



Australian
National
University

FH GRUEN PUBLIC LECTURE

Shopping for Trust

Tuesday 19th July 2016 5.30pm–7.00pm

Speaker

Professor Catherine Eckel
Texas A&M University

Location

[Innovations Theatre](#)

RSVP

Please register at Eventbrite:
Click [here](#). (Or go to
<https://www.eventbrite.com.au/> and
search for “Gruen”.)

Enquiries

Professor Martin Richardson
Martin.Richardson@anu.edu.au
6125 3582

Susanna Pietrzak
Susanna.Pietrzak@anu.edu.au
6125 7342

This lecture is free and open to
the public and will be followed
by a reception.

Presented by
**Research School of
Economics**

**ANU College of
Business and Economics**



Individuals enter trust relationships voluntarily, and in many cases carefully screen their counterparts beforehand. In contrast to most research on trust, in this study, joint with Rick Wilson, we set

up an environment where subjects initially “shop” for a trustworthy partner, selecting a (real) partner from a set of photographs prior to a trusting decision being made. We identify two main factors, one related to the honesty/trustworthiness of the face, and the other related to its likeability, both of which might reasonably play a role in partner choice. In the trust game we show that choosing a partner substantially increases trust and reciprocity, and we see that the first factor of the counterpart is related to the extent of trusting behavior. We also see that reciprocity is strongly predicted by the counterpart’s honesty/ trustworthiness factor, and conclude that when subjects can select their partners, they are able to identify counterparts who will reciprocate their trust.

Catherine Eckel is Sarah and John Lindsey Professor in the Liberal Arts and University Distinguished Professor in the Department of Economics at Texas A&M University, where she directs the Behavioral Economics and Policy Program. She has held faculty positions at the University of British Columbia, Virginia Tech, and the University of Texas at Dallas, where she was founder and director of the Center for Behavioral and Experimental Economic Science. Prof. Eckel is President Elect of the Economic Science Association and past-President of the Southern Economic Association. She served for two years as an NSF program director for the economics program and currently serves on the Advisory Committee of NSF’s Directorate for Social Behavioral and Economic Sciences. She was co-editor of the Journal of Economic Behavior and Organization (2005-2012), and has served as associate editor or on the editorial boards of twelve journals. In January 2013, Prof. Eckel was awarded the prestigious Carolyn Shaw Bell Award, given annually by the American Economic Association Committee on the Status of Women in the Economics Profession, for her work developing and participating in mentoring programs for women assistant professors.