

# SARNET Alliance

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**TNO**



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“Trust (Vertrauen), in broadest sense of confidence in ones expectations, is a basic fact of social life. In many situations, of course, man can choose in certain respects whether or not to bestow trust. But a complete absence of trust would prevent him even from getting up in the morning. (Luhmann[4] : p4)”

# Research Question

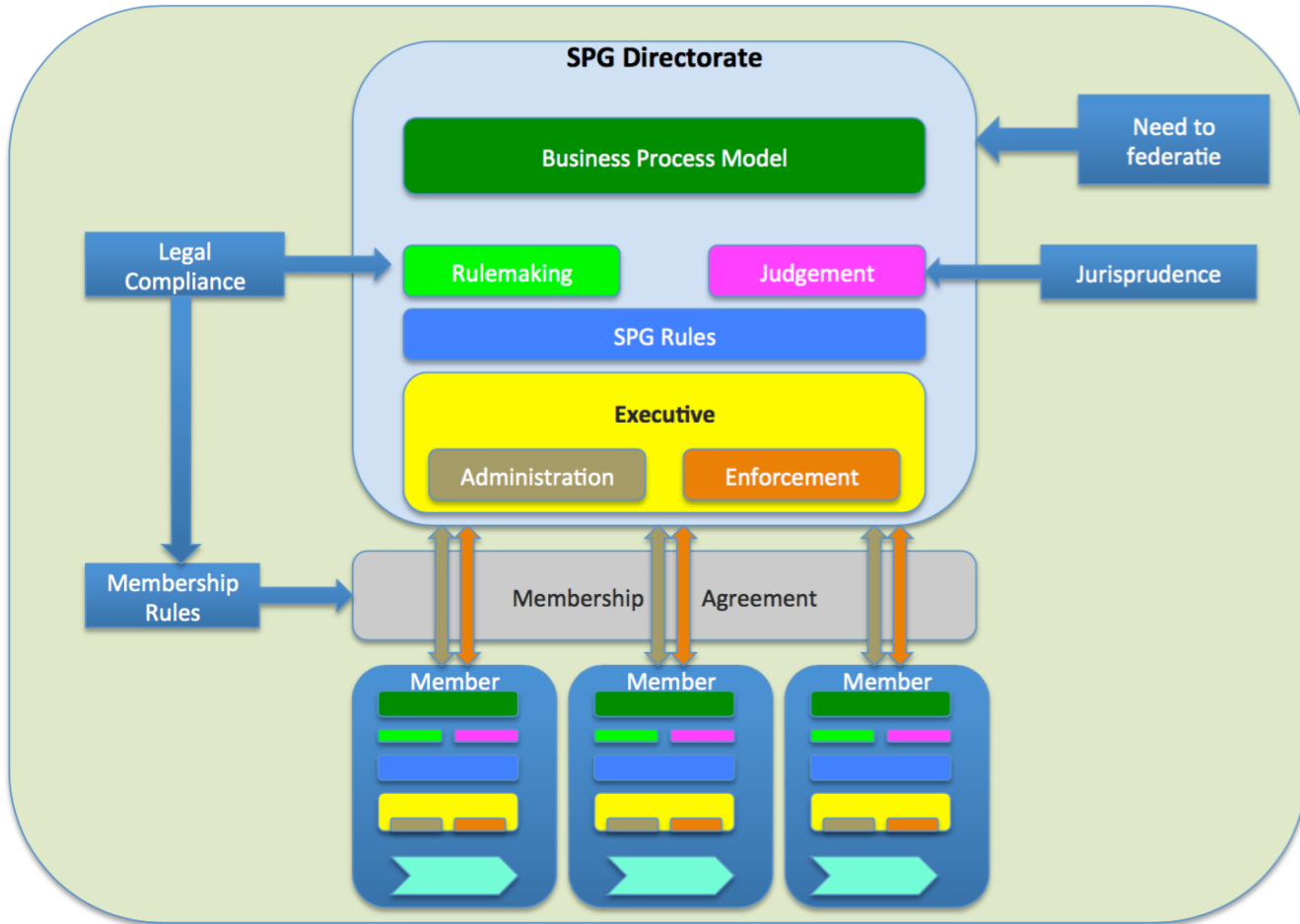
What is needed to create a SARNET alliance?

We need to organize a Trust...

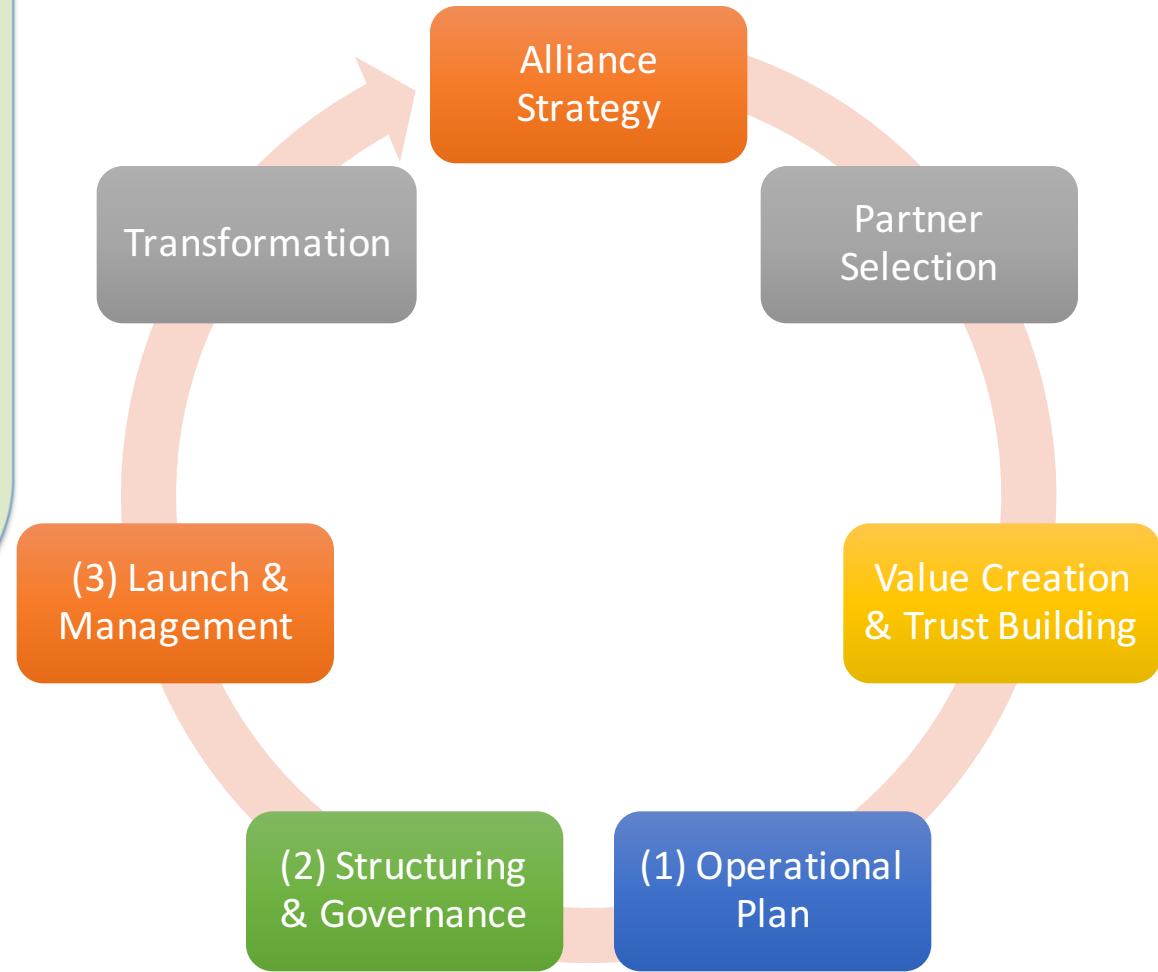
Why?

How?

What is needed to organize a trust?



1,2,3 by SPG

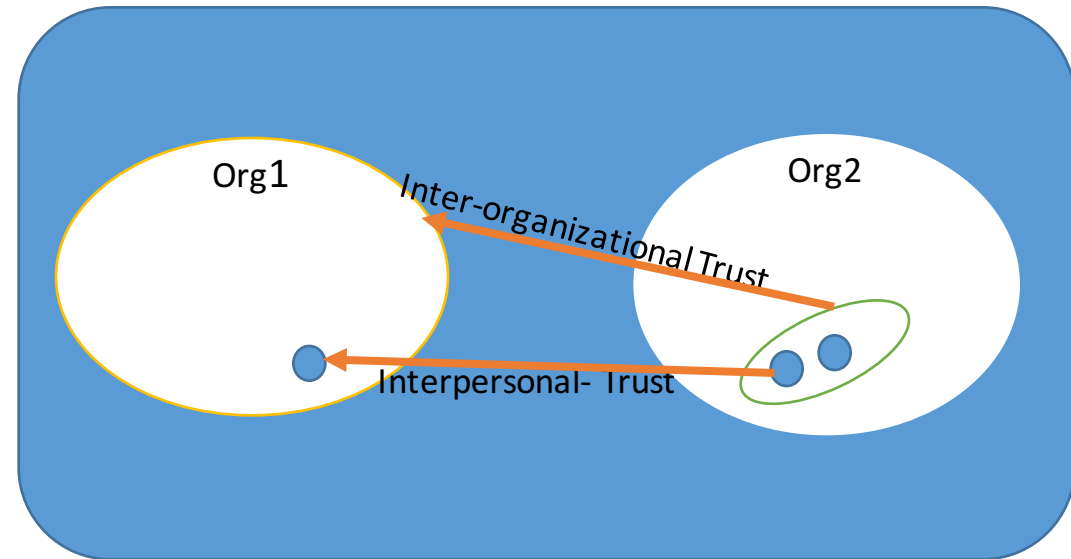


# The Importance of Trust

- Productive relationships are based on trust – often **unrecognized** and taken for granted
- It's a resource that **increases** with use
- Enables **coordination** without coercion
- Enables **commitments** to be undertaken in situations of **high risk**

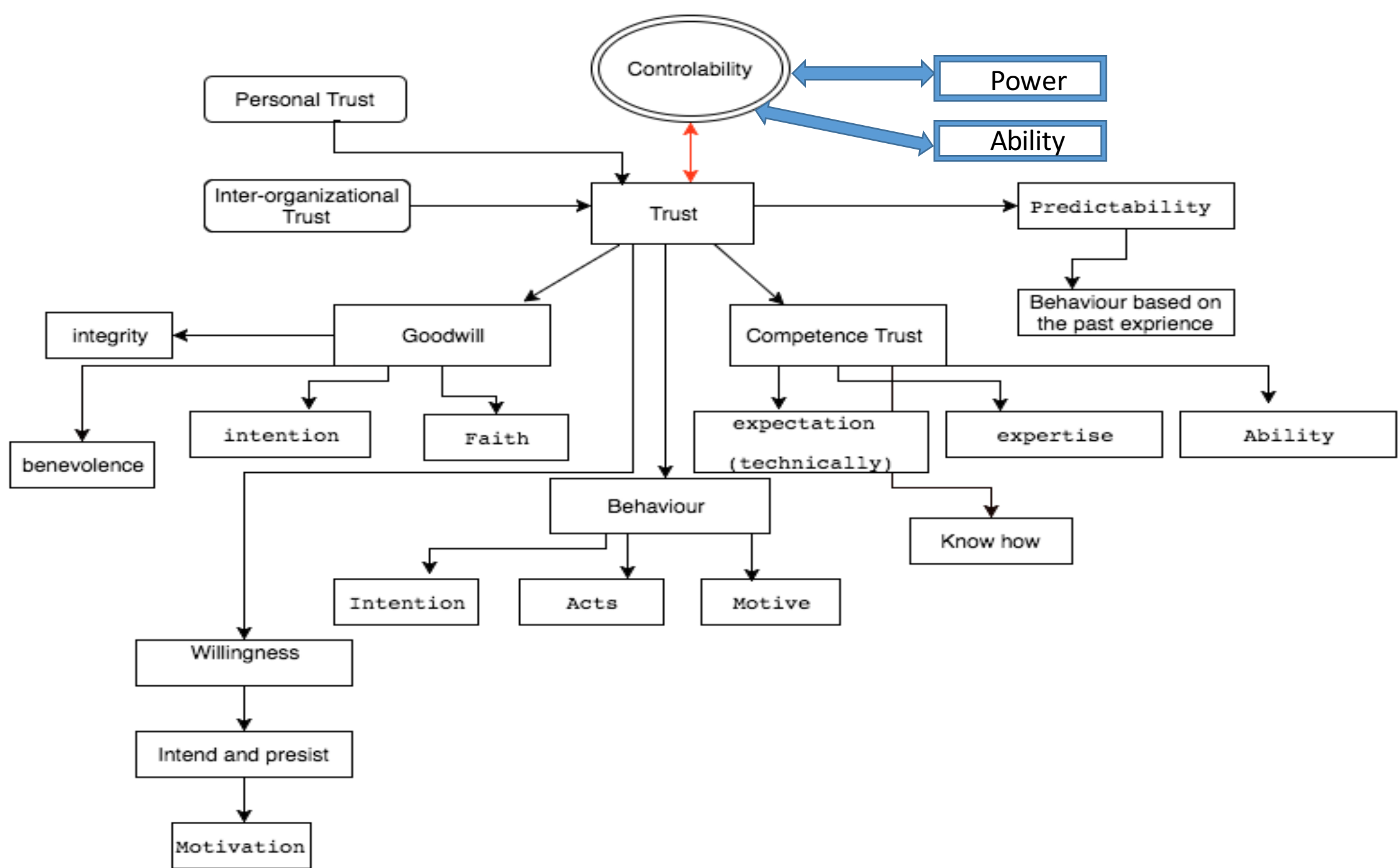
# Inter-organizational and Interpersonal Trust

- Impact of trust at different levels on collaborative micro to macro level (entity/co-entity).
- (Positive) Relationship between the extent of interpersonal trust and inter-organizational trust.
- Top-down approach and bottom-up approach and their impact on trust.



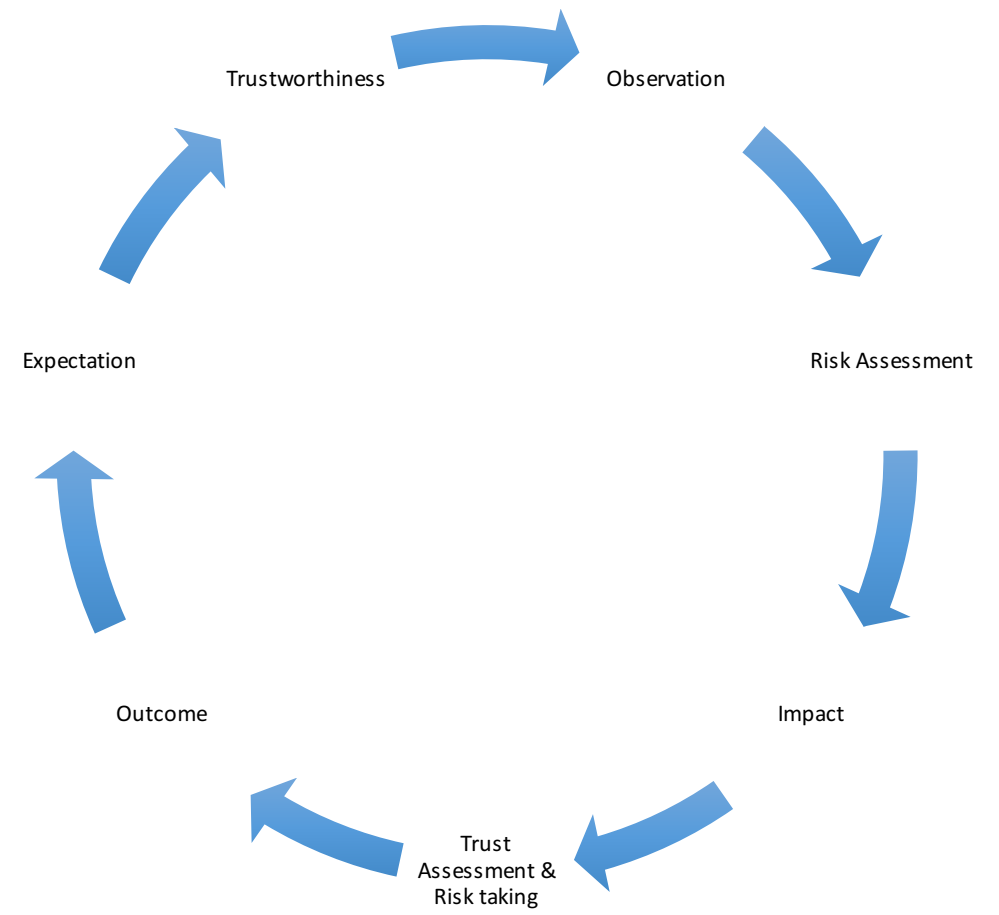
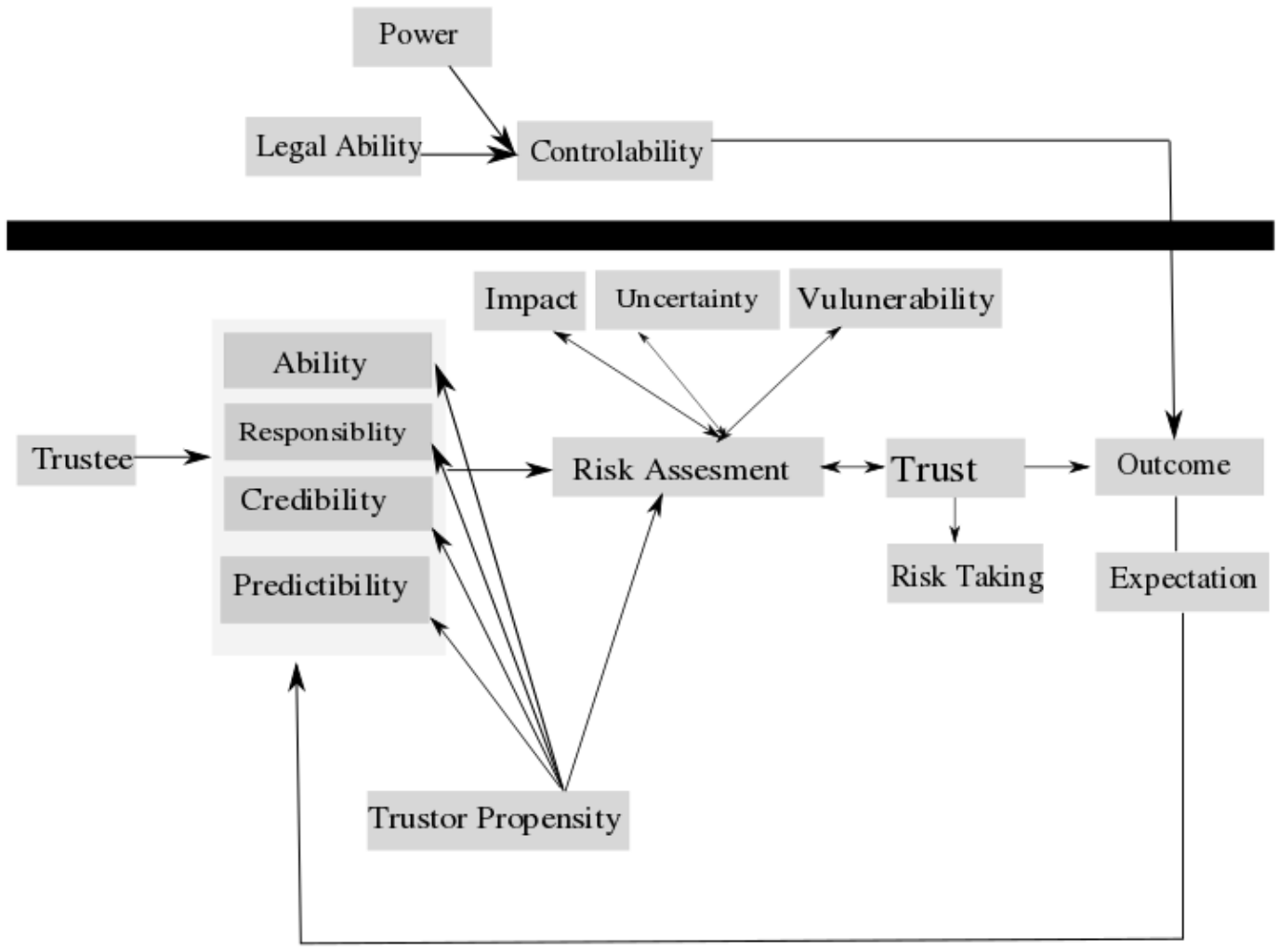
System Trust

# Trust model



# Factors Affecting Trust

- Risk
- Faith
- **Fear**
- **Feeling**
- Power
- Control
- Ability
- **Norms, Regulations, Laws, and Contract**
- **Expectation**



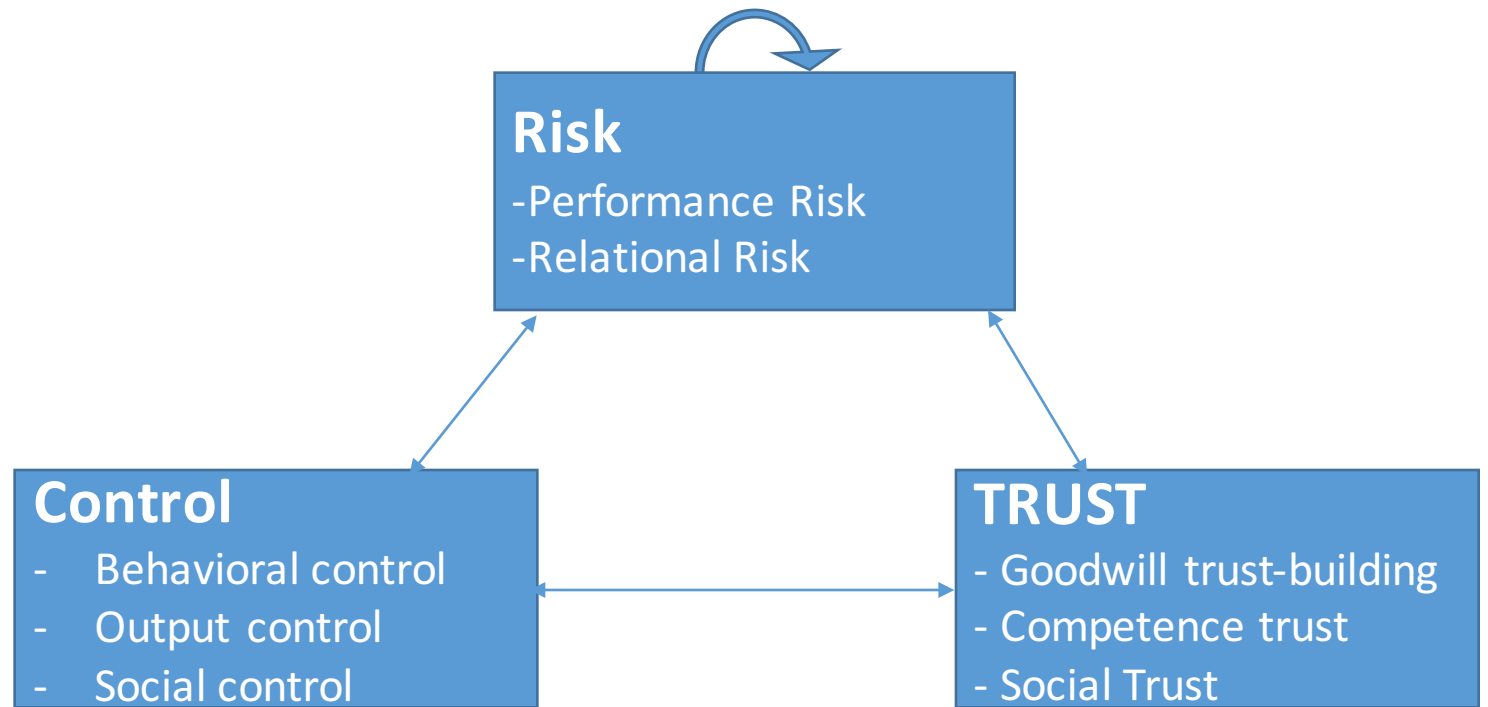
Extension of Mayer(1995) Trust model



*Trust = Predictability + Dependability + Faith  
+ Competence + Responsibility + Reliability.  
+ Controllability*

↓↑ Trust = ↓↑ Speed ↑↓ Cost

# Trust, Control and Risk



# Create a SARNET Alliance

- What is needed to create a SARNET alliance?
- Trust framework
  - Value model (the need for the alliance)
    - Shared value
    - Risk mitigation
    - Cost
  - Risk Management process
- Trust Framework
  - Personal Trust vs Impersonal (Institutional Trust)
  - Top-down vs bottom-up approach to create an alliance

**CREATING AN ALLIANCE**

SIMULATION RISK MODEL  
**TRUST** LEGAL FRAMEWORK  
CONTROL  
WHAT TO SHARE  
HOW TO SHARE **POWER** CYBER SECURITY  
COST MODEL **ORGANIZATIONAL TRUST**  
INFORMATION SHARING