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(Face validity)

### (Pilot study)

(Reliability)

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.(Castelletti & Soncini, 2005)

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.(Dungumaro & Madulu, 2003)

(Ashraf et al.,

.2007)

.(Behzadi Nasab et al., 2006)

.(Fairweather, 1999) (2007) Robinson

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(Jorabloo et al., 2006; Khadari,

.2006)

.(Stacey, 1999)

.(Meinzen-Dick et al., 2004)

(1986) Robertson

(2006) Lamba

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.(Lin & Shao, 2000)

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Najafi .

(1999)

(2006) Hartley

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<sup>1.</sup> Training approach

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(Buford et al., 2002) McMillion . (1971) Mendenhall et al.

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(1981)

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6 . Multi-stage stratified random sampling7 . Face validity8 . Reliability

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- 1 . Duty bound 2 . Mixers

3 . Trader

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4 . Publicity seeker

5. Self-improver

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: (1981) McMillion : : : : : (/ = / =

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Marketing contracting
Transaction
Economic constraints

Quagrainie et al.,(2007) .

# (ANOVA)

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## (ANOVA)

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#### (2005) May .

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(ANOVA)















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Sig. t	t	ß	В		1	/				
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1	1	1	1		1	1				
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,	,	,	1		/	1				
F = 1	0.064	Sig.	F = 0.0001	$R = 0.382$ $R^2 = 0.146$	1	1	*			
Adjus	ted R <sup>2</sup> =	= 0.131			1	1	*			
					1	1	**			
1. Ste	pwise							1	**	1

1. Stepwise

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(2000) Lise

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(2003) Yercan .

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