**Iran Additional Experiment: Mediation Effects**

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|  | **Mediator** | **ACME** | **Direct Effect** | **Total Effect** | **Proportion Mediated** |
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| **Dispositional Controls** | Reputation | -1.72 ( -3.18 , -0.24 ) | -0.86 ( -4.17 , 2.33 ) | -2.58 ( -6.2 , 1.2 ) | 0.59 |
| Certainty | -5.35 ( -8.47 , -2.75 ) | 2.73 ( -0.9 , 6.56 ) | -2.62 ( -7.12 , 1.15 ) | 1.69 |
| Insulting | -0.84 ( -2.37 , 0.47 ) | -1.93 ( -5.29 , 1.35 ) | -2.78 ( -6.74 , 0.97 ) | 0.28 |
|  | | | | | |
| **Demographic Controls** | Reputation | -1.84 ( -3.54 , -0.37 ) | -2.13 ( -5.36 , 1.05 ) | -3.97 ( -7.35 , -0.55 ) | 0.45 |
| Certainty | -5.36 ( -8.33 , -3.01 ) | 1.43 ( -2.15 , 4.99 ) | -3.94 ( -7.64 , -0.04 ) | 1.31 |
| Insulting | -1.08 ( -2.6 , 0.38 ) | -2.84 ( -5.91 , 0.47 ) | -3.91 ( -7.17 , -0.28 ) | 0.26 |
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