



IEST7200

8Ya mgh]zn]b['9bj]fcb a YbH U``@Uk .: fca 'F Y[i 'Uh]cb'hc
F][\hg'cZB Uhi fY

HYfa 'H\ fYY``##'&\$&\$

7ci fgY`Cj Yfj JYk

GHJZ7cbHJWk8

7 ci fgY'8YHJ]`g

7 fYX]hDc]bqg`*`

Gi a a UfmicZ\hY'7 ci fgY

F Y[]a Yg'cZYbj]fcb a YbhU''Uk`gYfj Y'Ug'U'i V]ei]hci g'VUW_[fci bX'hc'U'a cghU''Ybj]fcb a YbhUbx'gcWYfm
fY'U]hcbg'UbX'WU'Yb[]Yg'H\]g'Wci fgY'gYY_g'hc'fYbXYf'hYgY'fY[]a Yg'i bXYfghUbxUV'Y'hc'ghi XYbqg'Zca`U
j Uf]YhmicZVUW_[fci bXgZ'YI d'cf]b['U'j Uf]YhmicZ'Y[U'j Y\]WYgZ'WcbW'dhgZ'UbX']bgh]h' h]cbg'Zcf'UXXfYgg]b[
 \i a Ub']bhYffY'U]hcbg\]dg'k]h' #b'h\Y]f'YWc'gmgh'Ya g'' #h'Y'dfcW'ggZ'mci`k]''YUfb'UVci h'h\Y'k cf_]b[gZ
cddcfh' b]h]YgZ'UbX''ja]hg'cZX]ZYfYbhUgdYW'g'cZ'hYgY'fY[]a Yg'hc'\Y'd'YbUV'Y'mci`Ug'YZZ'W]j Y
Ybj]fcb a YbhUbx'gcWYfm'YUXYfg'UbX'WU'Ub[]Y!a U_Yfg''Mci`k]''YI d'cfY'5i g'fU']Ub''Uk`Ug'U'gdf]b[VcUfX
Zcf'i bXYfghUbx]b[]bhYfbU]hcbU'UbX'h'UbgbU]hcbU'UddfcUW'Yg'hc'Ybj]fcb a YbhU''Uk`Z'k]h'U'ZcW'g'cb
Ya Yf[]b[''Y[U'j Y\]WYg'Zcf'XYU']b[`k]h']bW'YUg]b[`m"ZYfW''Ybj]fcb a YbhU'dfcV'Ya g''

7 ci fgY'@YUfb]b[`Ci hWca Yg

- %` 9I d'cfY'UbX'UbU'mgY'h\Y'fUb[Y'cZ'Y[U''UddfcUW'Yg'UbX']bgh]h' h]cbg'Wca a cb'mi gYX'hc'[cj Yfb
Ybj]fcb a YbhUbx'gcWYfm]ggi Yg
- &" 7 f]h]WU''mYj U'i UH' \ck`h\Y''Uk`Z'Ua YgZ'W'YU'YgZ'UbX'dchYbh]U'mia]h[UH'g'gcW]U'UbX
Ybj]fcb a YbhU''WU'Yb[Yg
- ' " 8Yj Y'cd'Ub'i bXYfghUbx]b[`cZVch'cdYb]b[g'UbX'VUff]Yfg'hc'a cV']g]b['Ybj]fcb a YbhU''X]a Ybg]cbg
cZ'Uk`UbX''Y[U'']bgh]h' h]cbg']b'Ybj]fcb a YbhU''YUXYfg\]d
- (" 7 ca a i b]W]h' h\Y'cddcfh' b]h]Yg'UbX'WU'Yb[]Yg'cZ'Y[U''UddfcUW'Yg'hc'Ybj]fcb a YbhU'dfcV'Ya g']b
U'j Uf]YhmicZ'Zcfa Uhg'hc'X]j YfgY'Ui X]YbW'g
-)" 9I \]V]hU'\] [\`Yj Y''cZdYfgcbU'Ui hcbca m'UbX'UW'Wci b'UUV']]mi]b`_bck`YX[Y'UbX'g_]''UWci]g]hcb
h'fci [\`]bhY[fU]b[`Wci fgY'WcbW'dhg']bhc']bXYdYbXYbhgW'c'Uf'mfYgYUfW

HYUW]b[`GhfUH[]Yg`

#'cfXYf'hc'a U]]a]gY'mci fYb[U[Ya Ybhk]h' Ybj]fcb a YbhU''Uk`UbX']hg'k cf_]b[gZ'hYUW]b[]b'h\]g'Wci fgY
k]''YUX'mci`h'fci [\`gYa]!ghf' W' fYX'X]gW'gg]cbg'cZ'hY'fYUX]b[gZ'hY]f'\]ghc'f]WU'UbX'h\Y'cfYh]WU'
WcbhY' hgZ'UbX'h\Y]f'fUa]Z]W]h]cbg'Zcf'\i a Ub'Ybj]fcb a YbhU''fY'U]hcbg''Mci`k]''VY'dfYdUfYX'Zcf'h\YgY'gYa]!
ghf' W' fYX'X]gW'gg]cbg'Vm'fYUX]b[`UbX'fYZYW]b[`cb'h\Y'Ugg][bYX'k cf_g']b'UXj UbW'cZYUW'WUgg
a YY]b[" H\]g'hYUW]b[`UddfcUW'\Y'dg'mci`Yb[U[YZ'Wc'gY'm'fYUXZ'i bXYfghUbxZ'Yj U'i UH'Z'UbX'Udd'm
h\Y'cfYh]WU'm'f]W' a UH'f]U'hc'fYU'!k cfX'Ybj]fcb a YbhUbx'gcWYfm]h' U]hcbg''

5ggYgga Ybh

5ggYgga YbhHUg_g'

5ggYgga YbhHUg_			

Hi fb]hb'gYhb[. H\]g'Ugg][ba Ybh]g'gi Va]hX'h'fci [\ 'Hi fb]hb'UbX'ghi XYbhg'Xc' bchgYY'Hi fb]hb
g]a]Uf]mfYdcftrg"

C b]bY'5Wlj]lm

H\fc i [\ci hñY'ñfa žgh XYbhg'k]`Yb[U[Y']b'cb]bY
fYZYW]cb'UWlj]hYg"

F Ygci fWg

DfYgWf]VYX`F Ygci fWg`

5`fYUX]b[g`UbX`c`h`Y`f`f`Ygci fWg`h`c`VY`Uj`U]UV`Y`h`c`gh`XYbh`g`j`]U`W`c`i`fgY`A`ccX`Y`g`h`"

F YWc a a YbXYX`F Ygci fWg

Mci`UfY`YI`dYW`YX`h`c`a`U`_`Y`[`ccX`i`g`Y`c`Z`h`Y`f`YUX]b[g`d`f`c`j`]X`Y`X`Z`c`f`h`Y`W`c`i`fgY`Z`UbX`h`c`f`YUX`V`Y`m`c`b`X`h`c`g`Y`a`U`h`f`]U`g`Z`c`f`m`c`i`f`U`g`g`[`ba`Y`bh`g`"i`X`Y`d`Y`b`X`Y`b`h`f`Y`g`Y`U`f`W`X`]g`Y`I`d`Y`W`Y`X`"

7ci fgY`9j`U`i`U`h`]c`b`U`b`X`8`Y`j`Y`c`d`a`Y`b`h`

D`U`g`h`Y`I`d`Y`f`]Y`b`W`X`h`c`g`h`X`Y`b`h`Z`Y`X`V`U`W`_`c`b`h`Y`I`B`G`K`_`c`b`]b`Y`g`i`f`j`Y`m`h`c`i`a`m`9`I`d`Y`f`]Y`b`W`X`h`c`g`h`Y`]a`d`c`f`h`U`b`W`X`h`c`Z`g`h`X`Y`b`h`X`c`]b[`W`c`g`Y`U`b`X`W`U`f`Y`Z`f`Y`U`X]b[`c`Z`h`Y`k`Y`Y`_`m`U`g`g`[`b`Y`X`f`Y`U`X]b[g`Z`c`Z`Y`b[U[Y`X`g`h`X`Y`b`h`d`U`f`h`W`d`U`h`c`b`]b`W`U`g`g`X`]g`W`g`g`]c`b`g`Z`U`b`X`c`Z`g`h`X`Y`b`h`]b`X`Y`d`Y`b`X`Y`b`h`f`Y`g`Y`U`f`W`X`"

Gi Va]gg]cb 'cZ5ggYgga YbhiHUg_g

Hi fb]h]b 'Gi Va]gg]cb

5 WUXYa]W< cbYgmiUbX`D`U[]Uf]ga

D`U[]Uf]ga `]g`i`g]b[`h`Y`k`c`f`X`g`c`f`]X`Y`U`g`c`Z`c`h`Y`f`g`i`U`b`X`d`f`Y`g`Y`b`h]b[`h`Y`a` `U`g`m`c`i`f`c`k`b`" `#`W`U`b`h`U`_`Y`a` `U`b`m`
Z`c`f`a`g`Z`Z`c`a` `X`Y`]V`Y`f`U`H`Y` `W`X`Y`U`H]b[`h`c`U`W`W`Y`X`Y`b`h`U`m`i`W`c`d`m]b[`Z`c`a` `U`g`c`i`f`W`k`]h`c`i`h`U`W`b`c`k` `Y`X[`Y`a` `Y`b`h`

5 WUXYa]W=Zcfa Uh]cb

: cf`YggYbh]U`ghi XYbh]bZcfa Uh]cb`fY`Uh]b[`tc.

- fYei Ygth`Zcf`Yl Hrbg]cb/