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*Trust: The Social Virtues and the Creation of Prosperity* by Francis Fukuyama New York: Free Press, 1995. xv., 457 pages. Reviewed

by David W. Gill [www.ethixbiz.com](http://www.ethixbiz.com) Francis Fukuyama is a senior social scientist at the Rand Corporation and one of America's most highly-regarded intellectuals.

The decline of trust and sociability in the United States is also evident in any number of changes in American society: the rise of violent crime and civil litigation; the breakdown of family structure; the decline of a wide range of intermediate social structures like neighborhoods, churches, unions, clubs, and charities; and the general sense among Americans of a lack of shared values and ... In *Trust*, a sweeping assessment of the emerging global economic order "after History", Fukuyama examines a wide range of national cultures in order to divine the hidden principles that make a good and prosperous society, and his findings strongly chal-

lenge the orthodoxies of both left and right. In fact, economic life is pervaded by culture and depends, Fukuyama maintains, on moral bonds of ...

Social capital, which is the ability of people to work together for common purposes, "arises from the prevalence of trust in a society," and cannot be acquired through rational investment decisions. Rather, acquisition of social capital "requires habituation to the moral norms of a community and the acquisition of virtues like loyalty, honesty and dependability."

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Fukuyama outlines how the "intermediate social organizations" of society, under the Protestant ethic, permitted the development of modern capitalist structures; whereas in low-trust societies (where you cannot depend on the corresponding person to trust you, or you to trust him), only family oriented businesses could grow, and inevitably collapsed after the second or third generation.

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