



NOTE: SOME VARIABLES AND RELATIONSHIPS HAVE BEEN OMITTED FOR SIMPLICITY AND CLARITY.

1: MEASURE OF PERSONAL SENSE OF POWER (ANDERSON, JOHN, & KELTNER, 2012)

2: MAGEE AND SMITH (2013) ARTICULATED THE RELATIONSHIP BETWEEN SOCIAL DISTANCE AND SOCIAL POWER, WHICH HAS EXTENDED TO SENSE OF POWER HERE.

3: RUCKER, GALINSKY, AND DUBOIS (2012) DISCUSSED THESE RELATIONSHIPS IN THE CONTEXT OF CONSUMER BEHAVIOR.