Intelligence and Interpersonal trust  
Is it smart to trust others?

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# INTRODUCTION

- **The Trust-Intelligence hypothesis** has achieved some importance since trust represents an alternative solution to the problem of social uncertainty (Yamagishi & Yamagishi, 1994).
- The results of previous studies and the trust and intelligence measures used in them have been disparate (Sturgis et al., 2009; Yamagishi et al., 1999).
- The aim of this study is to test the Trust-Intelligence hypothesis by means of **standard intelligence and trust measures**.

# CONCLUSIONS

- These results do not support the Trust-Intelligence hypothesis. However, the significant relationship between inspection time and intelligence suggest a potential moderator effect of the latter on trust related behaviors.
- More empirical investigation is required that utilizes different conditions of Berg’s Investment Game. Measuring the relationship with intelligence when feedback is given about the receiver’s decision would lead to a more comprehensive understanding of their relationship.

# METHOD

The sample comprised 122 undergraduate psychology students (Mean age = 20.13, SD = 5.54; 84% women).

- **Berg’s Investment Game**
  It is the most common situation used to study trust. There are two players (sender and receiver). At the beginning the sender has 100 tokens and decides the amount of tokens he would like to invest. The receiver is given triple that amount and decides how much to return to the sender. No feedback is given concerning the receiver’s decision.

- **Yamagishi’s General Trust Scale**
  It has five items with a five-point Likert scale, being 1 completely disagree and 5 completely agree. The scale contains items such as “Most people are basically honest”.

- **Raven’s APM**
  It is a standard test of general cognitive ability and complex reasoning.

# RESULTS

![Berg’s IG](image1.png)

![Yamagishi’s GTS](image2.png)

![Raven’s APM](image3.png)

<table>
<thead>
<tr>
<th></th>
<th>Mean</th>
<th>SD</th>
<th>Max</th>
<th>Min</th>
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# REFERENCES

