
Trust Building and Boundary Spanning in Cross-border Management

Editor: Michael Zhang, Nottingham Trent University

Trust Building and Boundary Spanning in Cross-border Management will be a thematic, edited collection of research papers which addresses two critical issues in international management, namely building trust and managing boundary spanning activities between international business partners. The dual-process of internationalization of multinational corporations (MNCs), through globalization and regionalization, has helped MNCs to increase their market expansion and improve the capabilities of innovation and learning.

By creating cross-border strategic alliances MNCs have become structurally more complex and geographically more dispersed. As a result, MNCs in general and international strategic alliances (ISAs) in particular face the challenges of discerning blurred organizational boundaries, reconfiguring the control mechanisms, integrating diversified resources, and coordinating distributed activities in time and space.

Prior research shows that to align the partners' goals and achieve performance targets it is important to build trust relationships between the partners. At the interpersonal level, the task of building trust relationships between the partners is being implemented by a group of managers called boundary spanners. Research in organization behaviour indicates that boundary spanners play a critical yet unspecified role in managing boundary relationships between partners. The ambiguity of the role of boundary spanners impedes building a trust relationship, especially in the context of international business and management.

This edited book is dedicated to addressing those under-researched themes and contributes to the emerging streams of research in micro foundations and role-based organization theory.

We would like to hear from you regarding your recent research ideas on the above-mentioned topics in the form of chapter proposals. The proposal should be in the format of **an extended abstract of 400-500 words**. You also need **to include the names, affiliations, email contacts** for all the authors. Proposals should be sent to the Editor Michael Zhang at tbbs.routledge@gmail.com

The final accepted chapter will be around **6,000-8,000 words** in length. Longer chapters can be considered in special cases. The prospect authors need to contact the Editor for a discussion of their case.

The publication plan is scheduled as follows:

- Deadline for proposals: **31 October 2016**
- Notification of acceptance of the chapter proposal: **30 November 2016**
- Deadline for submission of full chapters: **30 April 2017**
- Feedback of reviewers' comments on chapters: **15 June 2017**
- Deadline of submission of the final chapters: **31 July 2017**
- Scheduled book publication: **Spring 2018**

This edited volume will become the first book in the;

Routledge Studies in Trust Research.

Series Editors: Rosalind Searle, Ann-Marie Nienaber

Over the last twenty years there has been increasing attention on the topic of trust. While trust first became a subject to in-depth research in the 1950s it has continued to grow, first slowly and then more rapidly especially over in the last two decades. It is an area that crosses disciplinary boundaries – from science and biology into social science single and multi-disciplines, including economics, psychology, sociology, and organizational behaviour.

In addition aside from the attention received from academics, it is also a topic that has growing interests from the Public, business and other institutions, including regulators and Governments. *Routledge Studies in Trust Research* seeks to build on and extend the field in a timely manner and will showcase the breadth and scope of the field.

Please click on the following URL link to the ***Routledge Studies in Trust Research*** for further information;

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