



Einladung zum Gastvortrag aus der Vortragsreihe:  
„Arbeits-, Organisations- und Wirtschaftspsychologie“

von

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## **„Compliance behavior: effects of trust and control“**

Based on some recent research papers different aspects of the balance between trust and control in motivating compliance are discussed. In line with the idea that enforcement can kill the intrinsic motivation to comply, there is evidence that too much auditing may backfire. This is not only in line with psychological explanations: theoretical modelling shows that trust can be good even when people are economically motivated but is likely to be exploited when people are short-term oriented. In line with this, evidence from a field experiment shows that a more supportive attitude by the regulator is only reciprocated by long term oriented regulated agents.

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