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Mohanbir Sawhney, Northwestern University, US and
Gianmario Verona, Bocconi University, Italy
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Aug 2008 c 192 pp Hardback 978 1 84720 373 1 c £45.00

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Organisation and Growth of Firms, Sectors and Countries
Elias Sanidas
2005 352 pp Hardback 978 1 84376 721 3 £80.00
☎ 1 84542 368 5

The Digital Business Ecosystem
Edited by Angelo Corallo, Giuseppina Passiante, University of Lecce and
Andrea Prencipe, University G. d’Annunzio – Pescara, Italy
By bringing together elements of a radical new approach to the firm based on a biological metaphor of the ecosystem, this unique book extends the limits of existing theories traditionally used to investigate business networks.
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Mario I. Kafouros, University of Leeds, UK
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“This is a timely and important contribution on innovation processes within the public sector. Departing from the myth of ‘private equal to entrepreneurial, public equal to bureaucratic paralysis’, it offers precious insights into public sector learning, entrepreneurship, of course inertias, and also the trade-offs involved in different management philosophies and performance evaluation methods. It is a rare example of ‘political economy done right’.”

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Edited by Marcela Miozzo and Damian Grimshaw, University of Manchester, UK

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Handbook of Trust Research
Edited by Reinhard Bachmann, Birkbeck College, University of London, UK and Akbar Zaheer, University of Minnesota, US

The Handbook of Trust Research presents a timely and comprehensive account of the most important work undertaken in this lively and emerging field over the past ten to fifteen years. Presenting a broad range of approaches to issues on trust, the Handbook features 22 articles from a variety of disciplines on the study of trust in both organizational and societal contexts. With contributions from some of the most eminent names in the field of trust research, this international collaboration is an imaginative and informative reference tool to aid research in this engaging area for years to come.


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The Trouble with Trust
The Dynamics of Interpersonal Trust Building
Frédérique Six, Vrije Universiteit Amsterdam, The Netherlands

The Trouble with Trust poses the question: if trust is considered to be important for successful cooperation, why don’t high-trust work relationships predominate? Part of the explanation, the author argues, is that it is particularly difficult to build and maintain trust in work relations. This book addresses this problem by providing an in-depth, multi-level empirical analysis of the process by which trust builds up and breaks down in the interaction between people in organizations.

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978 1 84542 687 3

Contracts and Trust in Alliances
Discovering, Creating and Appropriating Value
Paul W.L. Vlaar, Vrije Universiteit Amsterdam, The Netherlands

Paul Vlaar contends that strategic alliances and other forms of cooperation, such as buyer-supplier relationships, joint ventures and offshoring initiatives, increasingly stand at the basis of competitive advantage. Although contracts and trust play a crucial role in such relationships, prior studies on both governance solutions are generally confined to single theories, paradigms and viewpoints. Drawing on an in-depth case study, survey data and conceptual developments, Vlaar advances a more integrative framework.

Aug 2008 c 170 pp Hardback 978 1 84720 517 9 c £49.95

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Trust and Crime in Information Societies

Edited by Robin Mansell, London School of Economics and Political Science and Brian S. Collins, Cranfield University, Swindon, UK and Department for Transport

This fascinating book gathers together an enviable range of experts from a variety of disciplines to study how trust and crime interact with new digital technologies. It provides a critical discussion on the prospects of the Internet and on the future of crime and crime prevention. It also presents a realistic vision of the implications and uncertainties of future developments in cyberspace, and identifies the key issues affecting the way in which today’s complex information societies are evolving.

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