|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **Mediator** | **ACME** | **Direct Effect** | **Total Effect** | **Proportion Mediated** |
| **Dispositional Controls** | Reputation | -4.808 | -15.44 | -20.248 | 0.236 |
| Ambiguity | -12.099 | -8.091 | -20.191 | 0.603 |
| Insulting | -2.621 | -17.819 | -20.44 | 0.128 |
| **No Controls** | Reputation | -6.961 | -15.307 | -22.268 | 0.307 |
| Ambiguity | -15.432 | -6.576 | -22.008 | 0.696 |
| Insulting | -3.415 | -17.778 | -21.193 | 0.161 |
| **Demographic Controls** | Reputation | -5.773 | -16.161 | -21.934 | 0.261 |
| Ambiguity | -10.172 | -8.702 | -18.874 | 0.539 |
| Insulting | -3.623 | -18.535 | -22.158 | 0.163 |