

INSTITUT FÜR HÖHERE STUDIEN – ABTEILUNG SOZIOLOGIE
Sociology Research Seminars, in cooperation with ÖGS

Reinhard Bachmann (University of London, Birbeck College)

Trust, Risk and Power: the Institutional Shaping of Organizational Relationships

15. Mai 2006, 17.00–19.00 Uhr, Seminarraum
Soziologie

This lecture analyses trust and power as means of co-ordinating trans-organizational relationships. It is argued that, depending on the institutional environment, there are two distinct patterns of controlling relationships, where trust and power are interrelated in quite different ways. First, both mechanisms are generated at the inter-personal level and either trust or power dominates the relationship. Second, power occurs at the level of the structural framework of relationships and is highly conducive to developing trust between individual organizations. Thus, specific forms of trust and power are identified and the institutional environment is viewed as playing a crucial role in shaping the quality of trans-organizational relations. The theoretical background of the lecture mainly draws on conceptual ideas of Systems Theory, Structuration Theory and New Institutionalism.

Reinhard Bachmann is Reader (Professor) at Birbeck College, University of London, Department of Management. His research focuses on issues of Organizational Analysis, International Business and Comparative Management. Specifically, the role of social mechanisms (trust, power etc.) and societal influences (institutional arrangements, cultural traditions) on the structure and quality of business relationships are emphasised in his work.