**Iran Additional Experiment: Mediation Effects**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | | | | | |
|  | **Mediator** | **ACME** | **Direct Effect** | **Total Effect** | **Proportion Mediated** |
|  | | | | | |
| **Dispositional Controls** | Reputation | -1.72 ( -3.05 , -0.27 ) | -0.76 ( -3.62 , 1.93 ) | -2.48 ( -5.6 , 0.07 ) | 0.64 |
| Certainty | -5.44 ( -8.49 , -2.91 ) | 2.74 ( -0.7 , 6.39 ) | -2.71 ( -6.75 , 1.36 ) | 1.71 |
| Insulting | -0.82 ( -2.21 , 0.44 ) | -1.78 ( -4.68 , 0.99 ) | -2.6 ( -5.76 , 0.32 ) | 0.32 |
|  | | | | | |
| **Demographic Controls** | Reputation | -1.72 ( -3.46 , -0.02 ) | -2.37 ( -5.25 , 0.87 ) | -4.09 ( -7.79 , -0.46 ) | 0.41 |
| Certainty | -5.38 ( -8.26 , -3.21 ) | 1.62 ( -2.12 , 5.19 ) | -3.76 ( -7.82 , -0.46 ) | 1.42 |
| Insulting | -1.11 ( -2.66 , 0.16 ) | -2.83 ( -5.9 , 0.5 ) | -3.94 ( -7.47 , -0.49 ) | 0.27 |
|  | | | | | |