



Universiteit
Leiden
The Netherlands

On the benefits and boundaries of trust and trustworthiness

Schutter, M.

Citation

Schutter, M. (2024, December 6). *On the benefits and boundaries of trust and trustworthiness*. Kurt Lewin Institute Dissertation Series. Retrieved from <https://hdl.handle.net/1887/4171033>

Version: Publisher's Version

License: [Licence agreement concerning inclusion of doctoral thesis in the Institutional Repository of the University of Leiden](#)

Downloaded from: <https://hdl.handle.net/1887/4171033>

Note: To cite this publication please use the final published version (if applicable).

On the benefits and boundaries of trust and trustworthiness

Manon Schutter

On the benefits and boundaries of trust and trustworthiness

Proefschrift

ter verkrijging van

de graad van doctor aan de Universiteit Leiden,

op gezag van rector magnificus prof.dr.ir. H. Bijl,

volgens besluit van het college voor promoties

te verdedigen op 6 december 2024

klokke 10.00 uur

door

Manon Schutter

geboren te Woerden

in 1990

On the benefits and boundaries of trust and trustworthiness

Copyright 2024, Leiden © Manon Schutter

All rights reserved. No parts of this thesis may be reproduced, stored in a retrieval system or transmitted in any form or by any means without permission of the author.

Printed by Proefschriftspecialist | proefschriftspecialist.nl

Layout and design: Wiebke Keck, persoonlijkproefschrift.nl

Promotores

Prof.dr. E. van Dijk

Prof.dr. W.W. van Dijk

Co-promotor

Dr. E.W. de Kwaadsteniet

Promotiecommissie

Prof.dr. H.E. Hulst (Wetenschappelijk Directeur Instituut Psychologie/voorzitter)

Prof.dr. D.T. Scheepers

Prof.dr. I. van Beest (Universiteit Tilburg)

Prof.dr. L. Krabbendam (Vrije Universiteit Amsterdam)

Prof.dr. P.A.M. van Lange (Vrije Universiteit Amsterdam)

Funding

The research project that resulted in the current dissertation was funded by Stichting

Utopa, Leiden, The Netherlands.

Contents

Chapter 1	Introduction	7
Chapter 2	Active vs. inactive decisions of (no) trust	
Part I	The consequences of active vs. inactive decisions of no trust Experiments 2.1 and 2.2	17
Part II	The willingness to make active vs. inactive decisions to (not) trust Experiment 2.3	49
Chapter 3	Trust and trustworthiness under information asymmetry	
Part I	Uncertain trust revenues and information asymmetry: Effects on trustworthiness Experiments 3.1, 3.2, and 3.3	65
Part II	Uncertain trust revenues and information asymmetry: Third-party evaluations and the willingness to trust Experiments 3.4 and 3.5	101
Chapter 4	Time decoupling of trust and trustworthiness	137
	Experiment 4.1	
Chapter 5	Final thoughts and future avenues	157
	References	166
	Dutch summary (<i>samenvatting</i>)	176
	Acknowledgements	184
	Curriculum vitae	186
	Kurt Lewin Institute Dissertation Series	188
