

Abstract

The aim of this study is to find out whether betrayal behavior in a high trust relationship can enhance trust level and cooperation. On top of this, the study also examines the effect of expectation and attribution on the cooperative relationship between two parties. One hundred and seventy eight undergraduate students (50 men and 128 women) participated in an interactive investment game under a 2 X 2 (control/betrayal vs, high /low trust relationship) experimental design. Results showed that trust was the main factor facilitating cooperation while betrayal in a high trust relationship had negligible impact on if one's partner continued his or her cooperative behavior. Expectation and attribution influenced cooperation indirectly depending on the level of trust and trustworthiness.