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## Appendix

FIGURE 1. Diagram illustrating the direct relationship of Aw and Perceived need

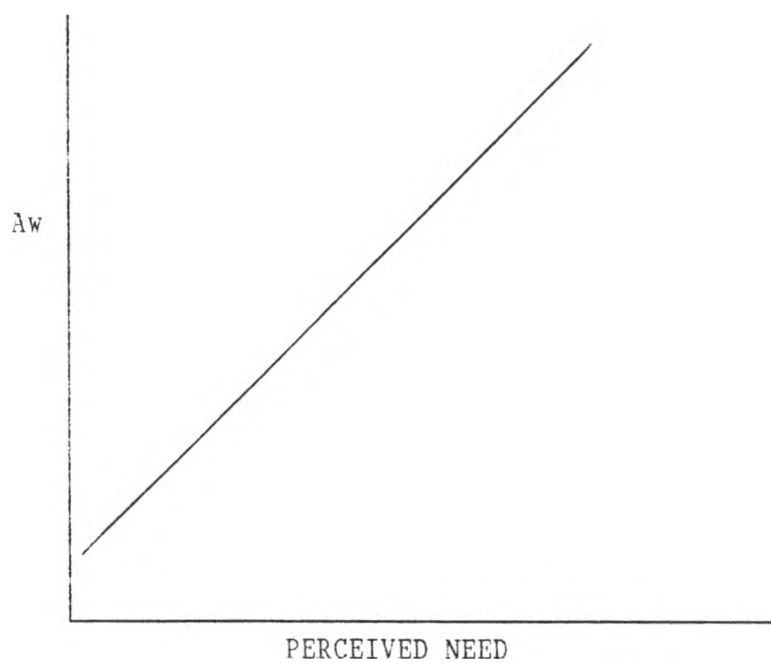


FIGURE 2 Diagram illustrating the direct relationship between ATF and WTF

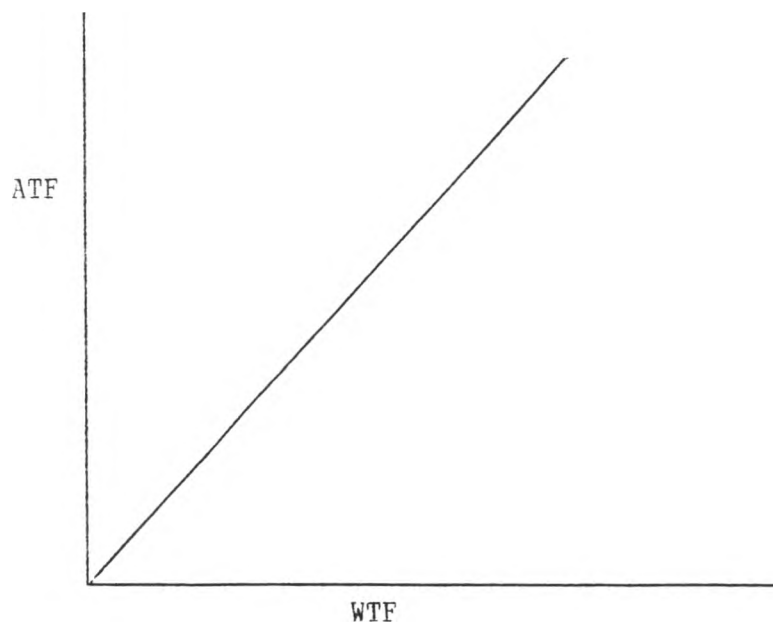
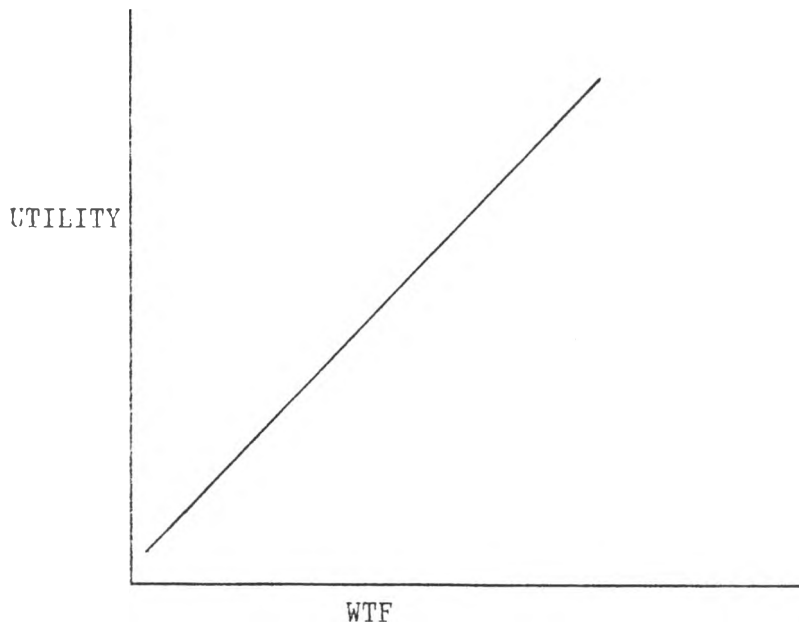


FIGURE 3 Diagram illustrating the direct relationship between Utility and WTF



## Curriculum Vitae

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