

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*. 1st Edition. 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
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- Lyon, F., Möllering, G., Saunders, M.N.K. (Eds.) 2015. *Handbook of Research Methods on Trust*. 2nd Edition. Cheltenham: Edward Elgar

Edited 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)

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- 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: Edward Elgar, 488-505
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- 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
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- 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
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- 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
- Rosca, E., Möllering, G., Rijal, A., & Bendul, J. 2019. Supply chain inclusion in Base of the Pyramid markets: A cluster analysis and implications for global supply chains, *International Journal of Physical Distribution & Logistics Management*, 49 (5), 575-598
- Svare, H., Gausdal, A., & Möllering, G. 2019. Risk and trust in innovation networks, *Industry and Innovation*, Ahead of print (online)

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- Möllering, G. 2016. Foreword. In: Jagd, S., Fuglsang, L. (Eds.) *Studying Trust as Process Within and Between Organizations*. Cheltenham: Edward Elgar
- Möllering, G. 2017. Editorial. Cultivating the field of trust research, *Journal of Trust Research*, 7 (2), 107-114
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- Möllering, G. 2017. How to Analyze Transformative Processes in the Constitution of Markets? The Example of Solar Power Technology in Germany 1990–2007. In: Giacobelli, S. (Ed.): *Die Energiewende aus wirtschaftssoziologischer Sicht*. Wiesbaden: Springer VS, 164-179
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