2. Method & Findings

**Literature gap:** Extant research has extensively reported the importance of trust for organisations’ sustainability and performance (Gulati, 1995; Searle, et al., 2011); although we still have little understanding on how inter-organisational trust develops (or contracts) over time. Thus, this research aims to address this gap in the literature.

**Method:** Longitudinal inductive case study. I develop a novel approach to gather data on IO-N from meeting minutes and reports for 163 UK-based organisations collaborating in a building project over a 3-year period. I use social network analysis techniques (Wasserman & Faust, 1994) to unveil both the form and dynamics of the ‘muddle of relationships’ among organisations (see Latham’s Report, 1994).

---

**3. Discussion & Practical Implications**

+ Organisation-level elements are pivotal to foster trust, as network evolution is substantially shaped by firm’s strategy and variables of the production process as opposed to individual predispositions exclusively.
+ Trust among central organisations experiences great change throughout the IO-N evolution mainly during swifts between production phases.
+ As for managerial and policy implications, individual behavioural change can foster trust in the short-term; although a long-term approach to trust has to focus on firms’ contracting strategies among organisations. I think, this research is relevant to the debate that is going on to improve performance in the UK’s building industry; for example, to meet environmental sustainability targets.