

PUBLICATIONS
PROF. DR. GUIDO MÖLLERING

Books and Edited Volumes

- Sydow, J., Duschek, S., Möllering, G., Rometsch, M. 2003. *Kompetenzentwicklung in Netzwerken: Eine typologische Studie*. Wiesbaden: Westdeutscher Verlag
- Sydow, J., Möllering, G. 2004. *Produktion in Netzwerken: Make, Buy & Cooperate*. Munich: Verlag Vahlen
- Möllering, G. 2006. *Trust: Reason, Routine, Reflexivity*. Oxford: Elsevier
- Sydow, J., Möllering, G. 2009. *Produktion in Netzwerken: Make, Buy & Cooperate*, 2nd Edition. Munich: Verlag Vahlen
- Lyon, F., Möllering, G., Saunders, M.N.K. (Eds.) 2012. *Handbook of Research Methods on Trust*. Cheltenham: Edward Elgar
- Sydow, J., Möllering, G. 2015. *Produktion in Netzwerken: Make, Buy & Cooperate*, 3rd Edition. Munich: Verlag Vahlen
- Lyon, F., Möllering, G., Saunders, M.N.K. (Eds.) 2015. *Handbook of Research Methods on Trust*, 2nd Edition. Cheltenham: Edward Elgar

Special Issues

- Möllering, G., Bachmann, R., Lee, S.H. (Eds.) 2004. Micro-foundations of Trust, *Journal of Managerial Psychology* 19 (6)
- Möllering, G. (Ed.) 2014. Trust, Calculativeness, and Relationships: A Special Issue 20 Years after Williamson's Warning, *Journal of Trust Research* 4 (1)

Articles in Peer-reviewed Journals

- Möllering, G. 2001. The Nature of Trust: From Georg Simmel to a Theory of Expectation, Interpretation and Suspension, *Sociology* 35 (2) 403-420. Reprinted in: Bachmann, R., Zaheer, A. (Eds.) 2008. *Landmark Papers on Trust, Vol. I*. Cheltenham: Elgar, 488-505
- Möllering, G. 2002. Perceived Trustworthiness and Inter-firm Governance: Empirical Evidence from the UK Printing Industry, *Cambridge Journal of Economics* 26 (2) 139-160
- Child, J., Möllering, G. 2003. Contextual Confidence and Active Trust Development in the Chinese Business Environment, *Organization Science* 14 (1) 69-80
- Möllering, G. 2003. A Typology of Supplier Relations: From Determinism to Pluralism in Inter-firm Empirical Research, *Journal of Purchasing and Supply Management* 9 (1) 31-41
- Möllering, G., Bachmann, R., Lee, S.H. 2004. Understanding Organizational Trust: Foundations, Constellations, and Issues of Operationalisation, *Journal of Managerial Psychology* 19 (6) 556-570
- Möllering, G. 2005. The Trust/Control Duality: An Integrative Perspective on Positive Expectations of Others, *International Sociology* 20 (3) 283-305
- Möllering, G., Zerbini, F., Grosso, M. 2009. Mediated Category Management: How Third Parties Enable the Implementation of Buyer-Seller Collaboration, *Finanza Marketing e Produzione* 9 (2) 11-28

- Fink M., Harms R., Möllering G. 2010. Cooperation and Trust in the Context of SMEs – Introduction: A Strategy for Overcoming the Definitional Struggle, *International Journal of Entrepreneurship and Innovation* 11 (2) 101-105
- Möllering, G. 2010. Kartelle, Konsortien, Kooperationen und die Entstehung neuer Märkte, *Zeitschrift für betriebswirtschaftliche Forschung* 62 (7) 770-796
- Tsui-Auch, L.S., Möllering, G. 2010. Wary Managers: Unfavorable Environments, Perceived Vulnerability, and the Development of Trust in Foreign Enterprises in China, *Journal of International Business Studies* 41 (6) 1016-1034
- Möllering, G. 2011. Umweltbeeinflussung durch Events? Institutionalisierungsarbeit und feldkonfigurierende Veranstaltungen in organisationalen Feldern, *Zeitschrift für betriebswirtschaftliche Forschung* 63 (5) 458-484
- Möllering, G. 2012. Trusting in Art: Calling for Empirical Trust Research in Highly Creative Contexts, *Journal of Trust Research* 2 (2) 203-210
- Sydow, J., Windeler, A., Schubert, C., Möllering, G. 2012. Organizing R&D Networks for Path Creation and Extension: The Case of Semiconductor Manufacturing Technologies, *Organization Studies* 33 (7) 907-936
- Möllering, G. 2014. Trust, Calculativeness, and Relationships: A Special Issue 20 Years After Williamson's Warning, *Journal of Trust Research* 4 (1) 1-21
- Nikolova, N., Möllering, G., Reihlen, M. 2015. Trusting as a 'Leap of Faith': Trust-Building Practices in Client-Consultant Relationships, *Scandinavian Journal of Management* 31 (2) 232-245

Articles in Publication Process (excluding Articles in Preparation)

- Gausdal, A.H., Svare, H., Möllering, G. (R&R). Why Don't All High-trust Networks Achieve Strong Network Benefits? A Case-based Exploration of Cooperation in Norwegian SME Networks, *Journal of Trust Research*
- Möllering, G., Müller-Seitz, G. (Resubmission). Direction, Not Destination: Institutional Work Practices in the Face of Uncertainty at a Field-Configuring Event to Drive Field-level Innovation in the Semiconductor Industry, *Industry and Innovation*.
- Zhang, C., Möllering, G. (R&R). Entrepreneurial Team Formation in China: The Role of the Founding Institutional Environment and Active Trust Development, *Management and Organization Review*

Articles in other Journals and Proceedings

- Möllering, G. 2002. Hinein ins Vertrauen!? Eine konstruktive Kritik zum betriebswirtschaftlichen Vertrauensverständnis, *Zeitschrift Führung + Organisation* 71 (2) 81-88
- Möllering, G., Behar, B., Sommer, F. 2005. Strategische Beschaffung in hybriden Organisationsformen: Konzerne und Netzwerke im Vergleich, *WiSt – Wirtschaftswissenschaftliches Studium* 34 (6) 315-320
- Sydow, J., Möllering, G. 2006. Logistik in Netzwerkorganisationen - Dynamik verstehen, Wandel managen, *Logistik Management* 8 (2) 7-14
- Möllering, G. 2007. Meistens gut, manchmal schlecht, immer ambivalent: Vertrauen als Aufheben von Ungewissheit, *Forschung & Lehre* 14 (12) 716-717

Möllering, G. 2009. Konsortien: Eine altbekannte Kooperationsform mit Forschungsbedarf, *WiSt - Wirtschaftswissenschaftliches Studium* 38 (11) 591-593

Möllering, G. 2013. "Vertrauen" ist sowohl Substantiv als auch Verb: Prozesse der Vertrauensarbeit im Management. *Zeitschrift Führung + Organisation* 82 (2) 84-88

Tsankova, E., Aubrey, A.J., Krumhuber, E., Möllering, G., Kappas, A., Marshall, D., Rosin, P.L. 2013. Facial and Vocal Cues in Perceptions of Trustworthiness. In: Park, J.-I., Kim, J. (Eds.): *ACCV 2012 Workshops, Part II, LNCS 7729*. Berlin: Springer, 308-319

Comments, Editorials, Forewords, Interviews

Möllering, G. 2008. Foreword. In: Brownlie, J., Greene, A., Howson, A. (Eds.): *Researching Trust and Health*. Abingdon: Routledge, vii-x

Möllering, G. 2011. Vertrauen als Lösung durch Aufheben (Comment on Strulik same issue), *Erwägen Wissen Ethik* 22 (2) 291-293

Möllering, G. 2013. Trust Without Knowledge? Comment on Hardin, 'Government Without Trust', *Journal of Trust Research* 3 (1) 53-58

Li, P.P., Ferrin, D.L., Möllering, G. (2015). Trust Research Community Misses an Outstanding Colleague and Friend: Graham Dietz (1969-2014), *Journal of Trust Research* 5 (1) 1-2

Möllering, G. (2015). The Practical Wisdom of Trust: An Interview with Bart Nooteboom, *Journal of Trust Research* 5 (2) published online

Möllering, G. (in press). Foreword. In: Shockley, E., Neal, T.M.S., PytlikZillig, L.M., Bornstein, B.H. (Eds.): *Interdisciplinary Perspectives on Trust: Towards Theoretical and Methodological Integration*. New York: Springer

Möllering, G. (in press). Foreword. In: Jagd, S., Fuglsang, L. (Eds.) *Studying Trust as Process Within and Between Organizations*. Cheltenham: Edward Elgar

Chapters in Edited Volumes

Möllering, G., Sydow, J. 2005. Kooperativ, kollektiv, reflexiv: Vertrauen und Glaubwürdigkeit in Unternehmungen und Unternehmungsnetzwerken. In: Dernbach, B., Meyer, M. (Eds.): *Vertrauen und Glaubwürdigkeit: Interdisziplinäre Perspektiven*. Wiesbaden: VS-Verlag, 64-93

Möllering, G. 2005. Rational, Institutional and Active Trust: Just Do It!? In: Bijlsma-Frankema, K., Klein Woolthuis, R. (Eds.): *Trust under Pressure: Empirical Investigations of Trust and Trust Building in Uncertain Circumstances*. Cheltenham: Edward Elgar, 17-36

Möllering, G. 2006. Trust, Institutions, Agency: Towards a Neoinstitutional Theory of Trust. In: Bachmann, R., Zaheer, A. (Eds.): *Handbook of Trust Research*. Cheltenham: Edward Elgar, 355-376

Möllering, G., Sydow, J. 2006. Organisationen vertrauen - Organisationales Vertrauen in Kunden-Lieferanten-Beziehungen. In: Bauer, H.H., Neumann, M.M., Schüle, A. (Eds.): *Konsumentenvertrauen*. Munich: Verlag Vahlen, 63-75

Sydow, J., Möllering, G. 2006. Beurteilungskompetenz in Netzwerken als Quelle von Wettbewerbsvorteilen? In: Initiative für Beschäftigung OWL e.V., Universität Bielefeld, Survey GmbH & Co. KG, Bertelsmann Stiftung (Eds.): *Netzwerkwelt 2006: Forschungsthemen, Schwerpunktbranchen, praktisches Know-how*. Bielefeld: Kleine Verlag, 11-18

- Möllering, G. 2008. Vertrauensaufbau in internationalen Geschäftsbeziehungen: Anregungen für ein akteursorientiertes Forschungsdesign. In: Jammal, E. (Ed.) *Vertrauen im interkulturellen Kontext*. Wiesbaden: VS-Verlag, 95-110
- Möllering, G. 2009. Leaps and Lapses of Faith: Exploring the Relationship Between Trust and Deception. In: Harrington, B. (Ed.): *Deception: From Ancient Empires to Internet Dating*. Stanford: Stanford University Press, 137-153
- Castaldo, S., Möllering, G., Zerbini, F., Grosso, M. 2010. Exploring How Third-party Organizations Facilitate Coopetition Management in Buyer–Seller Relationships. In: Yami, S., Castaldo, S., Dagnino, G.B., LeRoy, F. (Eds.) *Coopetition: Winning Strategies for the 21st Century*. Cheltenham: Edward Elgar, 141-165
- Guenther, T., Möllering, G., 2010. A Framework for Studying the Problem of Trust in Online Settings. In: Latusek, D., Gerbasi, A. (Eds.): *Trust and Technology in a Ubiquitous Modern Environment*. Hershey, PA: IGI Global, 16-34
- Möllering, G., Stache, F. 2010. Trust Development in German–Ukrainian Business Relationships: Dealing with Cultural Differences in an Uncertain Institutional Context. In: Saunders, M.N.K., Skinner, D., Gillespie, N., Dietz, G., Lewicki, R.J. (Eds.): *Organizational Trust: A Cultural Perspective*. Cambridge: Cambridge University Press, 205-226
- Möllering, G. 2011. Conceptual Openness and Actor Focus in Research on International Business Relationships. In: Schmid, S. (Ed.) *Internationale Unternehmungen und das Management ausländischer Tochtergesellschaften*. Wiesbaden: Gabler (mir-Edition), 333-353
- Möllering, G. 2011. Vernebeltes Vertrauen? Cloud Computing aus Sicht der Vertrauensforschung. In: Picot, A., Hertz, U., Götz, T. (Eds.) *Trust in IT: Wann vertrauen Sie Ihr Geschäft der Internet-Cloud an?* Berlin: Springer, 39-47
- Lyon, F., Möllering, G., Saunders, M.N.K. 2012. Introduction: The Variety of Methods for the Multi-faceted Phenomenon of Trust. In: Lyon, F., Möllering, G., Saunders, M.N.K. (Eds.) *Handbook of Research Methods on Trust*. Cheltenham: Edward Elgar, 1-15.
- Möllering, G. 2013. Vertrauen und Ressourcen in interorganisationalen Beziehungen. In: Klinke, S., Rohn, H. (Eds.): *RessourcenKultur: Vertrauenskulturen und Innovationen für Ressourceneffizienz im Spannungsfeld normativer Orientierung und betrieblicher Praxis*. Baden-Baden: Nomos, 63-71
- Möllering, G. 2013. Process Views of Trusting and Crises. In: Bachmann, R., Zaheer, A. (Eds.): *Handbook of Advances in Trust Research*. Cheltenham: Edward Elgar, 285-305
- Saunders, M.N.K., Lyon, F., Möllering, G. 2015. Researching Trust in Tourism: Methodological Issues and Associated Concerns. In: Nunkoo, R., Smith, S.L.J. (Eds.): *Trust, Tourism Development and Planning*. Abingdon: Routledge, 168-179
- Lyon, F., Möllering, G., Saunders, M.N.K. 2015. Introduction. Researching Trust: The Ongoing Challenge of Matching Objectives and Methods. In: Lyon, F., Möllering, G., Saunders, M.N.K. (Eds.) *Handbook of Research Methods on Trust*, 2nd Edition. Cheltenham: Edward Elgar, 1-22

Working Papers

- Möllering, G. 1999. On the Content and Application of Popular Management Concepts: For Example ‘Trust’. *Research Papers in Management Studies* WP23/99, Judge Institute of Management Studies, Cambridge

- Möllering, G. 1999. Inter-firm Relations in the UK Printing Industry: Does Perceived Trustworthiness Correlate with Governance Formality? *Research Papers in Management Studies* WP24/99, Judge Institute of Management Studies, Cambridge
- Child, J., Möllering, G. 2000. The Development of Organizational Trust in the Chinese Business Context. *Research Papers in Management Studies* WP34/2000, Judge Institute of Management Studies, Cambridge
- Sydow, J., Windeler, A., Möllering, G. 2004. Path-Creating Networks in the Field of Next Generation Lithography: Outline of a Research Project. *Technology Studies Working Papers* TUTS-WP-2-2004, Technische Universität Berlin
- Möllering, G. 2005. Understanding Trust from the Perspective of Sociological Neoinstitutionalism. The Interplay of Institutions and Agency. *MPIfG Discussion Paper* 05/13, Cologne
- Möllering, G. 2006. Das Aufheben von Ungewissheit als Kern des Vertrauens: Just do it? *MPIfG Working Paper* 06/5, Cologne
- Möllering, G., Stache, F. 2007. German-Ukrainian Business Relationships: Trust Development in the Face of Institutional Uncertainty and Cultural Differences. *MPIfG Discussion Paper* 07/11, Cologne
- Möllering, G. 2008. Inviting or Avoiding Deception through Trust? Conceptual Exploration of an Ambivalent Relationship. *MPIfG Working Paper* 08/1, Cologne
- Möllering, G. 2009. Market Constitution Analysis: A New Framework Applied to Solar Power Technology Markets, *MPIfG Working Paper* 09/7, Cologne
- Möllering, G. 2010. Collective Market-Making Efforts at an Engineering Conference, *MPIfG Discussion Paper* 10/2, Cologne

Book Reviews

- Möllering, G. 1999. Lars Huemer: Trust in Business Relations: Economic Logic or Social Interaction? *Journal of Management Studies* 36 (5) 716-719
- Möllering, G. 2001. Piotr Sztompka: Trust: A Sociological Theory. *Organization Studies* 22 (2) 370-375
- Möllering, G. 2003. Bart Nooteboom: Trust: Forms, Foundations, Functions, Failures and Figures. *Personnel Review* 32 (5) 665-667
- Möllering, G. 2003. Olaf Geramanis: Vertrauen. Die Entdeckung einer sozialen Ressource. *management revue* 14 (4) 270-273
- Möllering, G. 2006. Diego Gambetta, Heather Hamill: Streetwise: How Taxi Drivers Establish Their Customers' Trustworthiness. *Economic Sociology – The European Electronic Newsletter* 7 (2) 28-30
- Möllering, G. 2014. The Origin of Social Species: Organizational Novelty as a Matter of Autocatalysis and Network Transformations (Book Review: Padgett and Powell, 2012). *Economic Sociology – The European Electronic Newsletter* 15 (2) 59-61

[Updated 13 September 2015]