Figure 1: The principal feedback structure underlying trust dynamics during early alliance operation and key focus areas for the analysis
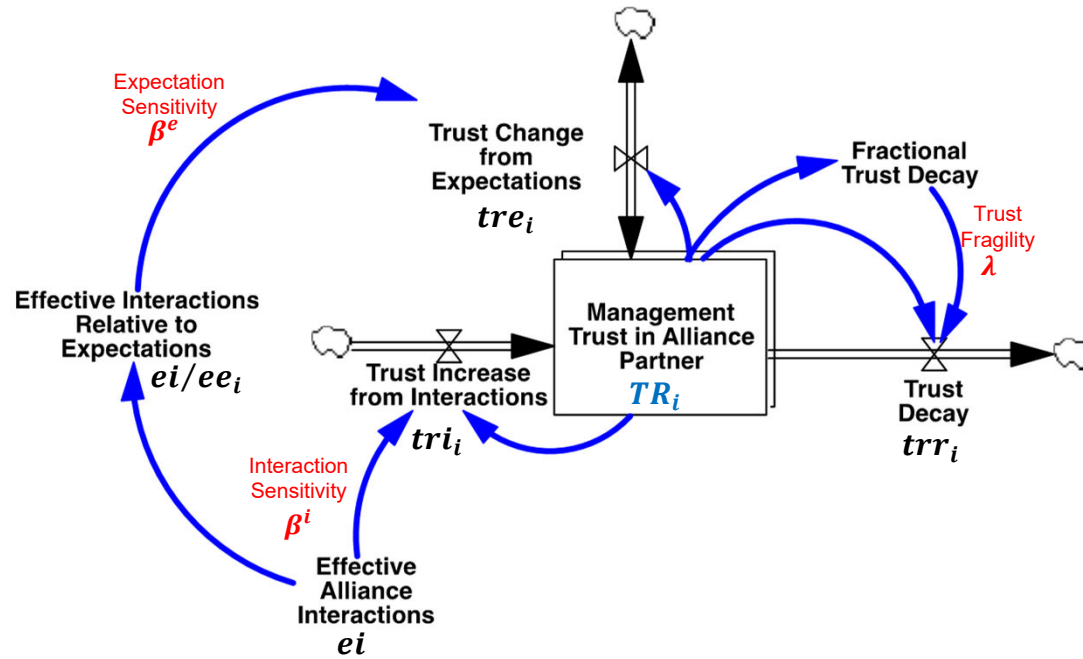
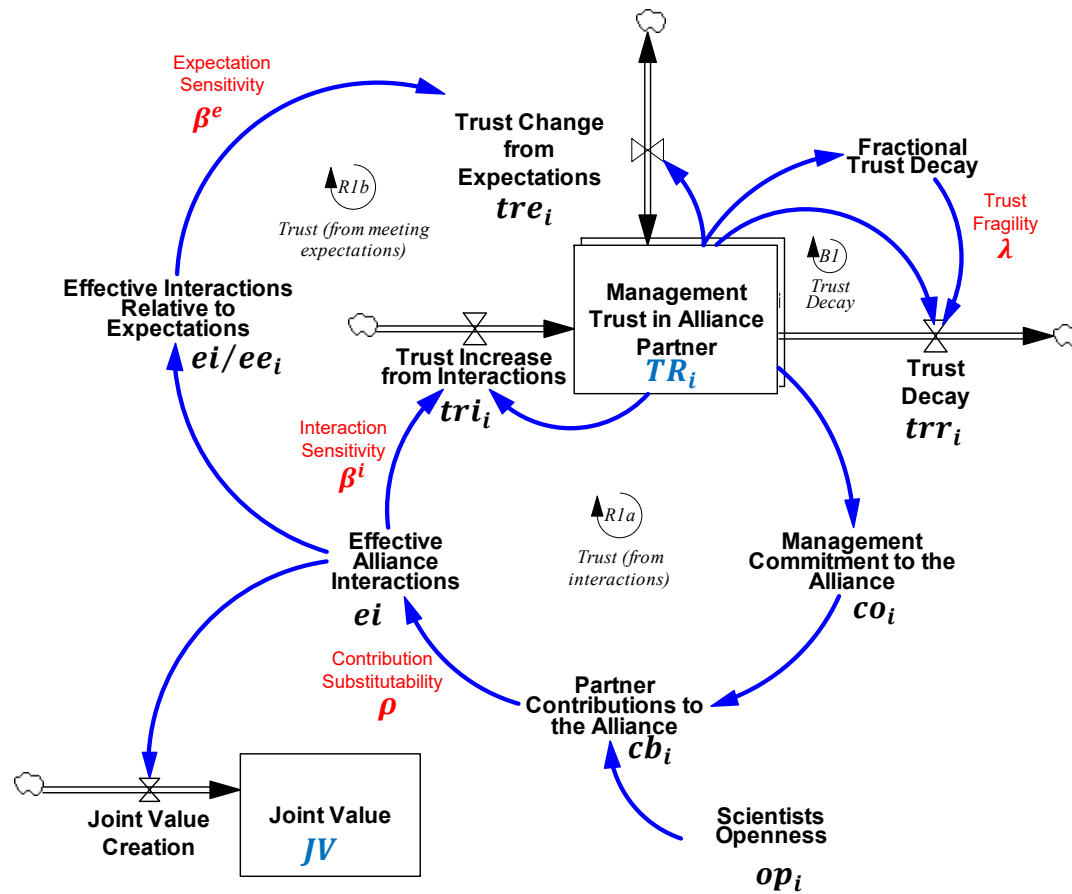**Figure 2:** Three drivers of trust accumulation and depletion

Figure 3: Full model overview, with feedback loops of trust (from interactions), trust (from meeting expectations), and trust decay.
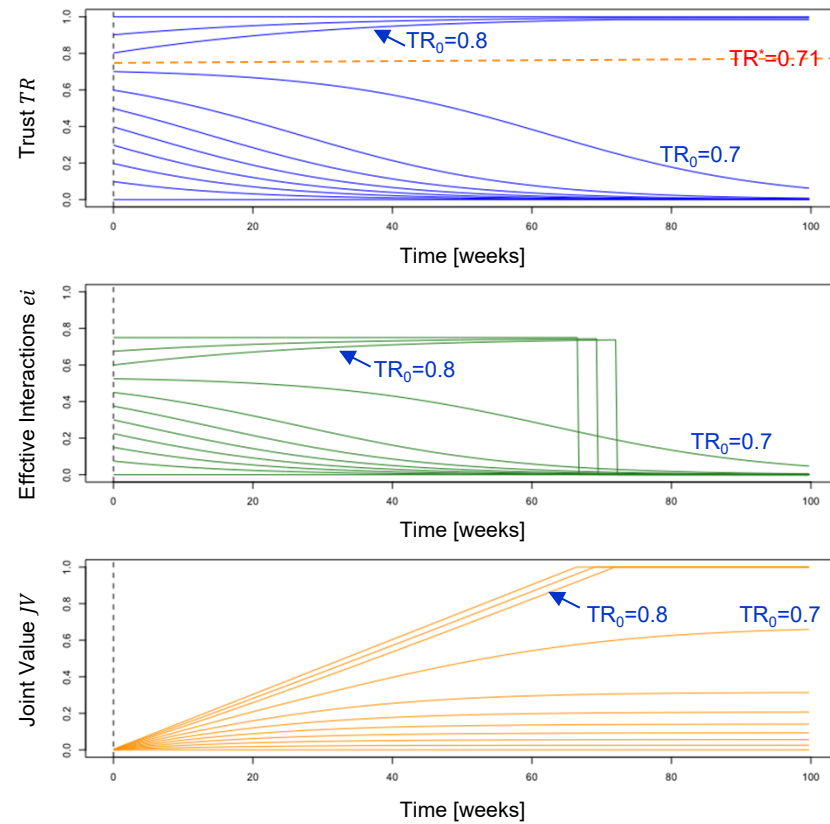
Figure 4: Over-time behavior of trust, effective interactions, and joint value creation for different initial conditions of trust. Expectation sensitivity $\beta^e = 0$.
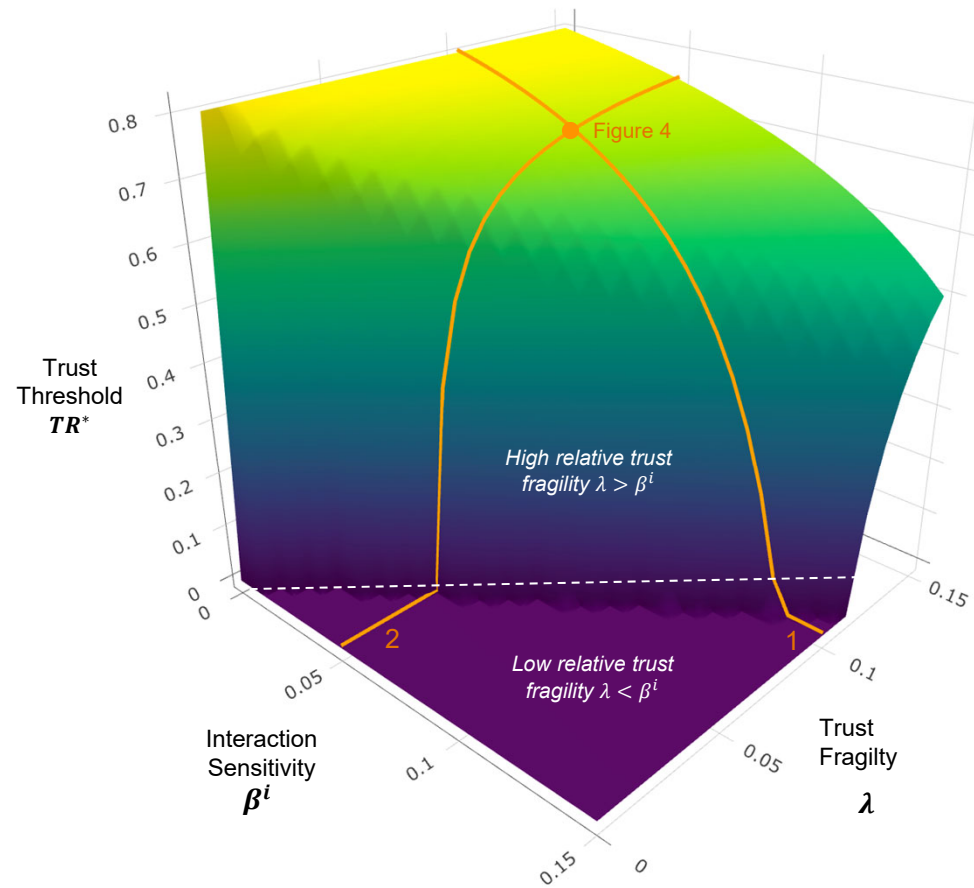
Figure 5: Analytical-solution based sensitivity analyses of Trust Threshold TR^*, varying Trust Fragility λ jointly with Interaction Sensitivity β^i (Expectation Sensitivity $\beta^e = 0$). Point "Figure 4": Parameter settings and threshold as in Figure 4. Line 1: Isoline at λ=0.1 and Line 2: Isoline at β^i=0.05. Dashed line: $\lambda = \beta^i$.
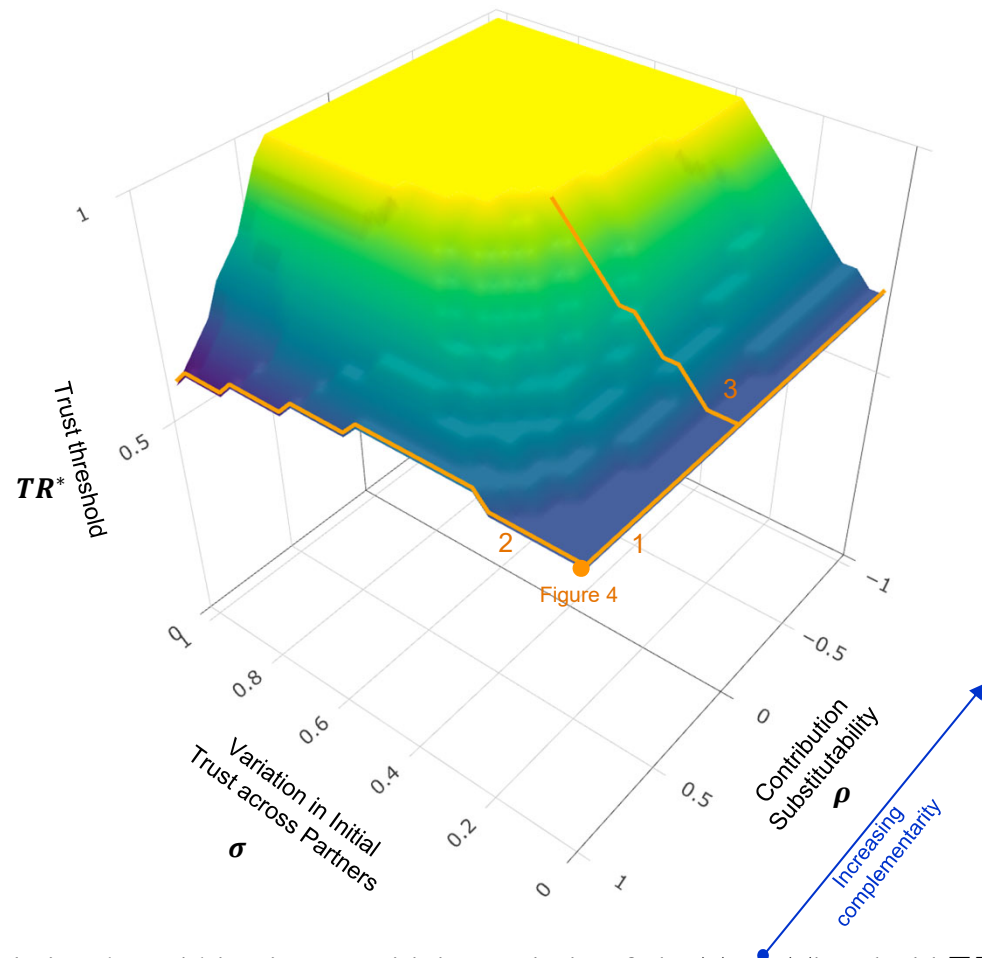
Figure 6: Simulation-based bivariate sensitivity analysis of the Trust Threshold TR^* to Variation in Initial Trust across Partners σ and Contribution Substitutability ρ. Point "Figure 4": Parameter settings and threshold as in Figure 4. Line 1: Isoline at σ=0. Line 2: Isoline at ρ=1. Line 3: Isoline at ρ=0.1.
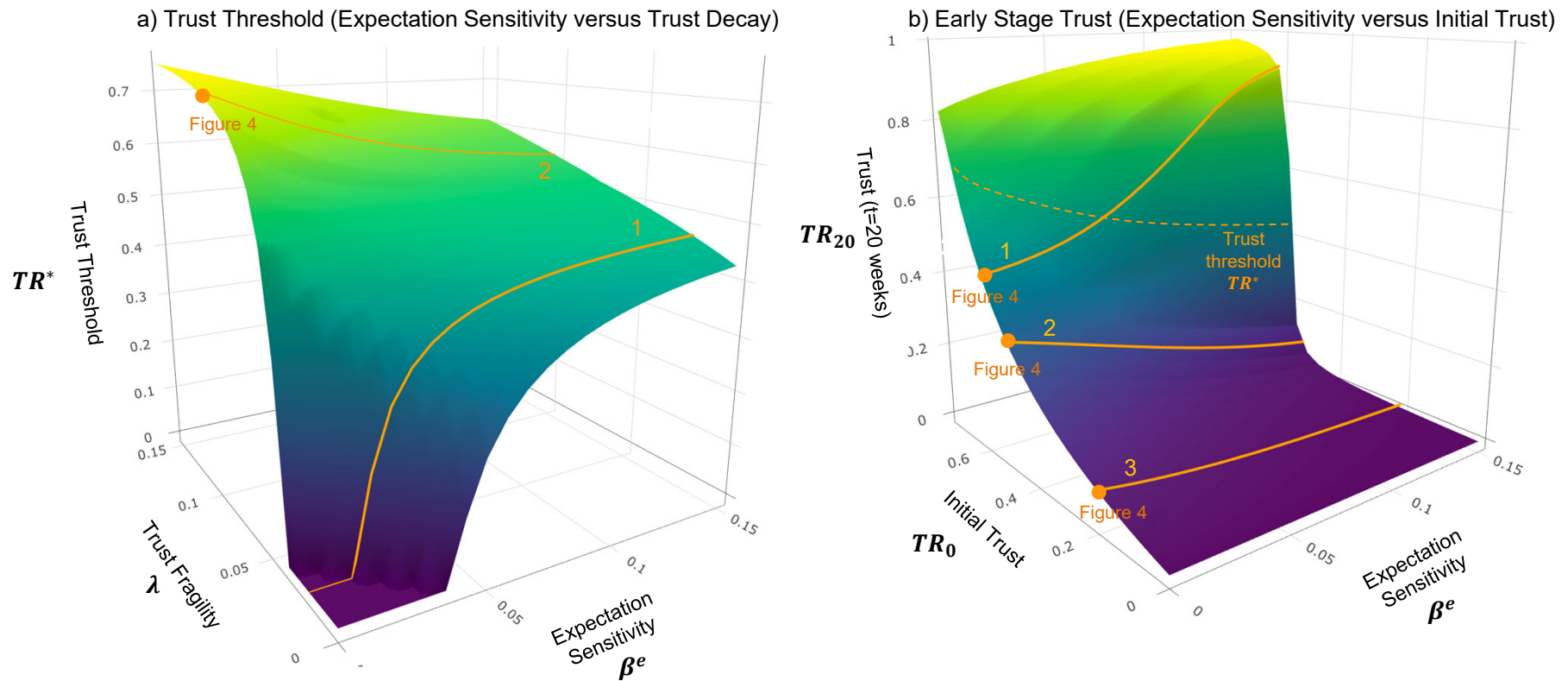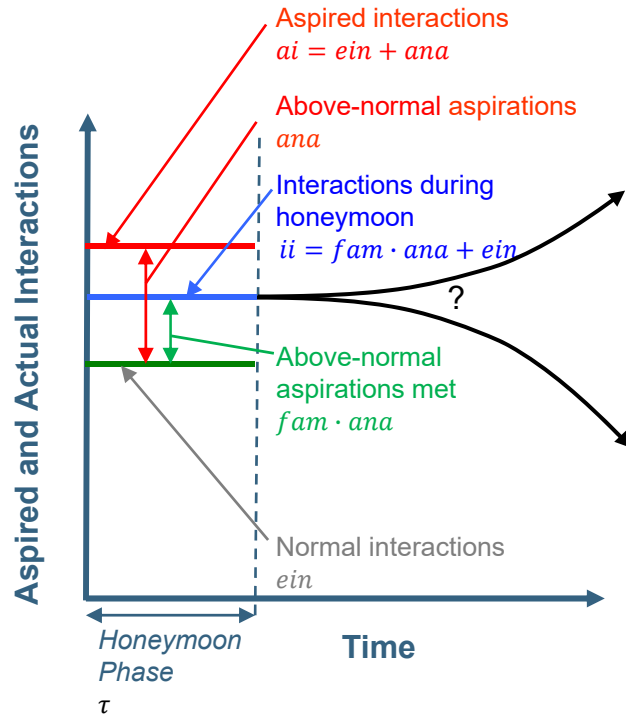
Figure 7: Panel (a): Bivariate sensitivity analysis of Trust Threshold TR^* to Expectation Sensitivity β^e and Trust Fragility λ. Panel (b): Bivariate sensitivity analysis of Early Stage Trust (at time $t = 20$) to Expectation Sensitivity β^e and Initial Trust TR_0. (In both cases Interaction Sensitivity $\beta^i = 0.05$)
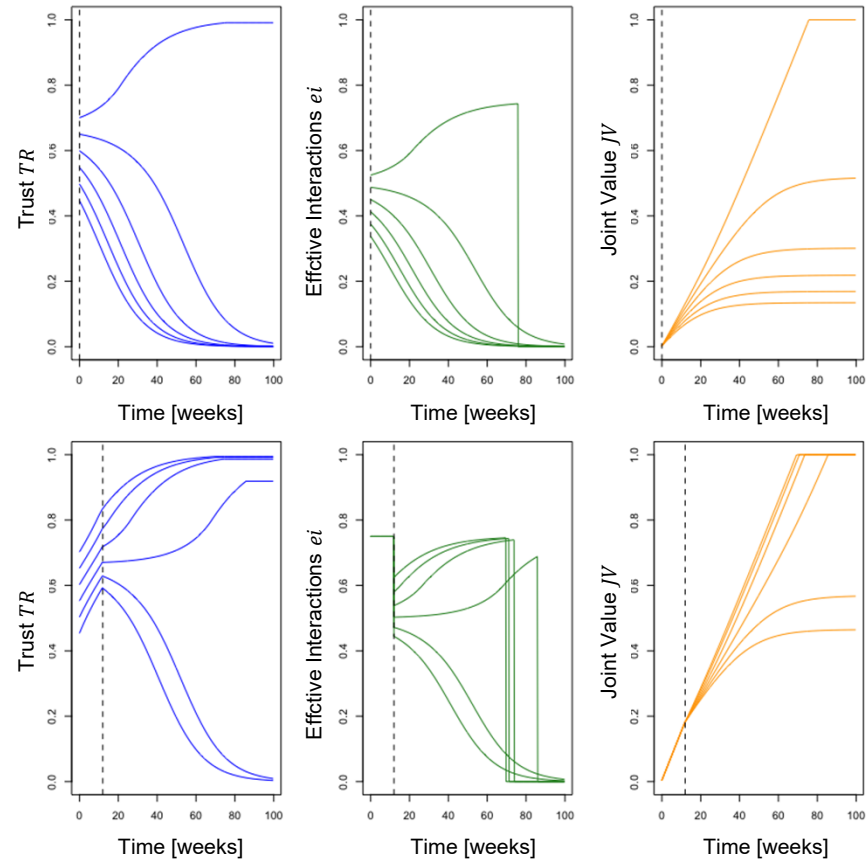
Figure 8: Panel (a): Experimental set-up for management interactions under "collective strategy" with a honeymoon phase. Panel (b): Over time behavior for trust, effective interactions, and joint value creation with varying initial trust. Honeymoon duration = 0 weeks (top) and 12 weeks (top). (In both cases Expectation Sensitivity $\boldsymbol{\beta^e} = 0.025$)
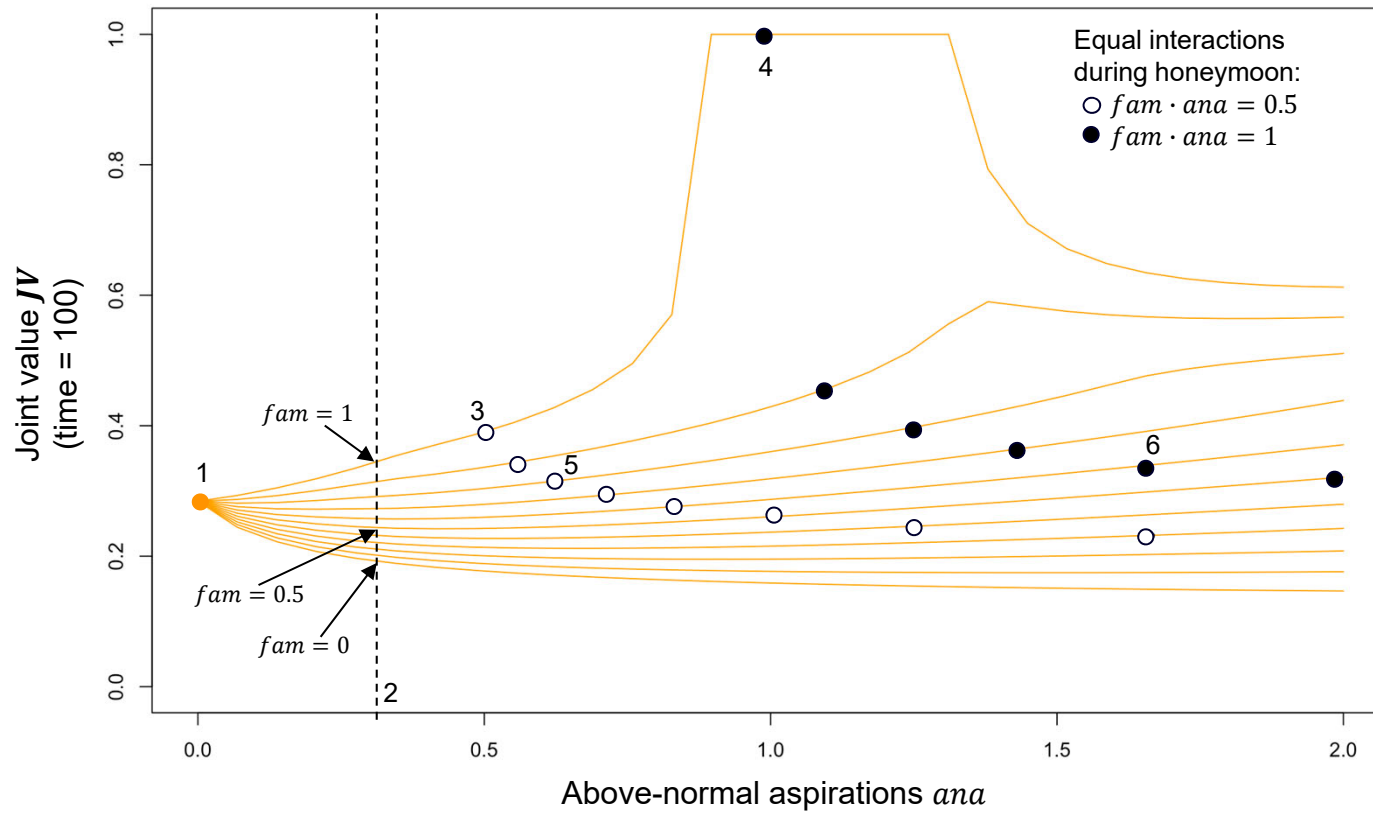
Figure 9: Joint value at time 100 (y-axis) as a function of above-normal aspirations ana with different fractions of aspirations met fam. For all simulations Initial Trust $TR_0 = 0.5$.
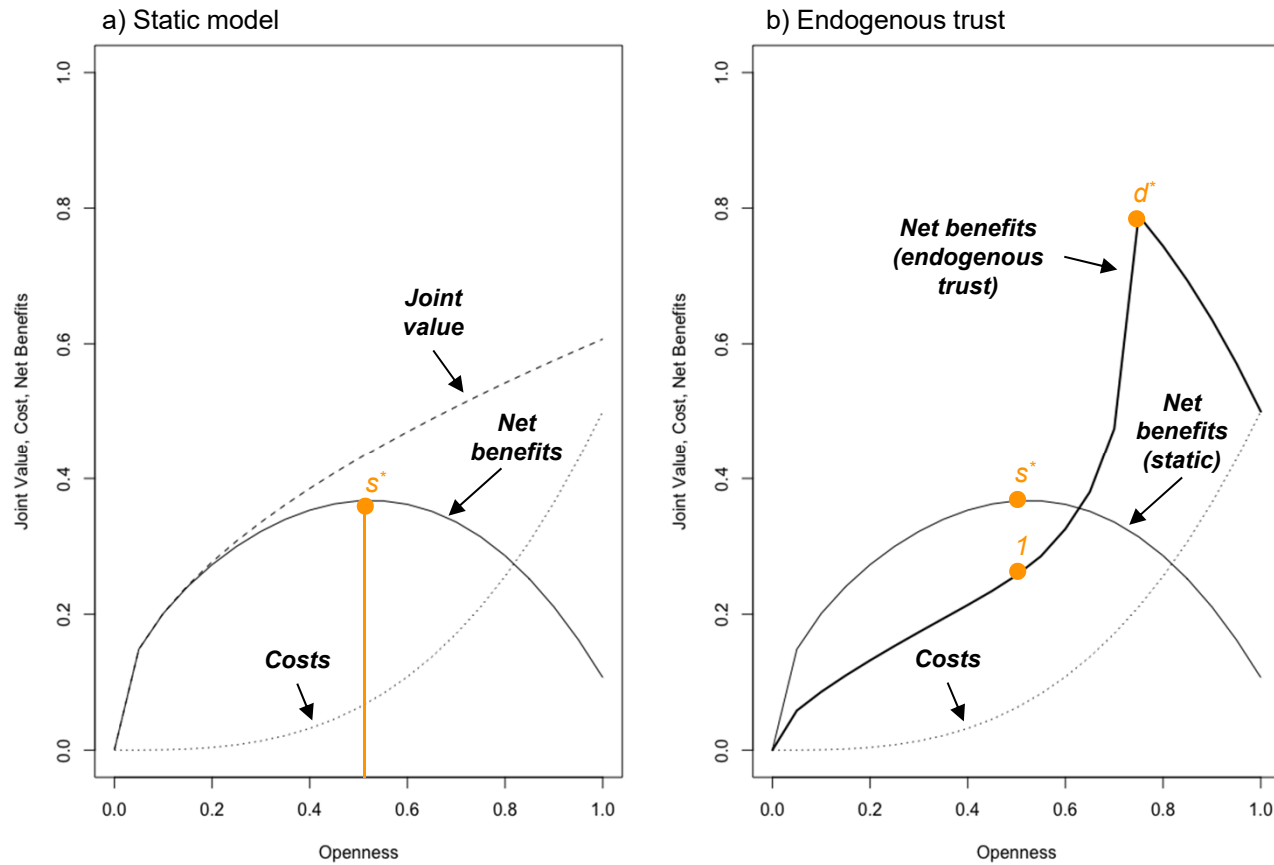
Figure 10: Expected net benefits, joint value, costs as a function of openness: Panel (a) Static with $c_0=0.5$ and $\eta=3$; Panel (b) Endogenous trust