

**THE EFFECTS OF EMOTIONAL STATES ON TRUST BEHAVIOR**

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**ABSTRACT**

We conducted a series of laboratory studies to investigate the effects of five basic human emotions (happy, anger, sad, fear, and disgust vis-À-vis a control group) on the trust behaviour of individuals. Reactions of 277 undergraduate subjects in different emotional states elicited through established laboratory procedures showed that while “happy” did not cause the participants to be more trusting, all the negatively laden emotional states caused participants to be less trusting. “Disgust” had the greatest negative effect on trust behavior, followed by “sad”<sup>TM</sup>, “anger”<sup>TM</sup>, and “fear”. Implications for theory and practice were discussed.

Keywords: *Trust, Happy, Sad, Disgust, Anger, Fear.*