

Abstract

Trust forms a considerable basis of society. Most people agree about the beneficence by trust such as social capital, health, and economic growth. However, the definition of trust is not necessarily the same across a myriad of studies showing its beneficence. One reason for this discrepancy is that nature of trust which includes various components. Typically, trust is always accompanied by risk, but is not risk-taking per se. In this paper, we developed the novel Simultaneous Trust Game (SimTG) which was then compared to the standard trust game (the Sequential Trust Game, SeqTG). The Sim TG had the same payoff matrix but the order of the decision making was removed. Instead, in the SimTG, both players made their decision at the same time. This meant that the Truster did not have a chance to show their trusting intention to the Trustee if they decided to trust. We show that this “show of one’s will” is an instrumental component of trust by a behavioral experiment (Experiment 1) and a cognitive experiment with eye-tracking machine (Experiment 2).