

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

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Lyon, F., Möllering, G., Saunders, M.N.K. (Eds.) 2012. *Handbook of Research Methods on Trust*. Cheltenham: Edward Elgar

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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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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
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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
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- 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
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Working Papers

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