Disentangling Trust and Perceived Trustworthiness? Towards a new Typology of Trust

Anna Almakaeva

almakaeva@gmail.com

Nicolas Griesshaber

nicolas.griesshaber@hu-berlin.de

Cultural and Economic changes under cross-national perspective

Moscow, 12-17 November

Traditional trust question

Generally speaking, would you say that most people can be trusted or that you need to be very careful in dealing with people?"

Trustworthiness

Trust Radius

Generalized trust measures

Most people can be trusted	→	Trustworthiness
Trust in people meet for the first time	→	Trust

Trust and caution among American and Japanese students

(Source: Miller& Mitamura, 2003)

	Japanese	Americans	A-J
Can you trust strangers	4 ⟶	24	20
Do you feel that you need to be careful with strangers	57 ⟶	69	12

Americans are more trusting

Americans are more cautious

Combinations of trust and trustworthiness

1. Real trust

Most people can be trusted

Trust in strangers

2. Distrust

Careful in dealing with people

Distrust in strangers

3. Narrow radius (Particularized trust)

Most people can be trusted

Distrust in strangers

4. Cautious trust

Careful in dealing with people

Trust in strangers

Types of trust
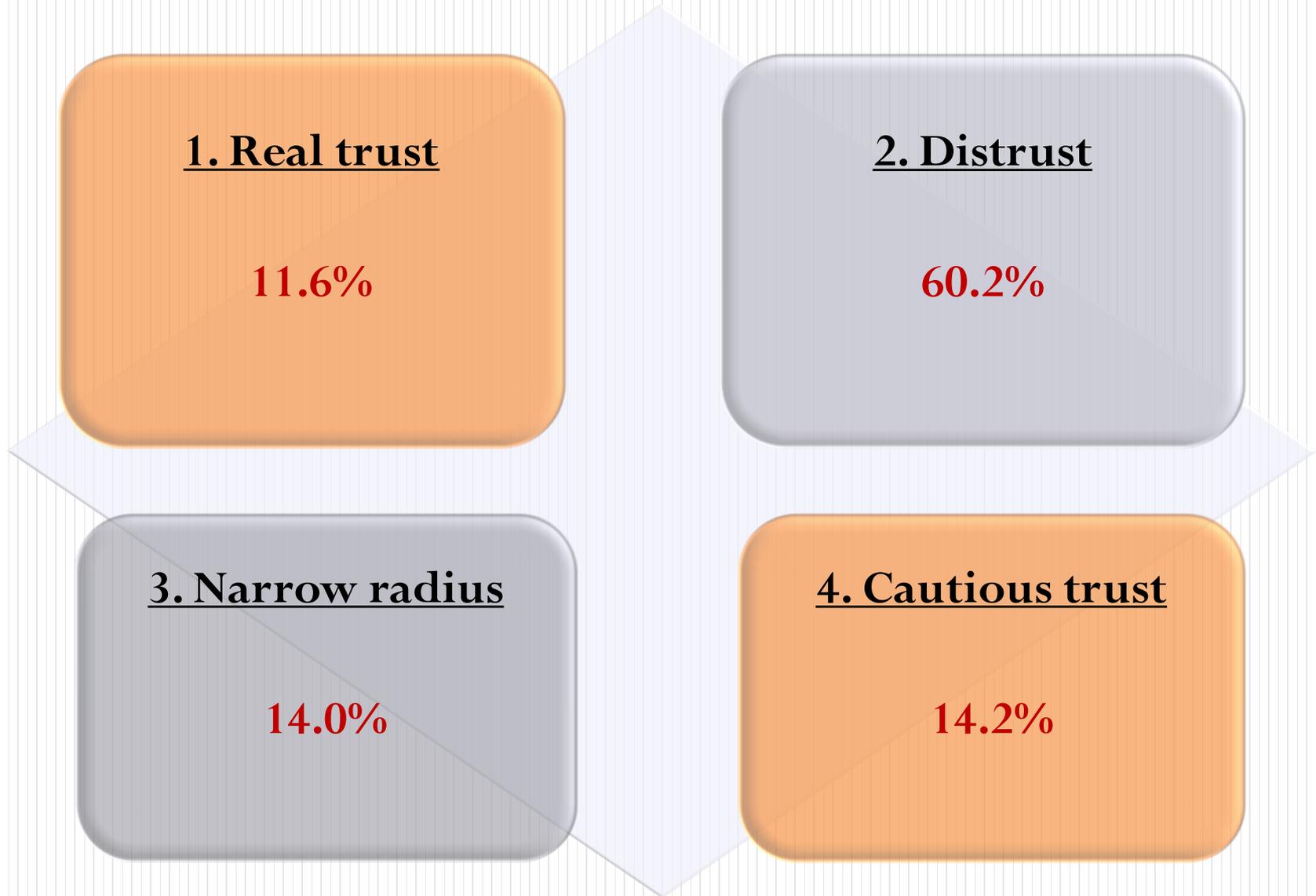## (WVS5, weighted data)

1. Real trust
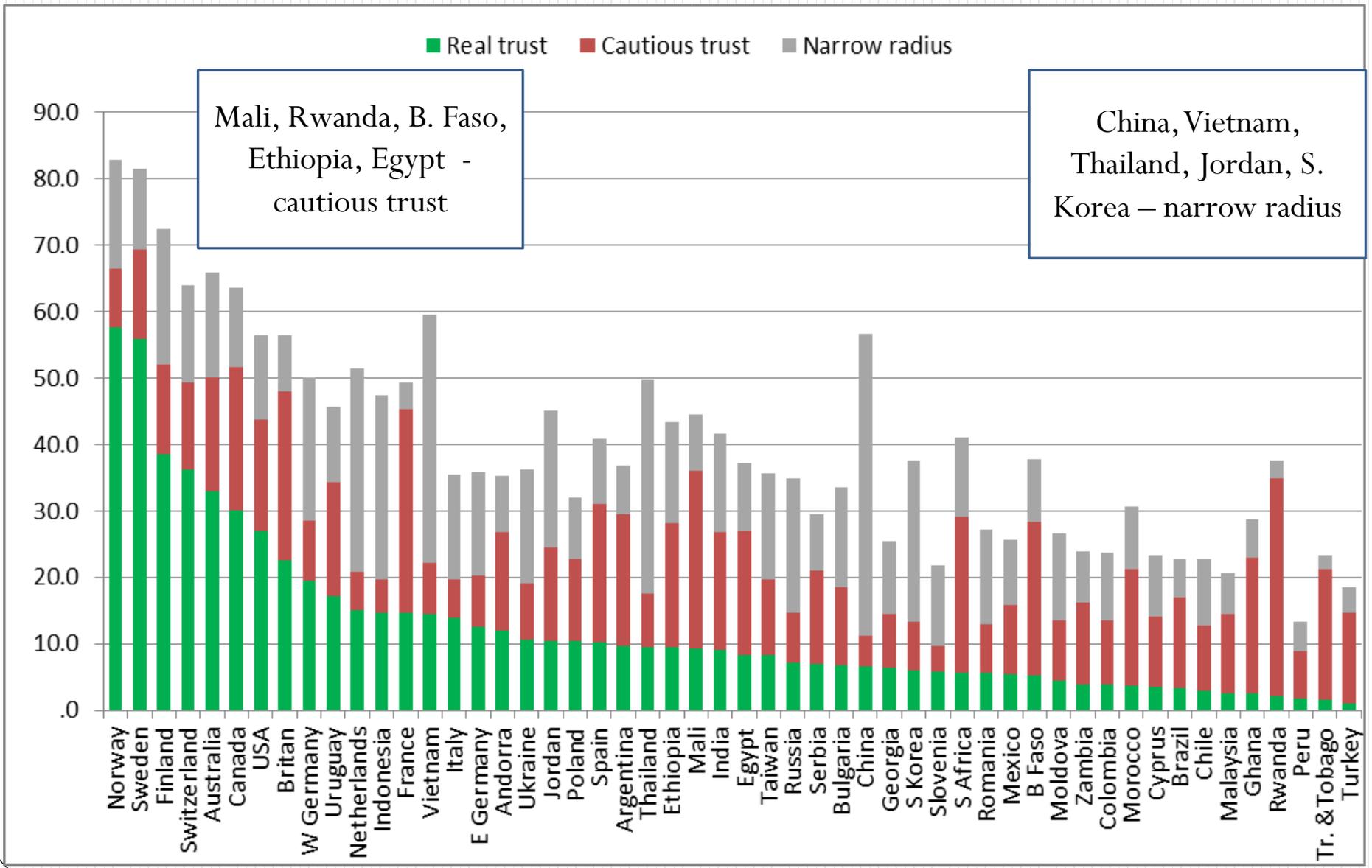
11.6%

2. Distrust

60.2%

3. Narrow radius

14.0%

4. Cautious trust

14.2%

Distribution of «real» and «cautious trusters» (WVS 5, 2005-2008)

Mali, Rwanda, B. Faso, Ethiopia, Egypt - cautious trust

China, Vietnam, Thailand, Jordan, S. Korea – narrow radius

Legend: ■ Real trust ■ Cautious trust ■ Narrow radius

Countries (x-axis): Norway, Sweden, Finland, Switzerland, Australia, Canada, USA, Britan, W Germany, Uruguay, Netherlands, Indonesia, France, Vietnam, Italy, E Germany, Andorra, Ukraine, Jordan, Poland, Spain, Argentina, Thailand, Ethiopia, Mali, India, Egypt, Taiwan, Russia, Serbia, Bulgaria, China, Georgia, S Korea, Slovenia, S Africa, Romania, Mexico, B Faso, Moldova, Zambia, Colombia, Morocco, Cyprus, Brazil, Chile, Malaysia, Ghana, Rwanda, Peru, Tr. &Tobago, Turkey

Trust and trustworthiness questions in WVS5

Trustworthiness

→ 2 point scale → **Most people can be trusted or that you need to be very careful in dealing with people?**

→ 10 point scale → **Do you think most people would try to take advantage of you if they got a chance, or would they try to be fair?**

Trust

→ 4 point scales →
- **Trust in people meet for the first time**
- **Trust in people of another nationality**
- **Trust in people of another religion**
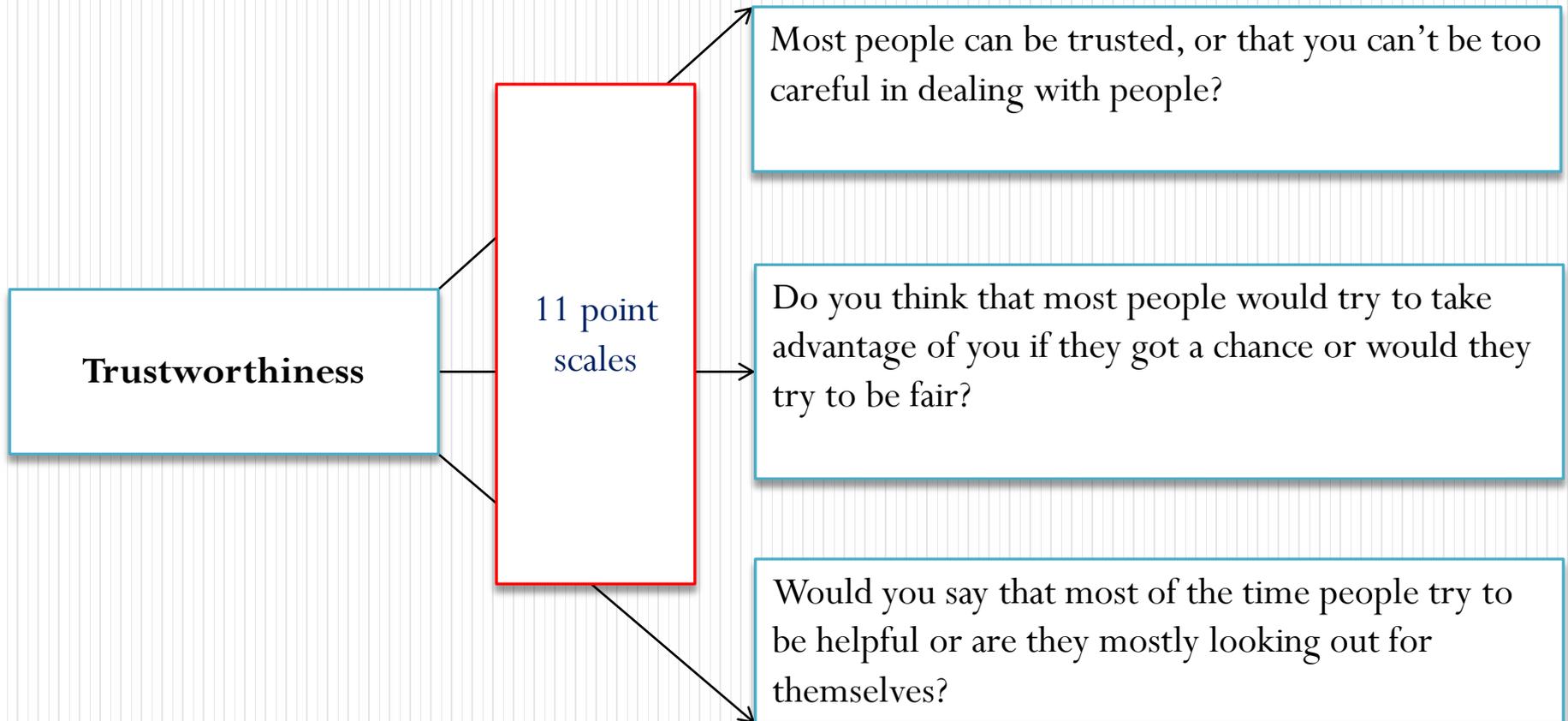
Justification 1

M. Rosenbergs`s "Faith in people scale"

1. Some people say that most people can be trusted. Others say you can't be too careful in your dealings with people. How do you feel about it?

2. Would you say that most people are more inclined to help others, or more inclined to look out for themselves?

3. If you don't watch yourself, people will take advantage of you.

4. No one is going to care much what happens to you, when you get right down to it.

5. Human nature is fundamentally co-operative.

Justification 2

*Full metric invariance of trustworthiness indicators
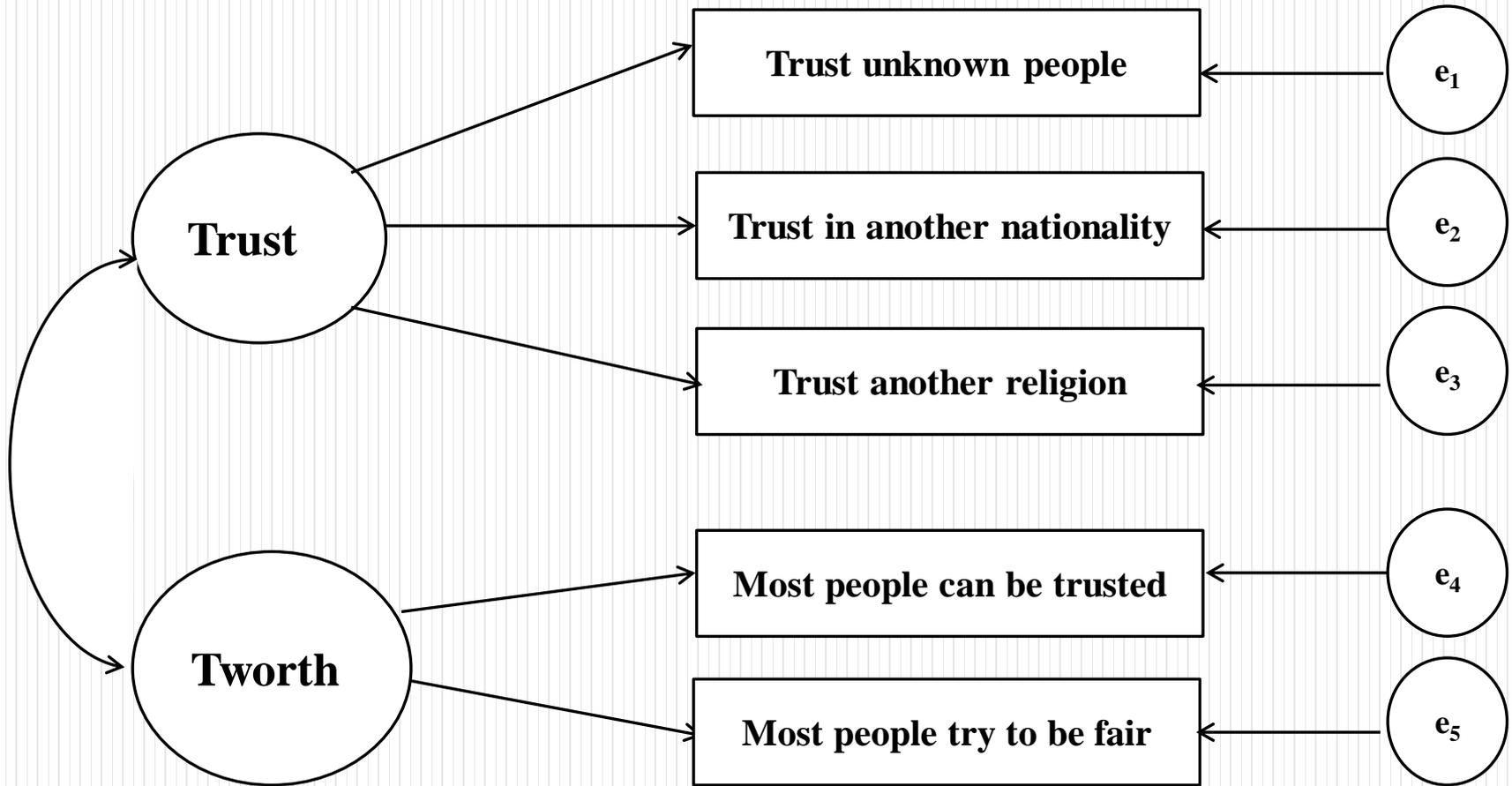in ESS1 and ESS2*

(Reeskens & Hooghe, 2008)

```
                              ┌──────────────────────────────────────┐
                              │ Most people can be trusted, or that   │
                              │ you can't be too careful in dealing   │
                              │ with people?                          │
                              └──────────────────────────────────────┘

┌──────────────────┐   ┌──────────┐   ┌──────────────────────────────────────┐
│                  │   │          │   │ Do you think that most people would   │
│ Trustworthiness  │───│ 11 point │───│ try to take advantage of you if they  │
│                  │   │ scales   │   │ got a chance or would they try to be  │
└──────────────────┘   └──────────┘   │ fair?                                 │
                                       └──────────────────────────────────────┘

                              ┌──────────────────────────────────────┐
                              │ Would you say that most of the time   │
                              │ people try to be helpful or are they  │
                              │ mostly looking out for themselves?    │
                              └──────────────────────────────────────┘
```
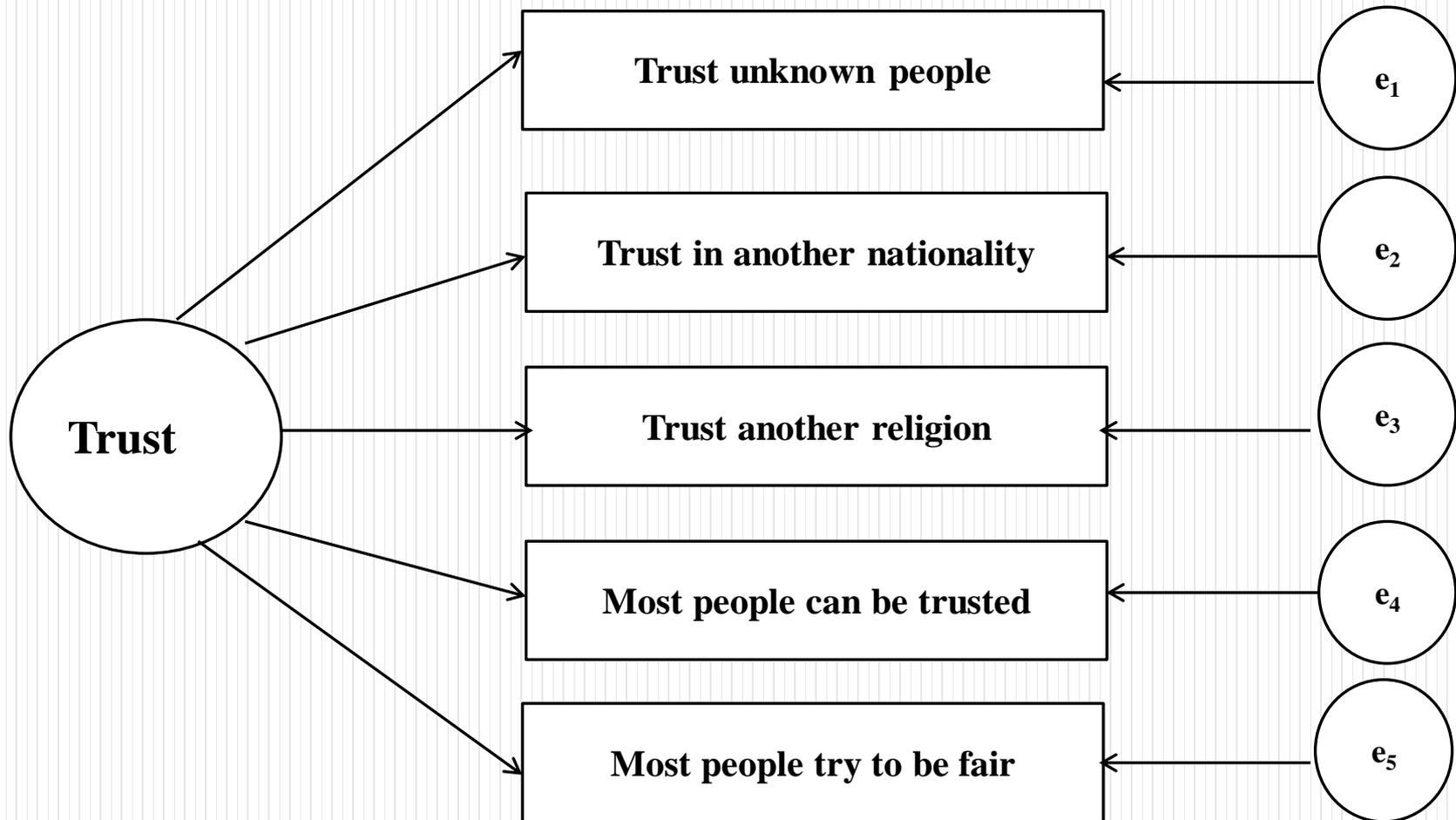
Method and strategy

- Confirmatory factor analyses with WLS estimator and missing data

- Two-step strategy:
  - Test of two-dimensionality of trust and trustworthiness (model 1)
  - Test of one-dimensionality of trust and trustworthiness (model 2)

- Polled and country-specific models

Model 1

Trust
- Trust unknown people ← e_1
- Trust in another nationality ← e_2
- Trust another religion ← e_3

Tworth
- Most people can be trusted ← e_4
- Most people try to be fair ← e_5

Model 2

Results for pooled WVS5 data-set

	Model 1 (two factors)	Model 2 (one factor)
Chi-Square	3606.271	6118.372
Degrees of freedom	4	5
P-value	0.000	0.000
Chi/df	901.567	1223.674
RMSEA	0.111 (108-0.114)	0.129 (0.126-0.132)
CFI	0.989	0.981
TLI	0.973	0.963
WRMR	8.754	12.661

Results for country-specific models

model 1 (two factors)	model 2 (one factor)
Good model fit in 2 countries*	Good model fit in 17 countries
Correlations between latent variables from 0.3 to 0.6 in 21 country	In 2 of 17 countries factor loadings of "most" are insignificant In 9 of 17 countries factor loading of "most" are lower than 0.3 In 6 of 17 countries factor loadings are between 0.3 and 0.4

*China, S Korea

Conclusion

- Trust in strangers and trustworthiness of other people do not belong to the «trust» and "trustworthiness" dimension.

- Trust in strangers and trustworthiness of other people do not belong to the «trust» and "trustworthiness" dimension.

- New trust typology can be further tested for external validity.

Further steps

- Country-level regressions with new types of trust

- Multinominal logistic regressions

Thank you for you attention