

**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
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- 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
- Zolfaghari, B., Möllering, G., Clark, T., Dietz, G. 2016. How Do We Adopt Multiple Cultural Identities? A Multidimensional Operationalization of the Sources of Culture, *European Management Journal* 34 (2) 102-113
- Gausdal, A.H., Svare, H., Möllering, G. 2016. 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* 6 (2) 194-212
- Möllering, G., Müller-Seitz, G. 2018. Direction, Not Destination: Institutional Work Practices in the Face of Field-level Uncertainty, *European Management Journal* 36 (1) 28-37

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- Möllering, G. 2002. Hinein ins Vertrauen!?! Eine konstruktive Kritik zum betriebswirtschaftlichen Vertrauensverständnis, *Zeitschrift Führung + Organisation* 71 (2) 81-88
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- Möllering, G. 2013. "Vertrauen" ist sowohl Substantiv als auch Verb: Prozesse der Vertrauensarbeit im Management. *Zeitschrift Führung + Organisation* 82 (2) 84-88
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## 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
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- Möllering, G. 2017. Cultivating the Field of Trust Research, *Journal of Trust Research* 7 (2) 107-114

## 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
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- 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

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### **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

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### **Book Reviews**

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- Möllering, G. 2001. Piotr Sztompka: Trust: A Sociological Theory. *Organization Studies* 22 (2) 370-375
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- 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

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