



IEST5001

: fUa Yk cf_g'cZ9bj]fcba YbHJ`F Y`UHjcbg/`@YUXYfg\]d

HYfa `CbY`#`&\$&%

7ci fgY`Cj Yfj JYk

GHJZZ7cbHJW`8YHU]`g

7cbj Ybcfg

B Ua Y	9a U]	5j U]UV]m	@cWU]cb	D\cbY
HYa U`A]ghY]b	hYa U"a]ghY]b4 i bgk "YXi "Ui	6mUddc]bha Ybh Xi f]b[`Wcbgi `tU]cb \ci fg fHi YgXUmž (. '\$d"a "!') . '\$ d"a "E" `b`dYfgcb`cf cb`]bY"	A cfj Yb`6fck b 6i]X]b[" A 6' *(

@YW`i fYfg

B Ua Y	9a U]	5j U]UV]m	@cWU]cb	D\cbY
>c\b`7Uff	ĉ\b"WUff4 i bgk "YXi "Ui	6mUddc]bha Ybh Xi f]b[`Wcbgi `tU]cb \ci fg fK YXbYgXUmž% d"a "!' &d"a "E" `b` dYfgcb`cf`cb`]bY"	A cfj Yb`6fck b 6i]X]b[" A 6' *'	

GWXcc`7cbHJW`bZcfa U]cb

GWXcc`cZ<i a Ub]hYg UbX`@Jb[i U[Yg

@cWU]cb. GWXcc`C ZW`žA cfj Yb`6fck b`6i]X]b[ž@Yj Y`&ž&),

CdYb]b[`<ci fg. A cbXUm! : f]XUmž - Ua `!) da

D\cbY. Ž*%&`-' ,) :%*, %

: U! . Ž*%&`-' ,) ; , +\$)

9a U]. [\U`4 i bgk "YXi "Ui](#)

7ci fgY'8YHJ]`g

7fYX]hDc]bqg`*`

Gi a a UfmicZ\hY'7ci fgY

H\]g`Wci fgY`dfcj]XYg`Ub`]bfcXi W]cb`hc`h\Y`Wca`d`YI` UbX`hfUbgX]gW]d`]bUfmbUhi`fY`cZYbj`]fcb`a`YbhUbX`gcW]Y]m]ggi`Yg`UbX`h\Y`]b\YfYbhVYbY]Z]hg`UbX`W\U`Yb[`Yg`]b`a`i`h]X]gW]d`]bUfmiUddfcUW\Yg`hc`Ybj`]fcb`a`YbhU`YUXYfg\]d`H\Y`Ya`d\Ug]g`]g`cb`YI`d`cf]b[`WcbW]dhi`U`UbX`dfUW]W]Z]Ua`Yk`cf_g`h\Uh]bZcfa`c`W]U`UbX`[`cVU`UddfcUW\Yg`hc`Ybj`]fcb`a`YbhU`a`YUb]b[`gZ`fY`Uh]cbgZ`XYW]g]cbgZ`UbX`UW]cbg`"5`_Ymia`YggU[`Y`]g`h\Uh`h\Y`Z]Ua`Yk`cf_g`Zc`fYbj`]fcb`a`YbhU`YUXYfg\]d`UfY`bchgh]h]W]Wi`hWcb]bi`U`mYj`c`j`]b[`Zk`]h`h\Y`dUW]cZ`W\Ub[`Y`dUf]h]W`Uf]mfUd]X`Uhd]fYgYbh`

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

- %`8]gW`gg`h\Y`W\Ub[`]b[`]ghU]h`cZ\hY`Ybj`]fcb`a`YbhUbX`dYfgdYW]j`Yg`cb`W`fYbh_YmYbj`]fcb`a`YbhU`]ggi`Yg`Ug`]bZi`YbhU`Z]UW]c]g`]b`Z]Ua`Yk`cf_g`[`c]`Yfb]b[`Ybj`]fcb`a`YbhU`YUXYfg\]d`
- &`8Ya`cbghU]h`Ub`i`bXYfgh]UbX]b[`cZd`UW]!VUgYX`UbX`]bhYfbU]h]cbU`dYfgdYW]j`Yg`fY`Yj`Ub]hc`Ybj`]fcb`a`YbhU`YUXYfg\]dZ`UbX`fYWc`[`b]gY`UbX`UbU`mgY`h\Y`fY`Yj`UbW`cZgcW]U`gmg]hYa`g`cZdck`Yf`UbX`W`h`fU`gmg]hYa`g`cZ`bck`YX[`Y`
- `" `I`gY`W]h]W]U`UbX`W]YU]h]Y`gmb]hYg]g`hc`f][`c]c]ci`g`mYj`U`i`U]h`Ybj`]fcb`a`YbhU`]ggi`Yg`UbX`Uf]h]W`U]h`Uddfcdf]U]h`fYZYI`]j`Y`YUXYfg\]d`dfUW]W]g`hc`UXXfYgg`fYU`!k`cf`X`bYk`cf`Wca`d`YI`dfcV`Ya`g`
- ("`7ca`a`i`b]W]h]W]ca`d`YI`]XYUg`]b`U`j`Uf]Y]hmcZ`Zcfa`U]hg`hc`X]j`YfgY`Ui`X]YbW]gZ`UbX`XYa`cbghU]h`Ub`i`bXYfgh]UbX]b[`cZfYZYI`]j`Y`UbX`fYgdc]bg]V`Y`dfUW]W]g`cZ`Wc`U`VcfU]h]Y`↑`ghYbj`]fcb`a`YbhUbX`gcW]Y]m`YUXYfg\]d`
-)`" `XYbh]Zm]VUff]Yfg`hc`UbX`cddc]f]i`b]h]Yg`Zc`f`gi`gh]b]UV]`]m]UbX`fYg]hc]fU]h]Y`fY`Uh]cbg`fY`U]h]X`hc`U`Vfc]UX`fUb[`Y`cZgcW]U`Z]W`h`fU`Z]h\]W]Z]dc`]h]W]Z]UbX`YWcbca`]WZ]UW]c]g`

HYUW]b[`G]hU]h[`]Yg`

H\]g`Wci fgY`U]a`g`dfcj]XYg`Ub`UffUmicZ]Z]Ua`Yk`cf_g`h\UhgdYW]Z]m`_Ym`YbgYg`h\fc]i`[`\`k`\]W]h]c`j`]Yk`Ybj`]fcb`a`YbhUbX`gcW]Y]m]dfcV`Ya`g`UbX`dchYbhU`]h]YgZ`dfcj]X]b[`m]ci`k`h`U`WcbW]dhi`U`hcc`_]h]Zc`f`m]ci`f`Z`h`fYg`gh`X]Yg`]b`h\Y`dfc[`fUa`UbX`]b`m]ci`f`Z`h`fY`k`cf`_`Hc`UW]Y]j`Y`h\]gZ`h\]g`Wci`fgY`i`h`]gYg`]bhYfUW]j`Y`YW]i`fYgZ`]b!WUgg`UbX`ci`h]cZ]WUgg`UW]j`]h]YgZ`X]gW`gg]cbZ`cb`]bY`Yb[`U[`Ya`YbhZ`UbX`Z]Y`X`gh`X]Yg`hc`YI`d`cfY`WcbW]dhi`U`UbX`dfUW]W]Z]Ua`Yk`cf_g`Zc`f`YUXYfg\]d`]b`Ybj`]fcb`a`YbhUbX`gcW]Y]m`

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5ggYgga YbhHUg_g

5ggYgga YbhHUg_	K Y][\h	8i Y'8UH	Gh XYbh@YUfb]b[Ci hWta Yg'5ggYggYX
K YY_`mF YUX]b[5ggYgga Ybh	(\$i	Bch5dd`]WUV`Y	%ž' ž(
; fci d`DfYgYbhUH]cb`	&\$i	Bch5dd`]WUV`Y	%ž'&ž' ž(ž)
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5XX]h]cbU`XYHJ]`g.

: cf'a cfY`XYHJ]gžd`YUgY`fYZf`hc`hY`"5ggYgga Ybh`b]gf] W]cbg"XcW a YbhdcghYX`cb`hY`Wci fgY`A ccXY`g]hY"

Hi fb]h]b`gYH]b[. H\]g]g]bchU`Hi fb]h]b`Ugg][ba Ybh

5ggYgga Ybh' . :]Y`X`Dfc`YWh

GHUfhXUH. Bch5dd]WUV`Y

8YHJ]`g.

:]Y`X`ghi XmcZU`gY`ZgY`YWhX`g]hY`k]h`[i]XUbW`Zca`]b]gf] Wcf"Hi fbYX`]b`k`cf_]bW] XYg`ZY`X`bchYgž`Ubgk`Yfg`hc`ZY`X`ei`Ygh]cb`[i]XYž`UbX`UbU`mg]g`cZg]hY`h`fci`[\`hY`YbgYg`cZfY`Yj`UbhWci`fgY`ZUa`Yk`cf_g`&\$\$\$`k`cfXg`]b`hc`hU"

h!dfcWgg`k`cf_g`cdd]b[" :]bU`ZYXVUW`dfcj`]XYX`UWw`fX]b[`hc`U`fi`Vf]W

5XX]h]cbU`XYHJ]`g.

: cf'a cfY`XYHJ]gžd`YUgY`fYZf`hc`hY`"5ggYgga Ybh`b]gf] W]cbg"XcW a YbhdcghYX`cb`hY`Wci fgY`A ccXY`g]hY"

Hi fb]h]b`gYH]b[. H\]g]Ugg][ba Ybh]g]gi Va]hYX`h`fci`[\`Hi fb]h]b`UbX`ghi XYbhg`Xc`bchgYY`Hi fb]h]b`g]a]Uf]mifYdcfrg"

fYZYWjcb'UWj jHYg"

F Ygci fWg

DfYgWf]VYX`F Ygci fWg`

Mci f`_YmfYUX]b[g`UbX`chYfa Uhf]U`g`k]`VY`Uj U]UV`Y`j]U`mci f`A ccX`Y`g]h`"

F YWca a YbXYX`F Ygci fWg

Mci `UFY`YI dYWX`hc`a U`_Y`[ccX`i gY`cZ`hY`fYUX]b[g`dfcj]XYX`Zc`f`hY`Wci fgYz`UbX`hc`fYUX`VYmcbX`h`cgY`
a Uhf]U`g`Zc`f`mci f`Ugg][ba Ybhg`" :~~XYdYbXYbhfYgYUfW`~~]g`YI dYVWX`"

7ci fgY`9j U`i Uh]cb`UbX`8Yj Y`cda Ybh

DUghYI dYf]YbW`UbX`ghi XYbhZYXVUW`_cb`hY`I` B`G`K`_`cb`]bY`gi fj Ymfc`a` m9I dYf]YbW`_]bX]WUhg`hY`
]a dcf]UbW`_cZghi XYbhg`Xc]b[`WcgY`UbX`WUfYZ`_`fYUX]b[`cZ`hY`k`YY`_`mUgg][bYX`fYUX]b[gZ`cZYb[U[YX`
ghi XYbhidUfh]WdUh]cb`]b`WUgg`X]gW`gg]cbgZ`UbX`cZghi XYbh]bXYdYbXYbhfYgYUfW`"

Gi Va]gg]cb 'cZ5ggYgga YbhiHUg_g

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≠mci 'YbWci bHYf'U'dfcV'Ya 'k \Yb'UH'Ya dh]b['hc'gi Va]hirci f'Ugg][ba Ybhi'fci [\ 'Hi fb]h]bž'd'YUgY
HY'Yd\cbY'9I HYfbU'Gi ddcfhcb'- ' ,) " ' ' %cf'Ya U] 'h'Ya 'cb'YI HYfbU'HY'hgi ddcfh i bgk "YXi "Ui "'Gi ddcfh

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`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`

- i bXYfghUbx'mci f'f][\hg'UbX'fYgdcbg]V]h]Yg'Ug'U'gh XYbhUhl BGK
- VY'Uk UfY'cZd'U[]Uf]ga ž'Wcdmf][\hž' BGK 'Gh XYbh7cXY'cZ7cbXi W'Ubx'5Ww'dhUV'Y'I gY'cZ I BGK '⇒H'F Ygci fW'g'Dc`]Wm
- VY'Uk UfY'cZh'Y'ghUbxUfXg'cZVY\Uj]ci f'YI dYW'X'cZYj Yfmcby`]b'h'Y'I BGK 'Wca a i b]m
- `cWJh'gYfj]W'g'UbX'j]bZcfa Uh]cb'UVci hl BGK 'UbX'I BGK '@]VfUfm

Gca Y'cZh'YgY'UfYUg'k]`VY'ZJa]]Uf'hc'mci ž'ch'Yfg'k]`VY'bYk " "; U]b]b['U'gc`X'i bXYfghUbx]b['cZU`h'Y fY'UH'X'UgdYW'g'cZ9@G9'k]`Y'd'mci 'a U_Y'h'Y'a cghcZmci f'gh X]Yg'Uhl BGK ""

[\hd. #gj V'YWf i \]XYg" \]VfUfm'i bgk "YXi "Ui #'\]gY#JVci h' \]gY](#)

5 WUXYa]W=Zcfa Uh]cb

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

- fYeI Ygth]Zcf`YI hYbg]cb/
- `UhY`gi Va]gg]cbg`[i]XY`]bYg/
- fYj]Yk `cZa Uf_g/
- I BGK `<YU`h`UbX`GUZY`mdc`]WYg/
- YI Ua]bUh]cb`dfcW`Xi fYg/
-