

# =ba ][ fUM]i b 8cW/a Ybhcg



## 8cW/a Ybhcg! ; YbYfU

5`Ya 1b

K c`\_Ubb`jW`XUg: cfa i`Uf`Z0fSSSSZ]bXYb3

DYX]f`i b`Zcfa i`Uf]c

9gdU`c`

~8i`bXY`Hb[c`ei Y`dYX]f`Y`Zcfa i`Uf]c#a`dfYgc`dUfU`SSSS3

K Ubb`k i`fXY`]\f`0c`\_i a`YbOU`g]`YgY`h3

DYX]f`U`ZVWU`XY`Yi`dYX]V]i`b`XY`i b`XcW/a`Ybhc

~7i`1/2`Yg`U`ZVWU`XY`Yi`dYX]V]i`b`XY`g`f`KcW/a`Ybhc3

K c`k i`fXY`=f`0c`\_i a`YbOU`g]`YgY`h3

DYX]f`Y`i`[`Uf`XY`Yi`dYX]V]i`b`XY`i b`XcW/a`Ybhc

~7i`1/2`Yg`Y`i`[`Uf`XY`Yi`dYX]V]i`b`XY`g`f`KcW/a`Ybhc3

K Ubb`Ai`Zi`=f`5`i`gk`Y]g`UW3

DYX]f`U`ZVWU`XY`WXi`V]XUX`XY`i b`8B`=

~7i`1b`Xc`WXi`W]g`8B`=3

? 0bbYb`G]Y`a`j`f`Y`ZYb`Z`XUg: cfa i`Uf`U`gri`Z0`Yb3

DYX]f`U`hi`XU`dUfU`fY`YbUf`i b`Zcfa i`Uf]c#a`dfYgc

~A`Y`dcXf`U`U`hi`XUf`U`fY`YbUf`Y`Zcfa i`Uf]c#a`dfYgc3

K`Y`WY`8c`\_i a`YbY`gc`j`W`Z0f`SSSSa`j]V]f]b]`Yb3

DfY]i`b]Uf`ei`A`XcW/a`Ybhcg`U`mei`Y`dfYg]b]Uf

~E`i`A`XcW/a`Ybhcg]Hb[c`ei`Y`fUf`dUfU`SSSSSSSS3

I`a`O`Ug]8c`\_i a`YbOU`i`VY`UbfU]`Yb`za`0gg]Yb`G]Y`a`j]bXY`gh]bg`SSSSSj`cfk`Y]g]Yb"

=bX]W]f`ei`A`bY`Wg]h]Ug]dUfU`gc`]V]Uf`i b`XcW/a`Ybhc

DUfU`gc`]V]Uf`f`KcW/a`Ybhc]Z]h]YbY`ei`Y`dfYg]b]Uf`U`a`Yb`cg`SSSSSSSSSS"

A`Y]b`0c`\_i a`YbOU`k`i`fXY`[`Yg]c`Y`b"

8`Ybi`b]Uf`Y`f`cVc`XY`i`bc`XY`h`g`XcW/a`Ybhcg"

A`Y`U`b`f`cV`U`X`c`Y`#`U`f`KcW/a`Ybhc`"

=W`g]Y`Y`X]Yg]Yb`5`b]fU]`Z0f`SSSSS"

=bX]W]f`ei`Y`Yg]h]g]Zcfa`U]n]U`b`Xc`U`gc`]V]i`X`Yb`bca`VfY`XY`SSSSSS"

9`g]c]m]Zcfa`U]n]U`b`Xc`U`gc`]V]i`X`Yb`bca`VfY`XY`SSSSSS"

8]Yg]Y`=bZcfa`U]cb`k`j]fX]j`Yf]fU`j]W`V`U`b`XY`h`i`

=bX]W]f`ei`Y`U]bZcfa`U]i`b`Yg]V`bZ]X]Yb]V]U`m]bc`g]Y`f]Y`Y`Uf]1]U]h]f]W]f]cg`

@U]bZcfa`U]i`b`Yg]V`bZ]X]Yb]V]U"

? 0bbYb`G]Y`a`j`f`Y]bY`6`Yg]h]h]i`b]Z0f`XYb`5`b]fU]`[`YVYb3

DYX]f`i`b`fYg]i`UfXc`XY`U`gc`]V]i`X`

~Di`YXY`XUf`a`Yi`b`fYg]i`UfXc`XY`U`gc`]V]i`X3

## 8cW/a Ybhcg!`8Uhc]gdYf]gcbU`Yg

=ba ][ fUM]i b  
8cW/a Ybhcg



5`Ya 1b

# =ba ][ fUM]i b 8cW/a Ybhcg

K ]Y\Y]»Yb'G]Y3

DfY[i bHUF'UU[i ]Yb'W/a c'gY''La U

9gdUí c`

~7İ a c'gY''La Uİ gYX3

? ÇbbYb'g]Y'a ]f'V]HfY'≠fYb'; Yvi fhgcfhi bX'XUg  
; Yvi fhgXUhi a 'bYbbYb3

DfY[i bHUF'UU[i ]Yb'g' i [Uf'mgj 'ZYWUXY'bUM]a ]Ybhc

~A Y'di YXY'XW]f'g' i [Uf'mgj 'ZYWUXY'bUM]a ]Ybhcždcf  
ZJ cf3

K c'k c\lYb'G]Y3

DfY[i bHUF'UU[i ]Yb'Xİ bXYj ]j Y

~8İ bXYj ]j Yi gYX3

K ]Y'gh=afY'5XfYggY3

DfY[i bHUF'UU[i ]Yb'g' X]fYW]i b

~7i ½Ygg X]fYW]i b3

K Y'WY'GHUhgub[ Y\Öf[\_Y]h\UWYb'G]Y3

DfY[i bHUF'UU[i ]Yb'W'½Ygg' bUM]cbU]XUX

~7i ½Ygg 'bUM]cbU]XUX3

K Ubb'g]bX'G]Y' ]b'@UbXQub[ Y\_ca a Yb3

DfY[i bHUF'UU[i ]Yb'W'½Xc''Y[İ 'U'dUfg

~7i ½Xc''Y[İ 'U'dUfg3

? ÇbbYb'G]Y'a ]f'V]HfY'≠fYb'5i gk Y]gnY][ Yb3

DYX]f'UU[i ]Yb'g' 8B=

~A YXY'Ug' 8B=ždcf ZJ cf3

## 8cW/a Ybhcg! '9ghUXc'V]j ]`

### 5`Ya 1b

A Y]b': La ]`Y]bghubX' ]ghSSSSS"

=bX]Wf'hi 'YghUXc'V]j ]`

9gdUí c`

A ]YghUXc'V]j ]`YgSSSSSSSSSSSSSSS"

`YX][

9ghUXc'V]j ]`

gc`hYfc#J

j Yf\Y]fUyh

9ghUXc'V]j ]`

WgUXc#J

[ YfYbbh

9ghUXc'V]j ]`

gYdUFUXc#J

# ba ] [ fUM]i b 8cW/a Ybhcg



[ YgW]YXYb  
9ghUxc`Vlj ]`

X]j cfV]UXc#U

ni gJa a Yb`VYbX  
9ghUxc`Vlj ]`

Vc\UM]HUbHY

]b`Y]bYf`Y]b[ YfU[ YbYb`DUfHbYfg\UZh  
9ghUxc`Vlj ]`

Yb i b]i b`Vlj ]`

i bj Yf\Y]fUHYg`DUWF  
9ghUxc`Vlj ]`

dUFY`U`XY`\`YWc

]b`Y]bYf`DUfHbYfg\UZh  
9ghUxc`Vlj ]`

dUFY`U`XY`\`YWc

j Yfk ]Hk Yh  
9ghUxc`Vlj ]`

j ]i Xc#U

< UWyb`G]Y? ]bXYf3  
DFY[ i bHUF`U`U[ i ]Yb`g]`h]YbY`\`cg

~H]YbY`i ghX`\`cg3

G]bX`G]Y`J Yfgcf[ Yf`Zof`k Y]HYfY`DYfgcbYbž`X]Y`a ]h  
=>bYb`VYb3  
DFY[ i bHUF`U`U[ i ]Yb`g]`fYg]XY`Vzb`dYfgcbUg`U`g`Wf[ c

~F Yg]XYb`Vzb`i ghX`dYfgcbUg`U`g`Wf[ c3

=W`a`O`WY`[ YfbY`ni`a`Y]bYf` : Ua ] ]Y`n]Y\Yb`  
=>X]Wf`h` ]bHYbV]i b`XY`fYU[ fi dUF`U`h` `ZLa ]`]U

A Y[ i ghUfEU`fYU[ fi dUF`U`a ]`ZLa ]`]U

## 8cW/a Ybhcg!`9a dUXfcbUfgY

5`Ya`Yb

=W`k`ofXY`a ]W`[ Yfb`U`g`5`bk`c`bYf`fY[ ]gf]YfYb  
`UggYb`  
=>X]Wf`ei`Y`ei ]YfYg`Ya`dUXfcbUfHY

9gdUf`c`

A Y[ i ghUfEU`Ya`dUXfcbUfa`Y`

K`Y`WY`8c`\_i`a`YbHY`gc`` ]W`a` ]Hf]b[ Yb3  
DFY[ i bHUF`ei`A`XcW/a`Ybhcg`h]YbYg`ei`Y`dfYgYbHUF

~E`i`A`XcW/a`Ybhcg`HYb[ c`ei`Y`dfYgYbHUF`3

# =ba ][ fUM]i b 8cW/a Ybhcg



; ]VhYg'5 ba Y'XY[ WØ\fyb3  
DfY[ i bHUF'gj'YI ]ghYb'fUgUg'XY'Ya dUXfcbUa ]Ybhc

~ < Umei Y'dU[ Uf'fUgUg'XY'Ya dUXfcbUa ]Ybhc3

⇒W'V]b'ni a '5 ba Y'XYb'XYg'K c\bg]hYg'\]Yf"  
⇒bX]WUf'ei Y'ei ]YfYg'fY[ ]g'fUf'hi 'Xca ]W]c"

J Yb[ c'U'fY[ ]g'fUf'a ]'Xca ]W]c"

⇒W'a ØW'HY'a ]W'ZØf'Y]b': Øfi b[ gnYi [ b]g  
Uba Y'XYb"

J Yb[ c'U'gc`]W]fUf'i b'W'fH]Z]WUXc'XY'Vi YbU'VæbXi VæU'

⇒bX]WUf'ei Y'ei ]YfYg'gc`]W]fUf'i b'W'fH]Z]WUXc'XY'Vi YbU'VæbXi VæU'

⇒W'a ØW'HY'Y]bY'5i ZYbH'U'fUg' Yb\Aa ][ i b[  
VYubfU' Yb"

A Y[ i g'fUf'ÉU'gc`]W]fUf'i b'dYfa ]gc'XY'fYg]XYbV]U'

⇒bX]WUf'ei Y'ei ]YfYg'gc`]W]fUf'i b'dYfa ]gc'XY'fYg]XYbV]U'

## 8cW/a Ybhcg! 'GY[ i fc'XY'gU]i X

### 5`Ya Yb

⇒W'k ØfXY' [ YfbY'Y]b[ ]Y': fU' Yb'ni f  
? fUb\_Ybj Yfg]WXYfi b[ 'gY'`Yb"

⇒bX]WUf'ei Y'h]YbYg'dfY[ i bHug'gc'VfY'Y'gY[ i fc'XY'gU]i X

### 9gdU' c`

HYb[ c'U[ i bUg'dfY[ i bHug'gc'VfY'Y'gY[ i fc'XY'gU]i X"

6 fU WXY' ]W' Y]bY'df]j UY'? fUb\_Ybj Yfg]WXYfi b[ 3  
DfY[ i bHUF'gj'b'W'Wg]fUg'i b'gY[ i fc'XY'gU]i X'df]j UXc

~ B'W'Wg]hc'i b'gY[ i fc'XY'gU]i X'df]j UXc3

K Uj'ØVYfb]a a hX]Y'? fUb\_Ybj Yfg]WXYfi b[ 3  
DfY[ i bHUF'dcf`'U'VæVYfhi fU'XY'gY[ i fc

~ E i Å'W'VfY'Y'gY[ i fc'XY'gU]i X3

? fUb\_Yb\U g] WØ\fyb  
9'Ya d'c'XY'VæVYfhi fU'XY'gY[ i fc'XY'gU]i X

HUgUg'\cgd]fU'Uf]Ug

: U'W'Uf'nh\_cgYb  
9'Ya d'c'XY'VæVYfhi fU'XY'gY[ i fc'XY'gU]i X

< cbcfUf]cg'XY'a Å'X]W'g'Ygd'W]U]g'fUg

8 ]U[ b'cgY'hYg'g  
9'Ya d'c'XY'VæVYfhi fU'XY'gY[ i fc'XY'gU]i X

Dfi W'Ug'X]U[ b'i g]f'W'g

7 \]fi f[ ]g'WY'9]b[ f]ZY  
9'Ya d'c'XY'VæVYfhi fU'XY'gY[ i fc'XY'gU]i X

⇒b'hY'fj YbV]cbYgei ]f'Öf'f'W'g

# =ba ][ fUM]i b 8cW/a Ybhcg

DgnM]Uhf]gWY'6\Ubx i b[  
9`Ya d`c`XY`W`VYfhi fUXY`gY[i fc`XY`gJi X

HfUHa ]Ybhc`dg]ei ]Yf]M`

NUbW\Ubx i b[ Yb  
9`Ya d`c`XY`W`VYfhi fUXY`gY[i fc`XY`gJi X

HfUHa ]YbhcgXYbHU Yg

5 i [ YbW\Ubx i b[ Yb  
9`Ya d`c`XY`W`VYfhi fUXY`gY[i fc`XY`gJi X

HfUHa ]YbhcgcZUa c`i [ ]W`g

## 8cW/a Ybhcg! J ]gUXc

### 5`Ya 1b

K Ufi a `j Yf Ub[ Yb`G]Y`Y]b`9]bfY]gY] ]g a 3  
DFY[i bhUF`U`U[ i ]Yb`dcf`ei A`gc`]M]H]i b] ]gUXc`XY`YbhfUXU

### 9gdUf c`

~ Dcf`ei A`gc`]M]H]Y j ]gUXc`XY`YbhfUXU3

6fU WY`]W`Y]b`J ]g a zi a `@ubXOni `VYg WYb3  
DFY[i bhUF`g]`bYWg]h]g]i b] ]gUXc`XY`YbhfUXU`dU`g

~ B`Wg]hc`i b] ]gUXc`dUFUj ]g]HUF`fdU`g]3

K ]Y`\_Ubb`]W`a Y]b`J ]g a `j Yf Ab[ Yfb3  
=bZcfa UfHY`XY`W`a c`La d`]UF`hi `j ]gUXc

~ 7I`a c`di YXc`La d`]UF`a ]j ]gUXc3

K Ufi a `]gha Y]b`J ]g a `UM[ Y`Y`bhk cfXYb3  
DFY[i bhUF`dcf`ei A`gY`\Uf`W`U`hUXc`hi `gc`]M]H`X`XY]j ]gUXc

~ Dcf`ei A`gY`\Uf`W`U`hUXc`a ]`gc`]M]H`X`XY]j ]gUXc3

? Ubb`]W`Y]b`Y`XU` Yf\UZY`5 i ZYb\U`hg[ YbY\`a ]][ i b[  
VYUbfU[ Yb3  
DFY[i bhUF`g]`di`YXYg`gc`]M]HUF`U`fYg]XYbV]U`dYfa UbYbHY`Yb`Y`dU`g

~ Di`YXc`gc`]M]HUF`U`fYg]XYbV]U`dYfa UbYbHY3

## 8cW/a Ybhcg! `DYfa ]gc`XY`W`bXi V]f

### 5`Ya 1b

A i gg]W`a Y]b`5 i hc`bYi `Uba Y`XYb3  
DFY[i bhUF`g]`h]YbYg]ei Y`W`a V]UF`U`a Uf`E`W`U`XY`W`W`Y`

### 9gdUf c`

~ HYb[c`ei Y`W`a V]UF`U`a Uf`E`W`U`XY`W`W`Y`3

=W`a O`W`Y`V]H]Y`Y]b`Y`Ni `Ugg b[ `Z`f`a Y]b`5 i hc  
VY`\_ca a Yb"  
=bX]W]f`ei Y`ei ]YfYg`a Uf]W`U`f`hi `j Y`E`W`c

A Y[i g]Uf`E`U`a Uf]W`U`f`a ]j Y`E`W`c"

# =ba ][ fUM]i b 8cW/a Ybhcg



=gha Y]b: Ø\fyfgWY]b\]Yf[ Øh[ 3 DfY[ i bhUf'dcf"Uj U]Xyn:XY'h 'dYfa ]gc:XY'VtbXi V]f'Uei É3	~9gj ½]Xc'a ]'dYfa ]gc:XY'VtbXi V]f'Uei É3
=W'a ØWY'Y]bYb'dfcj ]gc:f]gWYb: Ø\fyfgWY]b VYubfU] Yb" Gc`]V]Uf'i b'dYfa ]gc:XY'VtbXi V]f'dfcj ]g]cbU	A Y[ i ghUÉU]gc`]M]Uf'i b'dYfa ]gc:XY'VtbXi V]f'dfcj ]g]cbU
=W'a ØWY'a ]W'ZØSSSSS'Uba Y'XYb" =bX]W]f'ei Y'ei ]YfYg]bgW]V]fY'Yb'Y'Yi Ua Yb:XY'VtbXi V]f	A Y[ i ghUÉU]bgW]V]fa Y'Yb'SSSSSSSSSSS"
XYb'H\Ycf]YH] H]dc:XY'Yi Ua Yb	Y'Yi Ua Yb'h]i f]W
XYb'dfU_h]gWYb:HY] H]dc:XY'Yi Ua Yb	Y'Yi Ua Yb'df'W]W
=W'k ØfXY[ YfbY'SSSSSS']b'a Y]bYa : Ø\fyfgWY]b AbXYfb" =bX]W]f'ei Y'ei ]YfYg]W]a V]Uf'U[ i bcg]XUhcg:XY'h 'dYfa ]gc:XY'VtbXi V]f	A Y[ i ghUÉU]W]a V]Uf'SSSSSSSSSSSSS'XY'a ]'dYfa ]gc:XY'VtbXi V]f"
X]Y'5 XfYggY 8 Uhcg'ei Y'gy'dcXfÉU]b'W]a V]Uf	`UX]fYW]i b
XYb'B Ua Yb 8 Uhcg'ei Y'gy'dcXfÉU]b'W]a V]Uf	Y' bca VfY
XUg: chc 8 Uhcg'ei Y'gy'dcXfÉU]b'W]a V]Uf	`U'Zchc[ fUÉU
=W'a ØWY'\ØYfY? UY[ cf]Yb'ni 'a Y]bYa : Ø\fyfgWY]b\]bni ZØ] Yb" =bX]W]f'ei Y'ei ]YfYg]U] UX]f'W]Y[ cfÉU]gg' dYf]cfYg]U'h 'dYfa ]gc:XY'VtbXi V]f	A Y[ i ghUÉU]U] UX]f'W]Y[ cfÉU]gg' dYf]cfYg]U'a ]'dYfa ]gc:XY'VtbXi V]f"
=W'a ØWY'V]H]Y'a Y]bYb: Ø\fyfgWY]b'YfbYi Yfb" =bX]W]f'ei Y'ei ]YfYg]fYbcj Uf'h 'dYfa ]gc:XY'VtbXi V]f	A Y[ i ghUÉU]fYbcj Uf'a ]'dYfa ]gc:XY'VtbXi V]f"
=W'a ØWY'V]H]Y'Y]bYb'SSSSS': Ø\fyfgWY]b YfgYmYb" =bX]W]f'ei Y'bYW]g]U]g]i b'dYfa ]gc:XY'VtbXi V]f'bi Yj cZdcfei Y	B YW]g]hc i b'dYfa ]gc:XY'VtbXi V]f'bi Yj cZdcfei Y SSSSSSSSSSSSSSSS"

# =ba ][ fUM]i b 8cW/a Ybhcg



j Yf cfYbYb

`c\YdYfX]Xc

DfcV Ya UgVtb Y dYfa ]gc XYVtbXi V]f

[ Ygtr\`YbYb

a Y`c\Ub'fcVUXc

DfcV Ya UgVtb Y dYfa ]gc XYVtbXi V]f

VYgWAX][ H]b

gY\UXU' UXc

DfcV Ya UgVtb Y dYfa ]gc XYVtbXi V]f

=W'a ÒWY' [ Y[ Yb'a Y]b': U\j YfVchK ]XYfgdfi W  
Y]b`Y[ Yb"

A Y[ i gUfÉU'fYW'ff]f`U'fY]fUXUXY'a ]dYfa ]gc XY  
VtbXi V]f"

=bX]W]f'ei Y'ei ]YfYg'fYW'ff]f`U'fY]fUXUXY'hi dYfa ]gc XYVtbXi V]f

## 8cW/a Ybhcg! 'BUM]cbU]XUX

5`Ya 1b

9gdU' c`

=W'a ÒWY'X]Y'@UbXYg 5XY\_h]j Q  
GhUhg]b[ \Óf][ \_Y]hVYubfU[ Yb"

A Y[ i gUfÉU'gc ]M]fU'`U'bUM]cbU]XUX SSSSSSSSSSSSSSS"

=bX]W]f'ei Y'ei ]YfYg'dYX]f`U'bUM]cbU]XUX

K c`\_Ubb ]W'a ]W'ZÓ'XYb'ÓGdfUMYQH]gh  
Uba YXYb3

~8i bXY'di YXc ]bgM]V]fa YYb Y`Yi Ua Yb`XY'f]X]ca UŁ3

=bZcfa UfY'XY'X' bXY'di YXYg]bgM]V]fY'Yb'i bUYi Ua Yb`XY'X]ca U

=W'\UY'Y]b`Y]bk UbXZf]Yg': Øfi b[ gnYi [ b]g'

Bc'hYb[ c'UbhWXYbH]gdYbUYg'

=bX]W]f'ei Y'bc'h]YbYg'UbhWXYbH]gdYbUYg'

=W'\UY'X]Y' [ YZcfXYfYb? Ybbhb]ggY' ]b'ÓGdfUMYQ

A ]b]j Y`XY'f]X]ca UŁYgY`fYei Yf]Xc"

=bX]W]f'ei Y'h]YbYgY`b]j Y`XY'X]ca UfYei Yf]Xc

=W'a ÒWY' [ Yfb`Y]bYb'@UbXYg\_i bXY!HYghØVf  
@UbXQVi WYb"

A Y[ i gUfÉU']bgM]V]fa YYb Y`Yi Ua Yb`XY'W'hi fU[ YbYfU  
XY'fUÉg'

=bX]W]f'ei Y'ei ]YfYg']bgM]V]fY'Yb`Y`Yi Ua Yb`XY'W'hi fU[ YbYfU`XY`dUÉg'XY'XYg]bc

K ]Y'\cW'g]bX'X]Y'; WØfYb'ZÓ'XYb  
GhUhg]b[ \Óf][ \_Y]hg 5 b]fU[ 3

~7i 1/2Yg]cb`Ug]h]g]XY`Ugc ]M]h X'XY'bUM]cbU]XUX3

=bZcfa UfY'gcVfY`Ug]h]g]XY`Ugc ]M]h X'XY'bUM]cbU]XUX



=ba ][ fUM]i b  
8cW/a Ybhcg



A Y]b'9\YdUfHbYf'jgñB U]cbU]hAg 5 XY\_hj Q  
=bX]Wf~U'bUM]cbU]XUX'XY'h 'Wbni [Y

A mWbni [Y'YgV] XUXbc#U'fUM]cbU]XUX'