Conceptual Glossary

In this glossary, I will outline the main concepts this book advances and their meanings. Similar terms appear across different literatures. This makes it crucial to clarify the specific meanings of the concepts we focus on.

Differentiated Trust: Chapter 7 examines how trust can be calibrated based on past behavior and public response across regulatory domains. This differentiation creates potential risks: gaps between actual and perceived trustworthiness may undermine state credibility and correlations between past behavior and protected group membership require careful consideration.

Effective Voluntary Compliance: As detailed in Figure 0.2, this describes voluntary compliance that is sustainable over time, demonstrates higher willingness to pay, and resists external disruption. To be considered effective, voluntary compliance must reach sufficient participation rates relative to regulatory requirements and generate positive externalities for other societal factors.

Intrinsic Voluntary Compliance: This represents compliance driven by intrinsic motivation – a subset of voluntary compliance particularly relevant for regulatory tools like honesty oaths and reasoning approaches. Given the difficulty of objectively determining intrinsic motivation, our taxonomies generally use the broader definition of voluntary compliance (absence of regulatory coercion).

Subjective Crowding Out: Chapter 3 analyzes how people perceive their voluntary compliance being displaced by other regulatory tools. We examine the psychological mechanisms of motivation crowding out, focusing on individuals' experiences when regulatory interventions supersede their personal motivations to comply.

(Subjective) Trustworthiness: While we use an objective regulatory definition for voluntary compliance, our analysis of trustworthiness focuses on citizens' subjective feelings of being trusted by the state. This perceived trustworthiness plays a crucial role in building social capital among compliant citizens.

Voluntary Compliance: Chapter 2 explores various interpretations of "voluntary" compliance. While individual motivations for voluntary compliance can be difficult to assess externally, we adopt a regulatory-focused definition: compliance that occurs without regulatory coercion, distinguishing it from traditional command-and-control approaches.

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