

⇒a a][fUh]cb
5higi XYfY



5higi XYfY! 'l b]j Yfg]hYh

8Ubg_

>Y['j]' [YfbY]bXg_f]j Yg'dÁ`Yhi b]j Yfg]hYh'
5 b[]j `UhXi '[YfbYj]']bXg_f]j Yg

Gj Ybg_

>U['j]' `Uba À`U'a]['h`' i b]j Yfg]hYh'

>Y['j]' [YfbY`gQ[Y`ZU[YhSSSSSSSSSSSSSS"
5 b[]j `UhXi '[YfbYj]' `gQ[Y`YhZU[

>U['j]' `Uba À`U'a]['h`' `Yb`SSSSSSSSSSSS"

VUWYcf
: U[

_UbX]XUh_i fg

_UbX]XUghi XYfYbXY
: U[

Uj UbWfUX`_i fg

d\"X"!gh XYfYbXY
: U[

Xc_hcfUbX_i fg

Z `Xh]Xg
: U[

Z ``h]Xg_i fg

XYh]Xg
: U[

XYh]Xg_i fg

cb`]bY
: U[

cb`]bY_i fg

>Y['j]' [YfbY`gh XYfY`dÁ`XYhY`i b]j Yfg]hYh]
SSSSSSSSSSSS"
5 b[]j `j cf`Ub[`X]b`i Xj Y_g]b[`Yf

>U['g_i ``Yj]' `U`gh XYfU`dÁ`Yfhi b]j Yfg]hYh]`SSSSSSSS"

YhgYa YghYf
@Ãb[XY`UZcd\c`X`j YX`i XYb`UbXg_`i b]j Yfg]hYh

Yb`hYfa]b

Yhgi X]YÁf
@Ãb[XY`UZcd\c`X`j YX`i XYb`UbXg_`i b]j Yfg]hYh

Yh`ÁgÁf

<j UX`Yf`UFVY`XgfYgf]_h]cbYfbY`Zcf`gh XYfYbXY3
GdÔf[`ca `UFVY`XgfYgf]_h]cbYf`Zcf`gh XYfYbXY

J UX`Áf`XYh`ZÔf`UFVYhg]Y[f`Ábgb]b[Uf`ZÔf`gh XYb`hYf`3

=a a][fU]cb 5higi XYfY



G_U`Y[j]gY`cd]Yf`UZXY`cf][]bUY`Xc_i a YbhYf
Y`Yf`gY`j Y`XY`cf][]bUY`Xc_i a YbhYf3
GdÔf[`ca `Xi `g_U`UZ`Yj YfY`XY`cf][]bUY`dUd]fYf`Y`Yf`V`ch`cd]Yf

A ÁghY`U[j]gU`cf][]bUY`Xc_i a YbhYb`Y`Yf`_cd]cf`Uj
cf][]bUY`Xc_i a YbhYb3

<j UX`Yf`cd]U[Y`gY`g_fUj YbY`h`i`i b]j Yfg]hYhYh3
<j UX`Vfi [Y`g`bÁf`Xi `UbgÔ[Yf`ca `cd]U[Y`gY`dÁ`i b]j Yfg]hYhYh

J]`_U`Áf`VÁ`Ôf][\Yrg_fUj Yb`ZÔf`i b]j Yfg]hYhYh3

GYbXYf`=a][`Yb`Zcfa Y`cd]U[Y`gY`VY`fÁ`Z`Y`gY3
GdÔf[`ca `Xi `j]` `a`cX]U[Y`Yb`Zcfa Y`cd]U[Y`gY`gY`fÁ`Z`Y`gY

? ca a Yf`b]`U`hig`_W`U`Y`h`Zcfa Y`h`Yf`V`i` XUbXY3

; UfUbhYfYf`i b]j Yfg]hYhYh]bX`_j UfYf]b[3
GdÔf[`ca `i b]j Yfg]hYhYh]`VmX`Yf`]bX`_j UfYf]b[

; UfUbhYfUf`i b]j Yfg]hYhYhVcYbXY3

=bXY`c`XYf`ZU[Yhic[gÁ`Yb`dfU`_h`_dYf]cXY3
GdÔf[`ca `X]bY`i b]j Yfg]hYhYhZU[`]bXY`c`XYf`Yb`dfU`_h`_dYf]cXY

=bbYZU]Uf`_i fgYb`Yb`dfU`_h`_dYf]cX3

9f`XYf`ca`_cg]b]b[Yf`j YX`U`higi XYfY`gca
i Xj Y`_g]b[ggh XYfYbXY`dÁ`XYhY`i b]j Yfg]hYhYh3
GdÔf[`ca `Xi `Yf`bÔX`hi]` `Uh`VYU`Y`Zcf`U`higi XYfY`gca `i Xj Y`_g]b[ggh XYfYbXY`dÁ`XYhY`i b]j Yfg]hYhYh

A ÁghY`U[žgca `i hV`nt]Yggh XYb]z`VYU`U`hYfa]bgJ []ZhdÁ
X]hhi b]j Yfg]hYhYh3

<j cfXUb`_Ub`Y[`ZÔ[Y`a]b`UbgÔ[b]b[g`ZfYa [Ub[3
GdÔf[`j cfXUb`Xi `Ub`gY`X]b`UbgÔ[b]b[g`ZfYa [Ub[

<i f`_Ub`U[`ZÔ`U`i h] YW`_]b[Yb`Uj `a]b`UbgÔ`Ub3

<j UX`Yf`gdfc[_fUj YbY3
GdÔf[`]bX`h` `j]`_Y`_fUj `h` `gdfc[`XYf`g_U`_cd`Zm`XYg`Zcf`U`i` bbY`V`j Y`cd]U[YhdÁ`i b]j Yfg]hYhYh

J]`_U`Áf`gdfÁ`_fUj Yb3

<j cfXUb`Yf`SSSSSSSSSSSS`gng]Ya Yh3
GdÔf[`h` `]bZcfa U]cb`ca `gng]Ya Yh

<i f`Z`b[YfUf`SSSSSSSS`3

gi X]Ydc]bh
J i fXYf]b[gng]Ya

dcAb[gng]Ya Yh

VYXÔa a YgY
J i fXYf]b[gng]Ya

VYm]gg]h]b]b[Yb

: Áf`Y[`Yb`U`UXYa]g`_i Xg`_f]Zhg]Xgh]`a]h
i Xj Y`_g]b[gcd`c`X3
GdÔf[`ca `Xi `g]Xgh]`X]hi Xj Y`_g]b[gcd`c`X`j]`ZÁ`Yb`U`UXYa]g`_i Xg`_f]Z

: Áf`U[`Yb`_cd]U`Uj `a]b`U`U`UXYa]g`_U`fYg `h`h]`gi`h`h]U
a]hhi hV`nt]Y3

⇒ a a][fU]cb 5hgi XYfY

< j cfXUb`Yf`i bXYfj]gb]b[gZcfa Yb3
GdÔf[`h` `i bXYfj]gb]b[gZcfa Yb

< i f`Áf`i bXYfj]gb]b[Yb3

9f`XYf`SSSSSSSSSSSSSS`3
GdÔf[`h` `i bXYfj]gb]b[gZcfa Yb

:]bbgXYh`SSSSSSSS3

ZcfY`Ágb]b[Yf
? i fgj gmdY

ZÔfY`Àgb]b[Uf

gYa]bUfYf
? i fgj gmdY

gYa]bUf]Yf

i bXYfj]gb]b[
? i fgj gmdY

\UbX`YXb]b[

_cbZYfYbWf
? i fgj gmdY

_cbZYfYbgYf

< j]`_Y`ZU[`h`VmXYg`dÁ`gca a Yfg_c`Y3
GdÔf[`ca `]bZcfa U]cb`ca `XY`ZU[`XYf`h`VmXYg`dÁ`gca a Yfg_c`Y

J]`_U`_i fgYf`YfV`i Xg]`gca a Ufg_c`Ub3

< j cfbÁf`UZ`c`XYg`Y_gJa]bYfbY3
GdÔf[`j cfbÁf`XYf`Yf`Y_gJa]bYf

BÁf`Áf`hYbHudYf]cXYfbU3

< j cf`_Ub`Y[`Z]bXY`]bZcfa U]cb`ca `ZU[YbY3
GdÔf[`j cf`Xi ` _Ub`Z]bXY`]bZcfa U]cb`ca `ZU[YbY

J Uf`_Ub`U[\]H]U]bZcfa U]cb`ca `U`U`H`[`Áb[`]U
_i fgYf`3

9f`XYf`Yb`gdcfng\U`dÁ`i b]j Yfg]hYhY3
GdÔf[`ca `XYf`Yf`Yb`gdcfng\U`dÁ`i b]j Yfg]hYhY

< Uf`i b]j Yfg]hYhYb`]Xf`chngUb`Á[[b]b[`3

< j cfXUb`_Ub`Y[`XY`hU[Y`]`gi XYbhYfZcfYb]b[Yf3
GdÔf[`j cfXUb`Xi ` _Ub`XY`hU[Y`]`gi XYbhYfZcfYb]b[Yf

< i f`_Ub`U[[`Á`a`YX`]`gi XYbhZÔfYb]b[Uf`3

< j UX`Yf`XYb`Ubg`ÁXY`Y`Yca _cgb]b[`]`O`mCB
GdÔf[`YZ`Yf`XY`Ubg`ÁXY`Y`Yca _cgb]b[Yf`]`VmYb

< i f` \Ô`U`Áf`Y`j bUXg_cgbUXYfbU`]`G`H`X`CB

5hgi XYfY!`Gdfc[_i fgYf 8Ubg_

Gj Ybg_

⇒ a a][fUh]cb 5hgi XYfY



< j] _Y'gdfc[_Ub'Y['g]i XYfY'dÁ'g_c`Yb3
GdÔf[`v]] _Y'gdfc[`Xi _Ub'g]i XYfY'dÁ'g_c`Yb

J] _U'gdfÁ _Ub'U['g]i XYfU'dÁ'XYbbU'g_c`Ub3

9f'XYf'Yb'd'UWF]b[gY'g]iZcf'UhVYXÔa a Y'a]h
b]j YU 3

:]bbgXYhY'h]Y'g]i'U[_Ub'U'ZÔf'UhVYXÔa U'a]b'b]j Á3

GdÔf[`ca `XYf'Yf'Yb'd'UWF]b[gY'g]iZcf'UhVYXÔa a Y'X]hb]j YU

? Ub'Y['g_]ZHY'h`YhUbXYhb]j YU `v]]gXYb'Y[
XY'U[Yf']]_Y'dUggYf'h`a][3

? Ub'U[`VntU'b]j Á'ca `U[]bh'Áf'bÔX'a YX'XYb'U[[Áf]3

GdÔf[`ca `Xi _Ub'g_]ZHY'b]j YU `v]]gXi]_Y'Yf'h`ZFYXga YX'XYhXi `XY'U[Yf']

< Uf'Xi `Yb'XYhU `YfYhVYg_f]j Y'g]'UZ'ZU[Yh3

:]bbgXYhYb'XYhU `YfUX'VYg_f]j b]b[`Uj `i fgYb3

GdÔf[`ca `XYf'Yf'Yb'XYhU `YfYhVYg_f]j Y'g]'UZ'ZU[Yh

< j UX'Yf'XYhia U_g]a UY'UbU'XY'U[YbXY'g]i XYfYbXY
df''ZU[3

< i f'a Áb[U'g]i XYbhYf'Uf' `i fgYb'a U]a U'h]b3

GdÔf[`v] UX'XYhia U_g]a UY'UbU'UZ'XY'U[YbXY'g]i XYfYbXY'Yf'df''ZU[

< j] _Y'ZUW]jHYf'Z]bXYg'XYf'dÁ'g_c`Yb3

J] _U'c'_U'Ub'Á[[b]b[Uf'Z]bbgXYh]'g_c`Ub3

GdÔf[`v]] _Y'ZUW]jHYf'XYf'Z]bXYg'dÁ'g_c`Yb

5 ffUb[YfYf' =c[gÁ'Y_g_i fg]cbYf3

5 ffUb[YfUf'g_c`Ub'cW'gÁ'i hZm_hYf3

GdÔf[`ca `g_c`Yb'c[gÁ'UffUb[YfYf'Y_g_i fg]cbYf

< j] _Y'dfc[fUa a Yf'h`VnXYg`Yf3

J] _U'dfc[fUa `YfV'1 Xg3

GdÔf[`v]] _Y'dfc[fUa a Yf'XYf'h`VnXYg

5hgi XYfY! 'Gh]dYbX]Yf

8Ubg_

>Y[`Yf`Yf`Zcf'UhgdÔf[Y'h`a i `][`YXYfbY'Zcf
gh]dYbX]Yf

GdÔf[`YZHYf'a i `][`YXYfbY'Zcf'gh]dYbX]Yf

Gj Ybg_

>U[`Áf`Áf`ZÔf'UhhZÁ[U'ca `Z]bUbg]Yf]b[ga Ô`][`YHYf''

< j] _Y'cf[Ub]g]h]cbYf' _Ub'Z]bUbg]YfY'a]hgi X]i a 3

J] _U'cf[Ub]g]h]cbYf' _Ub'Z]bUbg]YfU'a]bU'g]i X]Yf3

GdÔf[`YZHYf`v]] _Y'cf[Ub]g]h]cbYfz'XYf' _Ub'Z]bUbg]YfY'X]hgi X]i a

>Y[`Uf'Vfi [`Zcf'Ô_cbca]g_`Á'd'h`
SSSSSSSSSSSS"

>U[`VÁ'Q Yf Y_cbca]g_`Á'd'ZÔf' SSSSSSSSS"

5 b[]j `UhXi `Uf'Vfi [`Zcf'Ô_cbca]g_`Á'd

=a a][fU]cb 5higi XYfY



gi X]Y[YVmfYf

g_c`Uj []ZYf

GU[YfzXi ` \Uf`V\cj `Zcf`Ô_cbca]g_`g`Ôth`h`

`Yj Yca _cgfb]b[Yf

a]bU`Yj bUXg_cgfbUXYf

GU[YfzXi ` \Uf`V\cj `Zcf`Ô_cbca]g_`g`Ôth`h`

VÔfbYdUgb]b[

VUfbca gcf[

GU[YfzXi ` \Uf`V\cj `Zcf`Ô_cbca]g_`g`Ôth`h`

<j]`_Y`gU[g`g]dYbX]Yf`Yf`h` [Âb[Y][Y3

J]`_U`hmlYf`Uj `g]dYbX]Yf`Z]bbgXYh3

GdÔf[` \j]`_Yb`gU[g`g]dYbX]YfzXYf`Yf`h` [Âb[Y][Y

5higi XYfY! ; cX_YbXYgy`UZi XYb`UbXg_Yi XXUbbY`gyf

8Ubg_

Gj Ybg_

>Y[]]` [YfbYj U]XYfY`a]hUZgi HhYbXY

>U[`g_i ``Yj]`_Uj U]XYfU`a]hYi Ua YbgVj]g]`OubXYh

Y_gLa YbgVj]g]`OubX

5 b[]j `UhXi ` [YfbYj]] U]XYfY`X]hUZgi HhYbXY`Y_gLa YbgVj]g]`UbXYh

< Uf`=Yb``]gh`cj Yf`Wfh]Z]WfYXY`cj YfgÂHhYfY`Zcf

:]bbgXYhYb``]ghU`Q Yf`U`U`Wfh]Z]YfUXY`Q YfgÂHhYfY`Zcf

@dfc[]

@df`A`]

GdÔf[`ca `XYf`Yf`Yb``]gh`cj Yf`Wfh]Z]WfYXY`cj YfgÂHhYfY`]XYhgdfc[`Xi ` \Uf`V\cj `Zcf

<j cf`_Ub`Y[`Z`Yh`_j]j UYbgWfh]Z]_Uh3

J Uf`_Ub`U[`Z`Yh`_j]j AfX][hWfh]Z]_Uh3

GdÔf[` \j cf`Xi ` _Ub`Z`Yh`_j]j UYbgWfh]Z]_Uh