

# **TECT Networking Activity**

**Type of Networking Activity:** Joint Science Meeting, Workshop

**Title of the Networking Activity:** “Trust, Reputation, Defectors, and Sustaining Social Norms: Studying spatially complex cooperative relationships in ways that connect TECT projects”

**Location:** Universidade do Porto, Porto, Portugal

**Date of meeting:** 26-29 March 2008

## **Purpose of the networking activity:**

During the Budapest launch conference in July, it was apparent that the DynCoopNet CRP, in our effort to find the best model for scientific collaboration and to transform our respective disciplines, is organized differently from the other TECT CRPs. Although each member of the DynCoopNet collaborative research community has his or her own research agenda, the group also focuses attention on the common project, and we recognize that other TECT CRPs have a great deal to offer us in trying to understand cooperation within the commercial life of the first global age (1400-1800).

Multi-disciplinary collaboration possesses the potential to generate radically new scientific ideas, transformative research, and innovative joint publications. This meeting is intended as a genuine workshop, in which participants are able to advance their research. Each session of this meeting is intended to generate such activity. Instead of the traditional presentation of formal papers, characteristic of most academic congresses, the sessions combine two types of activity.

- Presentations of the research ideas of one or more individuals, followed by questions and a discussion of how collaboration, within DynCoopNet or among TECT projects, might enhance the scientific value of the work
- Submission prior to the workshop of “white papers” in which researchers present data related to the topic of a session; these “white papers” will be compiled into a common document that will be made available to the session leader and other participants, with the intention of shaping one or more joint publications as outlined in the **DynCoopNet protocol** about data sharing and joint publication

At a session at the end of Friday’s workshop activities, there will be a general session, led by representatives of DynCoopNet, SENSE, and SOCCOP, during which we will have an open discussion of the possibilities for collaborative research.

On Saturday morning, there will be an assembly of members of the DynCoopNet collaborative research community, during which we will share ideas about how to advance our common enterprise to the next stage.

Organizers believe that this workshop has the potential to be one of the most stimulating academic events participants have ever attended, but success depends on the personal commitment of each

participant to make his or her contribution to collaboration with one or more of the other participants. Welcome, and thank you for your participation.

Amélia Polónia da Silva, Universidade do Porto  
J. B. “Jack” Owens, Idaho State University

### **Explanation of the acronyms for TECT projects represented at this workshop:**

**DynCoopNet** = Dynamic Complexity of Cooperation-Based Self-Organizing Networks in the First Global Age

Project Leaders: Ana Crespo Solana, Consejo Superior de Investigaciones Científicas (CSIC), Madrid, Spain; J. B. “Jack” Owens, Idaho State University, Pocatello, USA

**INCORE** = Integrating Cooperation Research in Europe

**REPSOCBIOL** = The role of reputation in human cooperation: Bridging social and biological approaches

Project Leader: Paul van Lange, Free University of Amsterdam, The Netherlands

**SENSE** = Sustaining eco-economic norms for a sustainable environment

Project Leader: Simon A. Levin, Princeton University, New Jersey, USA

**SOCCOP** = The Social and Mental Dynamics of Cooperation

Project Leader: Herbert Gintis, Central European University (CEU), Budapest, Hungary

**Tentative Outline Programme:  
Networking Workshop in Porto, Portugal  
26-29 March 2008**

*Hosted by the University of Porto*

---

**TITLE:** “Trust, Reputation, Defectors, and Sustaining Social Norms: Studying spatially complex cooperative relationships in ways that connect TECT projects”

**Aims:** The Porto workshop will continue the process, begun in 2007 during the Budapest launch conference in July and the Stockholm workshop in September, of connecting the researchers from various TECT CRPs. Multi-disciplinary collaboration possesses the potential to generate radically new scientific ideas, and the DynCoopNet project offers to TECT both collaborative relationships and research approaches that are not well represented in other TECT projects. In general, there is a lack of dynamic, non-linear models of cooperation in commercial relationships, which are multi-lateral and spatial. The DynCoopNet CRP brings to TECT a large body of ethnographic, historic data about cooperation, economists and geographers who are experts in non-linear dynamics and spatial modeling, and geographic information scientists working to reconceptualize geographic information systems (GIS) to organize, visualize, and analyze dynamic spatial data. However, as we learned in Budapest, this DynCoopNet collaborative research community lacks the representation of research approaches common to other TECT projects, which are necessary to achieve DynCoopNet's goals: various forms of game theory and modeling based on the results of experiments with games; institutions and cognitive and social psychology; group ecology; and evolutionary theory in biology. The principal aim of this workshop is to build bases of collaboration between DynCoopNet and the approaches represented in other TECT projects by concentrating on common concerns: for example, reputation, the maintenance of social norms, partner choice, networks, information distribution, and complex adaptive systems.

The program will begin on Wednesday evening with summaries of aspects of the SENSE and SOCCOP projects (and of any others present) and a discussion of the progress and problems within the DynCoopNet collaborative research community. Over the following two days, the sessions will focus on the main themes of the workshop: reputation and social norms; reputation, group augmentation, and network flexibility; economic modeling of commercial network evolution; and temporal GIS and visualization. The formal program will close on Friday afternoon with a plenary session to evaluate the possibilities for further data sharing, joint publication, and future research directions. On Saturday morning, there will be a DynCoopNet CRP meeting among those who are able remain in Porto until then.

**Timetable of Events**

---

**Wednesday, 26 March**

*Morning/early afternoon*

Participants arrive and check-in

*Late afternoon/early evening*

- 5:00 Welcome by the local host (Amélia Polónia da Silva), instructions about logistics and reimbursement, and introductions
- 5:15 Brief summaries of the CRPs, with emphasis on the workshop themes:
- SENSE PIs Daniel Rubenstein and Aart de Zeeuw (if the latter is able to be present); SOCCOP AP Luca Tummolini (representing Cristiano Castelfranchi), AP Gennaro di Tosto (representing Rosaria Conte) and APs Alex Kacelnik and Ruth Mace; someone from REPSOCBIOL to replace PI Hanna Kokko, who has a conflict; DynCoopNet PL Ana Crespo Solana
- 6:15 Discussion, led by Amélia Polónia, of DynCoopNet progress and problems, with specific reference to possible collaboration with other TECT projects
- 7:00 Break for supper

**Thursday, 27 March**

*Morning*

- 9:00 **Reputation and Social Norms: Letter-writing and information distribution**

**Brief research presentations:**

Pieter Emmer (Non-TECT): Cooperative relationships at a global level: The circulation of information, capital and businessmen between Europe and America

Margrit Beerbuhl Schulte (Non-TECT): Social Norms and the constitution of networks in trade and society

Amélia Polónia, Hilario Casado Alonso, and members of the Portuguese team (DynCoopNet): The reputation of Simón Ruiz (1525-1597) and the maintenance of social norms among merchants between the Atlantic and Italy

Luca Tummolini and Gennaro Di Tosto (SOCCOP): Institutions, partner choice, cognitive and social psychology, and the maintenance of social norms

Ricardo Court (DynCoopNet): Sustaining reputation through the language of trust

**Questions and general discussion**

- 10:45 Coffee Break

11:15 **Trust, Reputation, Group Augmentation, and Network Flexibility**

**Brief research presentations:**

Piotr Sztompka (Non-TECT): Trust: a sociological theory. Trust projections on social rules, nets constitution and social behavior [participation not confirmed]

Barbara Misztal (Non-TECT): Sociology of memory and sociology of trust: Structuring social nets

Sara T. Nalle (DynCoopNet): Partner choice and merchant mobility: Preliminary results

**Discussants:** Participants will include David Alonso García, Carlos Álvarez Nogal, Amândio Barros, Nuno Camarinhas, Joaquim Carvalho, Hilario Casado Alonso, Ricardo Court, Juan Gelabert González, Amélia Polónia, Jessica Roitman (DynCoopNet), Alex Kacelnik (SOCCOP)

1:00 Break for dinner

*Afternoon*

3:00 **Cheaters and Defectors in Global Trading Networks**

**Discussants:** Daniel Rubenstein and Aart de Zeeuw (SENSE) will lead a discussion of the implications of pre-circulated “white papers” by DynCoopNet members of manifestations of cheating and defection in the commercial networks of the first global age for modeling of cooperation. The object is one or more joint publications.

DynCoopNet members are producing compilations of data in response to queries posed by Jack Owens as a result of his meeting with Dan Rubenstein during the Stockholm workshop in September 2007 (see ANNEX A).

**White Papers:** Cátia Antunes, Hilario Casado Alonso, Ana Crespo Solana, Juan Gelabert González, Vicente Montojo, Rila Mukherjee, Jack Owens, Amélia Polónia da Silva, Jessica Roitman

4:45 Coffee Break

5:15 **Different Forms of Cooperation**

**Brief research presentations:**

A substitute for Hanna Kokko (REPSOCBIOL): Group Augmentation as an Evolutionary Stable Strategy

As a result of discussions with Hanna Kokko, Jack Owens requested that DynCoopNet members who were able to do so should submit “white papers”, which will be compiled and circulated among participants prior to the meeting, in response to a series of

queries he posed (see ANNEX B).

Shakti Lamba & Ruth Mace (SOCCOP): Reputation and cooperation: Ultimate games and inter-village variation in pro-social norms

Myriam Senn (DynCoopNet & INCORE): How far does reputation replace systems of accountability?

Benigna Zimba (DynCoopNet): Women and cloth: Impact of integrating local economies into an Indian Ocean regional one

**Discussants:** David Alonso García, Carlos Álvarez Nogal, Amândio Barros, Jesús Carrasco Vázquez, Joaquim Carvalho, Hilario Casado Alonso, Vicente Montojo, Rila Mukherjee (DynCoopNet)

7:00 Break for supper

## Friday, 28 March

### *Morning*

9:00 **Modelling from Economic and Ecological Data from the First Global Age**

**Brief research presentations:**

Michael Sonis (DynCoopNet): Why a factor like cooperation is important: Economic Rationality versus Societal Socio-Ecological Rationality [participation not confirmed]

Emery Coppola, Matt Finn & Derrick Sharp (DynCoopNet): Modelling the commercial networks of the first global age: Some preliminary results

Tönu Puu (DynCoopNet): The complexity of culture

**Discussants:** António Barros Cardoso, Akio Matsumoto, Ference “Szidar” Szidarovszky, Shahriar Yousefi

10:45 Coffee Break

11:15 **Temporal GIS, Space-Time Representation of Cooperation Networks, Spatio-temporal Analysis, and Data Mining**

**Presenters and discussion leaders:** Monica Wachowicz and May Yuan (DynCoopNet)

**Discussants:** Ian Johnson and Miguel Nogueira (DynCoopNet)

1:00 Break for dinner

*Afternoon*

3:00 **Maps as Sources of Historic Data**

**Brief research presentations:**

Antoni Picazo (DynCoopNet): GIS, historic cartography, and the evaluation of the subjective spatial perception of the Indian Ocean and Southern Pacific

Miguel Angel Bernabé, Monica Wachowicz & Daniel Orellana (DynCoopNet): Building a cartoteca (DynCoopNet Portal) for the integration and distribution of data sets and the historic cartography of Iberia and Ibero-America

**Discussants:** João Carlos Garcia (non-TECT) and Miguel Nogueira (DynCoopNet)

4:45 Coffee Break

5:15 **Plenary: Joint publication, data sharing, future research directions**

Led by Luca Tummolini, Gennaro di Tosto, Ruth Mace, Jack Owens, and Dan Rubenstein

7:00 Break for supper

**Saturday, 29 March**

9:00 **Meeting of the DynCoopNet collaborative research community**

Led by Ana Crespo Solana

## **ANNEX: The tasks for collaborative work on cheaters and defectors and on group augmentation**

### **A) Cheaters and Defectors in Global Trading Networks**

DynCoopNet members are producing compilations of data, indicating the **location** of events, in response to queries posed by Jack Owens as a result of his meeting with Dan Rubenstein during the Stockholm workshop in September 2007. Researchers will expose:

- 1) Evidence of “defections” where **some party refuses to do business**. Particularly valuable will be examples of documents in which it is stated why a party “defected” (for example, some problem with the reputation of the rejected merchant). Also, we will want to learn about the impact of this decision to defect, both for the party who defected and the party who lost a desired collaborator.
- 2) Evidence of **violent attacks on merchant vessels** by others who operated as merchants. This is also a form of “defection” because the attacker has refused to cooperate. Of course, this would include piracy tied to a commercial operation such as slave markets or the redemption of captives in North Africa and to European violence disrupting the patterns of commerce in non-European regions. Again, we are interested in the event and its circumstances and in the impact of the event.
- 3) Evidence of any sort of **compensation payment**, including by officials of Crown or municipal governments
- 4) Evidence of **lawsuits** for breach of contract or other breakdowns of commercial relations
- 5) Evidence of any other type of break with the expectation of cooperation in commercial or financial relations

Goal: We want to understand what **alternatives to cooperation** were available to long-distance traders.

## **B) Reputation, Group Augmentation, and Network Flexibility**

As a result of discussions with Hanna Kokko, Jack Owens requested that DynCoopNet members who were able to do so should submit papers, which will be circulated among participants prior to the meeting, in response to a series of queries he posed:

The idea here is that “superior mutualistic performance of cooperatively behaving groups” (Kokko et al, 2001) provided an ESS (Evolutionary Stable Strategy). Markers of such superior performance might be greater flexibility to respond quickly to opportunities created by a treaty arrangement or disruptions created by war or epidemic disease, or it might involve some sort of spatial expansion of member merchants markets and product suppliers.

If you think you see manifestations of such group augmentation, ask yourself:

On what did recruitment depend? What mechanisms existed to promote cooperation? What were the requirements for each of these mechanisms to operate?

What enhanced recruitment? For example, do you see a role for material display of any kind? How did **helping** enhance recruitment?

What encouraged the dispersion of the group, and what were the consequences of such dispersion? Think, for example, in terms of Genoese or Milanese merchants establishing themselves in the Iberian Peninsula. What did this dispersal do to their **partner choice** for family formation and commercial relationships? Did such relationships expand the group’s activities in ways beyond the obvious **spatial** consequences?

What might the maximum group size have been? For example, think of the problems of **distance and time** as ecological constraints.

Look for merchants serving as uncompensated agents for others, especially others in another, distant location. This is especially interesting if the acting individuals have no **guarantee** of a future pay-back.

Consider cases where the reduced performance of shrinking groups produced group extinction.

What aspects of the group and its norms reduced the incidence of **cheating** and **defection** and stabilized **help levels**?

What happened to “cheaters”? Were they rejected by group members? Was their economic success reduced? Did they disappear from long-distance trade, perhaps retaining a local trading position?

How did group interactions manifest themselves for the individual actors over their life histories?

To what extent did recruitment for group augmentation depend on the **spatial awareness** of merchant-traders, merchant-financiers, and merchant-bankers (not distinct categories)?

Compared to what individuals actually did, what alternatives were really available to them?