

MMAN4400

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ΚΥ٧

<u>GWXcc``cZAYWXUb]WU``UbX`AUbiZUWif]b['9b[]bYYf]b[</u>

9b[]bYYf]b[Gh XYbhGi ddcfhGYfj]Wg

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I BGK 'Ghi Xm5VfcUX'UbX'9I VXUb[Y'fZcf']bVci bX'ghi XYbhgŁ

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fŽ*%`&Ł-',)''%+-'-'IBGK 'GhiXm5VfcUX'UbX'IBGK '9IW\Ub[Y'fZcf']bVcibX'ghiXYbhgŁ

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<u>I BGK 'Gh Xm5VfcUX</u>'- 'gh XmUVfcUX'gh XYbhYbei]f]Yg'fZcf']bVci bX'gh XYbhgŁ

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<u>I BGK :: i h fY'Gh XYbhg</u>'-'dchYbhJU`'gh XYbhYbei]f]Yg

• Y"["UXa]gg]cbgžZYYgždfc[fUa gžWfYX]hlfUbgZYf

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• B6. h\Y`fY`Yj UbhihYUa g``]ghYX`UVcj Y`a i ghVY`WcbHUWhYX`Zcf`U```gh XYbh'Ybei]f]Yg

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- =bj Ygha YbhUbU`mg]g UbX`Yb[]bYYf]b['YWcbca m
- 7 cgh]b[`UbX`cdYfUh]cbg`UbU`mg]g
- E i U`]hma UbU[Ya Ybhž]bWi X]b[XYg][b

K]h]bYUWX gi VYWiUfYU'hYYWci fgY'k]``Wcj Yf'a UbmWcbWYdh U``UbX'UbU`mf]WU``hYWXb]ei YgžU```gi ddcff]b[ZUWi UbX`XUhU!VUgYX`UbU`mg]g'UbX`XYW]g]cb'a U_]b[`k]h\'hYYU]a `cZ]a dfcj YX'dfcXi WiUbX`dfcWYgg dYfZcfa UbWYžYWcbca mUbX`gi ghU]bUV]`]mf`H\Y'Wci fgY'Wcbg]ghg`cZ`YWi fYgžXYa cbghfUh]cb`gYgg]cbg`UbX Ugg][ba Ybhk cf_"`H\YfY`k]``VY`h\fYY`ei]nnYg`UbX`U`a U'cf`WUgY`gh Xm'`H\YfY`k]``VY`bc`Z]bU``YI Ua "`

7 cbg]XYf]b[`!\\Y'X]j YfgY'bUhi fY'cZgi VYWiUfYUgžI\YfY'fYU``mi]g'bc'g]b[`Yžgi]HUY'Y'HYI H/cc_'Uj U]`UV'Y'H\Uh Wej Yfg'U```H\YgY'UfYUg'UbX'H\YfYZcfY'U'W ghca 'HYI H/cc_žWebg]gh]b[`cZU'Wead]`Uh]eb'cZei hgHUbX]b[W\UdhYfg'Zca 'H\fYY'X]ZYfYbhiHYI H/cc_g'\Ug'VYYb'WfYUHYX'k]H\'H\Y'Ugg]gHUbWY'cZH\Y'A W fUk !<]`` WeadUbm'''Ci f'WJadi g'Vcc_ghcfY'k]``\Uj Y'H\]g'Vcc_'Zcfimei 'he'di fW\UgY'''+i]g']adefHUbhimei 'Xe'gežUg H\]g'Vcc_'k]``VY'Ub'YI Wf``YbhifYZYfYbWY'Zcfimei 'ZcfimYUfg'he'WeaY'''5XX]h]ebU```YWi fY'behYg'UfY'U`ge deghYX'cb'AccX'Y''

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H\]gʻWcifgY`]gʻXYg][bYX`hc`\Y`d`mci`hc``YUfb`\ck`hc`aUbU[Y`h\Y`cdYfUh]cbg`]b`cf[Ub]nUh]cbgʻUbX`U`gc`hc Vi]`X`U`Vig]bYggʻcf`WcaaYfW]U``WUgY`Zcf`aU_]b[`Yb[]bYYf]b[`fY`UhYX`XYW]g]cbgžgi W\`Ug`]bjYghaYbh]b d`UbhžYei]daYbhUbX`dfcWfggYg"`5`h\ci[\`h\Y`aU]b`Yad\Ug]g`k]``VY`cb`dfcXiWhUbX`dfcWfggž Wcbg]XYfUh]cb`k]```U`gc`VY`[]jYb`hc`XYg][b]b[`Yb[]bYYf]b[`gYfj]Wfg"`H\Y`WcifgY`cZYfg`U`VfcUX`aUbU[Yf]U` dYfgdYWf]jY`Yad\Ug]n]b[`h\Y`ghfUhY[]W]adUWhcZcdYfUh]cbg`XYW]g]cbg`UbX`h\Y`]bhYfZJWfg`VYhkYYb cdYfUh]cbg`UbX`h\Y`ch\Yf`Z bWf]cbU``UfYUg`cZcf[Ub]nUh]cbgž`]bWiX]b[`cZWcifgY`z]bUbWf"

H\]gʻWcifgYʻYbWcadUggYgʻh\Y`_YmY`YaYbhgʻcZcdYfUhjcbgʻaUbU[YaYbhUbX`]bjYghaYbhUbU`mg]gʻUbX di ``gʻh\Ya`hc[Yh\Yf`]bʻUʻWc\YfYbhZcfaUhh\UhU``ckgʻmci`hcʻibXYfghUbX`h\Y`'V][`d]WhifY'`UgʻkY``Ugʻh\Y gdYWJZJWXYhU]`g'''`±i]gʻU]aYX`Uh`]bhY[fUhjb[`h\Y`_bck`YX[Y`[U]bYX`Zfca`h\Y`X]ZYfYbhYb[]bYYf]b[`giV^YWg mci`\UjY`ghiX]YX`]bhc`U`ZfUaYkcf_`UbX`dfcWfggʻh\UhU``ckg`mci`hc`]ad`YaYbhmcif`gc`ihjcbg`UbX`]XYUgʻ]b U`WcaaYfWJU`Ybj]fcbaYbh

GdYWJZJWhodJWgʻJbWi XY. A Ubi ZJWhi f]b[ʻcdYfUh]obgʻUbX Wota dYh]h]i YbYggžWobWi ffYbhidfoXi WhiUbX dfoWfgg XYg][bža Ubi ZJWhi f]b[ʻdfoWfggYgʻUbX hYWkbo`c[]Ygž[`cVU`gi dd`mWkU]bž9!a Ubi ZJWhi f]b[ž>i gh]b!h]a Y UbX `YUb`a Ubi ZJWhi f]b[žYbhYfdf]gY fYgci fWf d`Ubb]b[ždfoXi Whjob`UbX`a UhYf]U`gʻd`Ubb]b[žgHJh]gh]WU` dfoWfgg Wobhfo``hYWkb]ei Ygžei U`]hmUbX dfo YWha UbU[Ya Ybh' 7 cbWfdhcZYb[]bYYf]b[`YWobca mžh]a Y j U`i Y`cZa cbYmžYei]j U`YbWfžbca]bU``j Yfgi gʻYZYWh]j Y`]bhYfYghfUh/gždfYgYbhk cfh\žUbbi U``k cfh\ž]bhYfbU``fUhY`cZfYhi fbždUmVUW_dYf]cX`WU`W``Uh]obgž]bZUh]obžXYdfYw]Uh]ob`UbX`UZhYf!HUI`YWobca]W

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@Yb[h\.*&\$\$\$*k cfXg*dYf*hYUa

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H\Y`ZJbU``fYdcfh]g`hc`VY`kf]hhYb`Ug`U`fi\UbX!cjYffiXcW'aYbhhc`U`bYk`aUbU[YaYbhhYUa`h\Uh]g`hU_]b[`cjYf h\Y`fibb]b[`cZh\Y`Vig]bYgg"``H\Y`fYdcfhg\ci`X`WcbhU]b`U`XYgWf]dh]cb`cZh\Y`aUf_Yhž\ck`h\Y`aUf_Yh VY\UjYgžk\Uhh\Y`ghfUhY[]Yg`cZh\Y`hYUa`\Ug`dfcXiWYXžk\Uh\Ug`kcf_YX`kY``žk\Uh\UgbfhiUbX`k\Uh `Yggcbg`\UjY`VYYb``YUfbhZcf`h\Y`bYk`aUbU[YaYbhhYUa``hc`hU_Y`cb`VcUfX"

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5 HYbXUbWY FYei]fYa Ybhg

Ghi XYbhgʻUfYʻghfcb[`mʻYbWci fU[YX'hcʻUhhYbX'U```WUggYgʻUbX'fYj]Yk ``YWhi fYʻfYWcfX]b[g"

7 ci fgY GWX YXi `Y

J]Yk WUgg ha YHJV Y

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8 UHY	Hmd Y	7 c bh/bh
C 'K YY', 'GYdhYa VYf'!'- GYdhYa VYf		
K YY_`%`%(`GYdhYa VYf'! %`GYdhYa VYf	@Y₩nifY	=ggiY`UbU`mg]g`DUfh'≕—`=ggiY`5bU`mg]g`:fUaYkcf_ž CdYfUh]cbgžDfcWfggYgž`@]hhY'g``Uk"``7∖UdhYfg`%ž&ž 'ž(`cZh\Y`hYIhVcc_`UbX`@YWhifY`bchYg`UbX`j]XYc`cb]ggiY`UbU`mg]g"
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K YY_`&`&%GYdhYa VYf'! &)`GYdhYa VYf	@Y₩nifY	=ggiY`UbU`mg]g`DUfh'≕—`GhfUhY[mž7cgh'9gh]aUh]cbž 7UdUW]mi5bU`mg]g"``7\UdhYfg`%ž&ž'ž(ž)`cZh\Y hYIhVcc_`UbX`@YWhifY`bchYg`UbX`j]XYc`cb`]ggiY UbU`mg]g"
	Hi hcf]U`	Hihcf]U``cb`@]thYfg`@Uk ž`7UdUW]tmD`Ubb]b[`UbX`7cgh 9gt]aUt]cb
K YY_''∴&, GYdhYa VYf'! &CWbcVYf	@YWhifY	9b[]bYYf]b['YWcbcamDUfh'=+': cibXUh]cbg'cZ Yb[]bYYf]b['YWcbcam''``=bhfcXiWh]cb'hc'5WWcibh]b["` 7∖UdhYf'-ž%\$'cZh\Y'hYIhVcc_'UbX'@YWhifY'bchYg"
	5ggYgga Ybh	E i]n`%k]``VY`\Y`X`h\]g`k YY_`Xi f]b[`h\Y`gW\YXi `YX hi hcf]U``WUgg"``H\]g`ei]n`k]``Wcj Yf`a UhYf]U``hUi [`\h`]b K YY_g`%l&"
KYY_(.`)`CW/cVYf'!`- CW/cVYf	@YWhifY	9b[]bYYf]b[`YWcbcamDUfh`—— ŧbhYfYghfUhYgž dfYgYbhik cfh\"`7∖UdhYf`-ž'%\$ž'%&ž'%z'`&bX @YWhifY`bchYg"
	Hi hcf]U`	E i Ygh]cbgʻcbʻ]bhYfYgh'fUhYž'DK ž'5K ž': K 7 UgYʻghi XmX]gW gg]cb
KYY_`).`%&`CW/cVYf`!`%* CW/cVYf	@YWhifY	9b[]bYYf]b[`YWcbcamDUfh'—-5bbiU``kcft\`UbX ZhifY`kcft\"``7\UdhYf`-ž%\$ž%%ž%&ž%``UbX`@YWhifY bchYg
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KYY_`*.`%-`CW/cVYf`!`&' CW/cVYf	6`YbXYX	K_YY_`*`]g`U`ZYI]V]`]mik YY_`
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IBGK 'bck '\Ug'U'<u>|hhc'G]h#GiVa]hfi 'Y</u>žk\]W\'aYUbg'h\Uh]Zmci 'UhhYadh'Ub'YIUa 'cf'giVa]hU'd]YWY'cZ UggYggaYbhžmci 'UfY'XYWUf]b['mcifgY`ZZ]h'Ybci [\'hc'Xc'gc'UbX'WUbbch`UhYf'Udd`mZcf'GdYW]U` 7cbg]XYfUh]cb"

: cf`XYHJ]`g`cZUdd`m]b['Zcf`GdYW]U``7 cbg]XYfUH]cb`UbX`WcbX]H]cbg`Zcf`H\Y`Uk UfX`cZgi dd`Ya YbHUfm UggYgga Ybhž'd`YUgY`gYY`H\Y`]bZcfa UH]cb`cb`L BGK **'**g`<u>GdYW]U``7 cbg]XYfUH]cb`dU[Y</u>"

D`YUgY'bchY'h\Uhigh XYbhg'k]``bch'VY'fYei]fYX'hc'dfcj]XY'Ubm'XcW'a YbhUfm'Yj]XYbW'hc gi ddcfh'UVgYbW'g'Zfca 'Ubm'WUggYg'a]ggYX'VYWUi gY'cZ'7CJ=8!% 'di V`]W\YU'h\'a YUgi fYg'gi W\'Ug]gc`Uh]cb"'I BGK 'k]``bch'VY']bg]gh]b['cb'a YX]WU`'W'fh]Z]WUh'g'Zfca 'UbmcbY'XYYa YX'hc'VY'U'dcg]h]j Y'WUgYź cf'k\Yb'h\Ym'\Uj Y'fYWcj YfYX"'Gi W\'W'fh]Z]WUh'g'UfY'X]Z]W'hhc'cVhU]b'UbX'di hUb'i bbYW'ggUfmghfU]b'cb gh XYbhg'UbX'a YX]WU`'ghUZ''

5dd`]WUh]cbg'Zcf'gdYW]U``Wcbg]XYfUh]cb'k]``VY'fYei]fYX'Zcf'UggYggaYbhUbX'dUfh]W]dUh]cb'UVgYbWYg'-Vi hbc'XcW a YbhUfmYj]XYbWY'Zcf'7CJ=8'% ']``bYgg'cf']gc`Uh]cb'k]``VY'fYei]fYX']b'H' "

5WUXYa]W=bZcfaUh]cb

7 fYX]hdc]bhg

7 ci fgY`WfYX]hi]g`WU`W``UhYX`]b`I b]hg!CZ7fYX]hifI C7Ł"`H\Y`bcfa U``k cf_`cUX`YI dYWfUh]cb`Zcf`cbY`I C7]g`UddfcI]a UhY`m`&) `\ci fg`dYf`hYfa "`H\]g`]bWi XYg`WUgg`WcbhUWh`\ci fgž`df]j UhY`ghi Xmž`ch\Yf``YUfb]b[UWh]j]h]Ygž`dfYdUfUh]cb`UbX`h]a Y`gdYbhicb`U```UggYggUV`Y`k cf_"

A cghWci fgYk cf_`Wci fgYgʻUhl BGK `UfY`*`I C 7 `UbX`]bj c`j Y`Ub`Ygh]a UhYX`%) \$`\ci fg`hc`Wca d`YhY"`9UWk Wci fgY`]bWi XYg`U`dfYgWf]VYX`bi a VYf`cZ\ci fg`dYf`k YY_`f\\kkeyZgW\YXi `YX`ZJWY!hc!ZJWY`UbX\cb`]bY WcbhUWh`5bmUXX]h]cbU``h]a Y`VYmcbX`h\Y`dfYgWf]VYX`WcbHUWh\ci fg`g\ci `X`VY`gdYbh]b`a U_]b[``gi fY`h\Uh mci `i bXYfghUbX`h\Y``YWhi fY`a UhYf]U`ž`Wca d`Yh]b[``h\Y`gYhUgg][ba Ybhgž'Z fh\Yf`fYUX]b[ž'UbX`fYj]g]b[``Zcf UbmYI Ua]bUh]cbg"

Cb!WUa di g'WUgg'UHHYbXUbWY

Di V`]WX]gHJbW]b[`WcbX]h]cbg'a i ghVY'Zc``ck YX'Zcf'U```H' `ZJWY!hc!ZJWY'WUggYg"'Hc'Ybgi fY'h\]gž'cb`m ghi XYbhg'Ybfc``YX']b'h\cgY'WUggYg'k]``VY'U``ck YX']b'h\Y'fcca "'7`Ugg'fcghYfg'k]``VY'UHUW\YX'hc WcffYgdcbX]b[`fcca g'UbX'W]fW`UHYX'Ua cb[``UV'XYa cbglfUhcfg"'Bc`cj Yf!Ybfc`a Ybh]g'U``ck YX']b'ZJWY!hc! ZJWY'WUgg"'Ghi XYbhg'Ybfc``YX']b'cb`]bY'WUggYg'WJb'gk Ud'h\Y]f'Ybfc`a YbhZca 'cb`]bY'hc`ch\Yf'UXX]h]cbU`ž' Vi h``]a]hYXž'bi a VYf'cZcb!WJa di g'WUggYg'VmGi bXUmž'K YY_'%''D`YUgY'fYZff'hc`mci f'Wci fgYfg'A]WfcgcZn HYUa g'UbX'A ccX'Y'g]hYg'Zcf'a cfY']bZcfa Uh]cb'UVci h'WUgg'UHY'bXUbWY'Zcf']b!dYfgcb'UbX'cb`]bY'WUgg gYW]cbg#JWf]j]]n]Yg"

Mci f`\YU`h\`UbX`h\Y`\YU`h\`cZh\cgY`]b`mci f`WUgg`]g`Wf]h]WU``m`]a dcfhUbh"Mci `a i ghghUmUh\ca Y`]Zmci `UfY g]W_`cf`\Uj Y`VYYb`UXj]gYX`hc`gY`Z]gc`UhY`Vm<u>BGK_`\YU`h\</u>`cf`[cj Yfba YbhUi h\cf]h]Yg"`7 i ffYbhU`Yfhg`UbX`U `]ghcZ\chgdchg`WUb`VY`Zci bX`

-a dcfhJbh@]b_g

- <u>A ccX`Y</u>
- <u>@UV`5\WWgg</u>
- <u>< YU`h\ `UbX`GUZYhm</u>
- <u>7 ca di hb[: UW]]h]Yg</u>
- <u>Ghi XYbhiF Ygci fWg</u>
- <u>7 ci fgY Ci h]bYg</u>
- <u>9b[]bYYf]b[[']Gh XYbhGi ddcfhGYfj]Wfg7YbhfY</u>
- <u>A U_YfgdUW</u>
- <u>I BGK 'H]a YHJV'Y</u>
- <u>| BGK <UbXVcc</u>
- <u>I BGK 'A YWUb]WU``UbX'A Ubi ZJWi f]b['9b[]bYYf]b[</u>
- <u>9ei]HUV`Y`@YUfb]b['GYfj]Wfg</u>

-a U[Y[·]7fYX]h

GmbYf[]Yg`]b'GcibX'&\$%*

7 F =7 C G

7F=7CG`Dfcj]XYf`7cXY.`\$\$\$-,;

5W_bck `YX[Ya YbhcZ7ci bhfm

K_Y`UW_bck_YX[Y`f\Y`6YXY[U``dYcd`Y`k\c`UfY`f\Y`ffUX]f]cbU``W`gfcX]Ubg`cZf\Y``UbXg`cb`k\]W\`L_BGK ?Ybg]b[[fcb`WJa_di_g`]g``cWJfYX"

5ddYbX]I. '9b[]bYYfg'5ighfU`]U'f195ŁDfcZYgg]cbU`'9b[]bYYf'7cadYhYbWm GHJbXUfX

Dfc[fUa +bhybXYX @YUfb]b[Cihwca Yq ? bck `YX[Y 'UbX'q_]``'VUqY D9%"%7cadfY\Ybq]i Yž'h\YcfmVUqYX'i bXYfqHUbX]b['cZh\Y'i bXYfd]bb]b['bUh fU`'UbX d/mg]WU`:gW]YbWYg`UbX`h\Y`Yb[]bYYf]b[`Z bXUa YbHU`g`Udd`]WUV`Y`hc`h\Y`Yb[]bYYf]b[`X]gW]d`]bY D9%"& 7 cbW/dhiU`i bXYfqHUbX]b[cZh\Y`a Uh\Ya Uh\Wažbi a Yf]WU`UbU`mg]qžqHUh|qh\WažUbX Weadi hYf'UbX']bZcfaUh]cb'gW]YbWYg'k\]WX'i bXYfd]b'h\Y'Yb[]bYYf]b['X]gW[d`]bY D9%" + + XYdh i bXYfqHbX]b[cZqdYWU`]qhVcX]YqcZ bck YX[Yk]h bhY'Yb[]bYYf]b[X]qWd`]bY D9%"('8]qWFfba YbhcZ_bck YX[YXY]Ycda YbhUbXfYqYUfWXX]fYWfcbg'k]h.jb'h.Y Yb[]bYYf]b[`X]gWJd`]bY D9%") ? bck `YX[Y`cZYb[]bYYf]b[`XYg][b`dfUW]WY`UbX`WcbhYl hi U``ZJW/cfg`]a dUWf]b[`h\Y Yb[]bYYf]b['X]qW[d`]bY D9%"* I bXYfqHJbX]b[cZh\Y'qWcdYždf]bW]dYgžbcfa gžUWVci bHJV]]]h]Yg'UbX'Vci bXg'cZ qi qHU]bUV`Y`Yb[]bYYf]b[`dfUWfWY`]b`h\Y`qdYW[Z]WX]qW[d`]bY 9b[]bYYf]b['Udd`]WUhcb'UV]`]hm D9&"%5dd`]WUhjcb`cZYghUV`]g\YXYb[]bYYf]b[`a Yh\cXg`hc`Wca d`YI_Yb[]bYYf]b[`dfcV`Ya qc`i]b[D9&"&: `i YbhUdd`]WUhcb'cZYb[]bYYf]b['hYWkb]ei Ygžhcc`g'UbX'fYgci fWfg D9&"' 5dd`]WUhjcb'cZgmghYa UhjWYb[]bYYf]b['gmbh\Yg]g'UbX'XYg][b'dfcWYggYg D9&"('5dd`]WUHcb'cZgmghYaUHWUddfcUWXYg'hc'h\Y'WcbXiWiUbX'aUbU[YaYbhcZYb[]bYYf]b[dfc Y₩q DfcZYgg]cbU`UbX dYfgcbU`Uhf]Vi hYg D9' "%'9h\]WU``WcbXi WiUbX'dfcZygg]cbU``UVWci bHUV]`]hm D9' "&'9ZYW)j Y'cfU`'UbX'k f]HYb'Wca a i b]WUh]cb']b'dfcZygq]cbU`'UbX'`UmXca U]bg D9' "' 7 fYUhi Yžibbci Uhi YUbXidfc!UWi YXYa YUbci f D9' "(DfcZygg]cbU`i gY'UbX'a UbU[Ya YbhcZ]bZcfa Uhcb D9' ") CfXYfma UbU[Ya YbhcZgYZzUbX dfcZygq]cbU`WcbXi Wh D9' "* 9ZYWAJ Y HYUa 'a Ya VYfg\]d UbX HYUa 'YUXYfg\]d