Contents

	t of figures	vii viii	
	List of tables		
	t of contributors	ix	
Aci	knowledgements	XV	
	Introduction: the yet undiscovered value of social capital Viva Ona Bartkus and James H. Davis		
PA	RT I OVERVIEW		
1	What is social capital?	17	
	Elinor Ostrom		
2	Network duality of social capital	39	
	Ronald S. Burt		
3	On the costs of conceptualizing social ties as social capital <i>Robert M. Fishman</i>	66	
PA	RT II SOCIAL CAPITAL: REACHING OUT		
4	How's the job? Are trust and social capital neglected		
,	workplace investments?	87	
	John F. Helliwell, Haifang Huang and Robert D. Putnam		
5	Social capital effects on student outcomes	145	
	Maureen T. Hallinan		
6	Communities, schools and voter turnout: a case study in social		
	norms	160	
	David E. Campbell		
7	Experimental approaches to the diffusion of norms	186	
	David W. Nickerson		
8	Capitalizing on connections: social capital and strategic		
	management	205	
	Janine Nahapiet		

vi Contents

PART III SOCIAL CAPITAL: REACHING IN

9	Social capital creation: collective identities and collective	
	action	239
	Roderick M. Kramer	
10	Connecting to brokers: strategies for acquiring social capital	260
	Daniel J. Brass	
11	Trust, distrust and building social capital	275
	Roy J. Lewicki and Chad T. Brinsfield	
12	Understanding social capital: in whom do we trust?	304
	Darryl Stickel, Roger C. Mayer and Sim B. Sitkin	
13	Organizational trust and social capital	319
	James H. Davis and Viva Ona Bartkus	
Coı	nclusion: frontiers of social capital research	339
Viv	a Ona Bartkus and James H. Davis	
Ind	ex	357

Figures

2.1	Manager network illustrating opportunities for brokerage and	
	closure	41
2.2	Performance and brokerage	44
2.3	Closure and banker reputation stability	48
2.4	Closure slows network decay, especially in new relationships	51
2.5	Discussion network in a virtual organization	54
2.6	Network duality failure modes	61
4.1	Life satisfaction at different levels of trust in management,	
	from 2003 Canadian ESC	91
6.1	Political competition and voter turnout in the 2004	
	presidential election	168
6.2	Political competition and motivations for voting	171
6.3	Impacts on the probability of voting in 1980	179
10.1	Brokerage requires connecting to brokers	266
11.1	Integrating trust and distrust: alternative social realities	281
12.1	Stickel matrix of forms of social control	313
13.1	Model of organizational trust and social capital	323

Tables

		_
I.1	Definitions of social capital	3
1.1	Relationships between governance structure and physical	
	condition of irrigation systems	29
1.2	Relationships between governance structure and cropping	
	intensity of irrigation systems	29
4.1	Comparing well-being effects of income and workplace	
	trust	94
4.2	Expanded models on the well-being effects of income and	
	workplace trust	96
4.3	Formation of workplace trust	116
4.4	Compensating differentials	131
4A.1	Descriptive statistics	136
5.1	Descriptive statistics for social network variables	152
5.2	Descriptive statistics for variables in regression analyses	155
5.3	Regression of 2004 reading and mathematics	
	achievement on social networks and background factors for	
	Catholic schools in the Chicago School Study	156
5.4	Effect of social network factor in regressions of	
	non-academic outcomes on social networks and	
	background factors for Catholic schools in the Chicago	
	School Study	157
7.1	OLS regression results modeling the peer effects of	
	roommates and suitemates	192
7.2	Effect of peer-to-peer mobilization	196
7.3	Contagion effect of voting within the household	199
11.1	Integrating trust and distrust: alternative social realities	283
11.2	Contributors to enhanced or reduced social capital	288
13.1	Chronbach alphas and correlations	329
13.2	Regression – dependent variable: organizational trust in team	332
13.3	Regression – dependent variable: organizational trust in	332
	program	333
C.1	Benefits (costs) of social capital	340
C.2	Benefits (costs) of social capital within management	210
	arena	341