**Iran Experiment: Mediation Effects**

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|  | **Mediator** | **ACME** | **Direct Effect** | **Total Effect** | **Proportion Mediated** |
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| **Dispositional Controls** | Reputation | -3 ( -3.98 , -2.01 ) | -10.77 ( -13.37 , -8.14 ) | -13.76 ( -16.36 , -11 ) | 0.22 |
| Certainty | -4.42 ( -6.82 , -2.33 ) | -9.59 ( -12.92 , -6.64 ) | -14.01 ( -16.88 , -11.27 ) | 0.31 |
| Insulting | -1.36 ( -2.43 , -0.52 ) | -12.27 ( -14.73 , -9.53 ) | -13.64 ( -16.33 , -10.63 ) | 0.1 |
|  | | | | | |
| **Demographic Controls** | Reputation | -4.08 ( -5.42 , -2.86 ) | -11.38 ( -13.83 , -9.01 ) | -15.46 ( -17.94 , -13.1 ) | 0.27 |
| Certainty | -7.22 ( -9.75 , -4.82 ) | -8.29 ( -11.52 , -5.05 ) | -15.5 ( -18.36 , -12.73 ) | 0.47 |
| Insulting | -2.25 ( -3.61 , -1.05 ) | -12.82 ( -15.41 , -10.36 ) | -15.07 ( -17.92 , -12.39 ) | 0.15 |
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