will be greater for those who interact with an individual expressing vulnerability and exchanges of limited pleasantries as compared to the guarded individuals.
- ❖ However, it is expected that expression of vulnerability will have an even greater impact on trustworthiness than exchanged pleasantries.



## DISCUSSION

- ❖ This work has implications for how we make decisions about who to trust and the role that emotional expressions of others plays in those decisions.
- ❖ This study will contribute to the growing literature exploring the impact of emotions on perceptions of trustworthiness and willingness to engage in trust.
- ❖ Specifically, it has implications for furthering our understanding of how trust develops among unacquainted individuals and how perceived emotional expression may impact those decisions.
- ❖ Additionally, it takes an alternative perspective on the role of vulnerability in trust interactions, which has yet to be done.

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