

>> Dear Anne,

>> Thank you for submitting your proposal: "Trust and Control: An
>> examination of the role of emotion." The studies you are proposing
>> to undertake look quite intriguing and we are very pleased to know of
>> your interest in using the Shapiro Control Inventory as a part of
>> this work. However, before we proceed further with our funding
>> decisions for this cycle, there were several things in the proposal
>> which we would like to have clarified if possible. These are
>> summarized below.

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>> 1. In several places you use different phrases to describe the
>> study's focus and intent - As a result, we were not entirely clear on
>> the exact focus of the study. For example, the title, "Trust and
>> Control: An examination of the role of emotion," suggests one thing
>> while the last sentence in paragraph one, "examine the impact of
>> control on the link between subjective appraisal of trust and the
>> manifest behavioral action," suggest two different (albeit possibly
>> related) research questions. Please clarify.

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>> 2. Second paragraph: You state that "there is a need for controls to
>> be in place to stimulate sufficient willingness to trust another in
>> the initial stages of the relationship..." This may be the case, but
>> it also strikes me as an untested assumption - i.e., might there be
>> certain individuals who simply trust without needing to have any such
>> "controls" in place?