

TRUST

Not in Textbook

Before you should disclose you should trust the other person.

Trust

- Firm reliance on the integrity, ability, or character of a person or thing (dictionary.com)
- Trust is a gamble
- Trust = interpersonal glue

4 bases of trust

- integrity
- motives
- consistency of his/her behavior
- ability to be discreet

Gamble & Gamble

Relationships & Trust & Deception

- We are lying whenever we
 - “we hope to convey a false impression or convince another individual to believe something about us, someone else, or something else that we ourselves do not believe”

Will look at in more detail in Relational Transgressions Reading

White Lies

- “is a minor falsehood that is not mean to harm or injure anyone.”
 - used to
 - provide moral support or cheer
 - maintain “humanness” of relationship

Gamble and Gamble, pg 276

- Textbook refers to them as Benevolent Lies (pg 317)

Where do you fit in?

- 100% of dating couples surveyed reported lying to each other in about 1/3 of their conversations.
- The average is 7 times per hour if you count all the times people lie to themselves
- We lie in 30% to 38% of all our interactions

Statistics con't

College students lie in 50% of conversations with their mothers.

- 95% of participating college students surveyed were willing to tell at least one lie to a potential employer to win a job, and 41% had already done so.

The effect of lying

- may destroy trust
 - interpersonal glue weakened
- will doubt yourself for believing the lie
- will evaluate past, present and future behaviors in light of the lies
- may damage ability to forgive

Gender Influences on Lying & Trust

- | | |
|---------------------------------|-------------------------|
| • Women | • Men |
| – focused on feelings of others | – self-centered |
| – more self-deceptive | – more confrontational |
| – talk about trust | – assume trust is there |

Technology and Trust

- On-line dating
- Facebook or MySpace or Personal Websites
- Email
