**Qatar Experiment: Mediation Effects**

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|  | **Mediator** | **ACME** | **Direct Effect** | **Total Effect** | **Proportion Mediated** |
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| **Dispositional Controls** | Reputation | -4.73 ( -6.45 , -3.04 ) | -15.38 ( -19.39 , -11.42 ) | -20.12 ( -24.09 , -15.89 ) | 0.23 |
| Certainty | -12.37 ( -16.41 , -8.6 ) | -8.06 ( -12.9 , -3.3 ) | -20.42 ( -24.89 , -15.7 ) | 0.61 |
| Insulting | -1.95 ( -3.46 , -0.61 ) | -17.75 ( -21.63 , -13.7 ) | -19.7 ( -23.55 , -15.63 ) | 0.1 |
|  | | | | | |
| **Demographic Controls** | Reputation | -5.81 ( -7.93 , -3.82 ) | -16.02 ( -19.77 , -12.43 ) | -21.82 ( -25.99 , -18 ) | 0.26 |
| Certainty | -13.67 ( -18 , -9.3 ) | -8.41 ( -13.12 , -3.36 ) | -22.08 ( -27.3 , -17.67 ) | 0.62 |
| Insulting | -2.74 ( -4.45 , -1.12 ) | -18.6 ( -22.18 , -15.12 ) | -21.34 ( -25.04 , -17.72 ) | 0.13 |
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