
Does lexical coordination affect epistemic and practical trust? The role of conceptual pacts

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Abstract

The present study investigates whether humans are more likely to trust people who are coordinated with them. We investigate a well-known type of linguistic coordination, lexical entrainment, typically involving the elaboration of "conceptual pacts", or partner-specific agreements on how to conceptualize objects. In two experiments, we manipulate lexical entrainment in a referential communication task and measure the effect of this manipulation on epistemic and practical trust. Our results show that participants are more likely to trust a coordinated partner than an uncoordinated one, but only when the latter breaks previously established conceptual pacts.

Keywords: lexical entrainment, commitment, joint action

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