



7]gX

„ i1<|μ

„ i11!σ[o <oi[e<μ



khQ[INN<Qgg]GkEjYgO<[Qv<[Q]NQEQI[Es g Gh

" 7]gXd<dlgh <[G hkdd]gjQ[O " 6lgD<Y E]ZZk[QE<jQ][ ,  
Z<jlgQ<Yh Ekhh]Zlg hlgpQEI hEgQdjh  
" +g]WIEj EP<gjlg h

### 7]gXg]GkEjIej<jQ][h

plgs q]gX dg]GkEj OI[lg<jIG Ds khQ[lhh NN<Qgh lZdY]sllh hF  
EEIhh QDQYQjs qQjP DGQ<D<DIQjY Qj[Glhd h]E]k]YQs <EfkQg  
jPh<ZI Q[N]gZ<jQ][• h]QZ<IOQ[Q]g]EijQ][h• k]Zll[W]s jPI  
hlgp Q]EjP Qh]Zl jQZl Nhg <Z]GQpQGk<Yh qQjP]kj GQh<DQYQj  
lfkQp<Yl[j l<hl ]N khIŽ <EEIhhQDQYQjs Qh dg]<EjQpl  
" EEkg Qj[N]gZ<jQ][ <[G G<j< hR]EYQGD]jQ]Ekg<G]lglnlgl[EI h  
<h <ddg]dgQ<jIŽ <[s][l hP]kYG DI <DYI j] E][NQgZ ]g glEgl  
Q[N]gZ<jQ][  
" NNIEj Q]p]h]hQpl j] jPI <hhQO[ZI[j ]g glfklhj  
" ][EQE]j]plsh jPI [IEIhh<gs Q[N]gZZ<jQ][lg QP <[E]NQEQ]hjQYs  
k[G]ghj]]G Ds jPI glEQdQI[j <[G G]lh []j dg]pQGI lrEIhh Q[  
" 0QZIE]YQplglG qQjPQ[ jPI lrdIEjIG jQZINg<ZI  
" +g]NIhh Q]gZ<j]IG dg]NIhhQ][<Y]QjR[G]E]h]Q]h]h]ddg]dgQ<j  
q]gX dg]GkEj

### EEIhhQDQYQjs

1" 6 Qh glfkQgIG j] N]YY]q NIGlg<Y <EEIhhQDQYQjs OkQGIYQ[  
!<XQ[O G]EkZI[jh <EEIhhQDYI ZI<[h j<XQ[O dg]<EjQpl <EjQ][h  
<gl <YY glhd][hQDYI N]g Q[E]gd]g<jQ[O <EEIhhQDQYQjs Idg]N  
EEIhhQDQYQjs N]lg]kg]E]Q[Q[O]k]G]Z]h]kg]E]h]Y]kg]l ]N k[Qplgh<Y  
/ll DIY]q N]g jPQ[Oh s]k E<[ G] j] Z<XI s]kg G]EkZI[jh <EEIhhQ  
lrP<khjQpl YQh]•

- Â•1hl jPI dg]hlj PI<GQ[Oh <[G hkDPI<GQ[Oh Q[ !QEg]h]Nj 7]g  
]EkZI[j gl<G]gh QGI[jQNs PI<GQ[Oh jP<j <gl N]gZ<j]IG Q[  
Q[ !QEg]h]Nj 7]gG glE]O[Qv]h dg]hlj PI<GQ[Oh <[G <YY]qh  
Y<s]kj <[G , ]g WkZd j] <d<OI ]g PI<GQ[O qQjP]kj hEg]YY  
Ã•1hl DkYYI]IG <[G [kZDIg]G YQhjh• /QZQY<g j] PI<GQ[Oh• G  
YQhjh Egl<j]IG jPg]kOP jPQh Nk[EjQ][<YQjs•  
Ä•+g]pQGI jlrjk<Y G]hEgQdjQ][ N]g <YY dQEjkg]h•  
Å•1hl E][jg<hjQ[O E]Y]gh• lgl <gl YQ[Xh j] h]ZI E]Y]g E][jg<  
G]EkZI[jh [lIG j] d<hh jPI 7 hj<[G<gG•  
<•Pjjdh•>>qID<QZ•]gO>glh]kgE]h>E][jg<hjEPIEXlg>

+<O]N

+gl d<D]GkhQ[INN<QZ]k[QE<Q]Q]Z  
.lpQh]A]É>ÁÉ>ÁÁ

khQ[INN<Qg\*g]GkEj\*go<[Qv<[QNN]NQEQ[EGsgGh

D•Pjjdh•>>GlpIY|dlg•d<EQIYY|Og|kd•E|Z>glh]kgEIh>E][jg<

]JOYI• G]DI• <[G !QEg]h]Nj Q[EYkGI <EEIhhQDQYQjs EPIEXIlg  
glh]kgEIh j] QGI[jQNs <[G <GGglhh <EEIhhQDQYQjs E][E]lg[h q  
s]kg NQ[<Y hjld DIN]gl E]ZdYIjQ[O < G]EkZI[j•

" ]JOYI• YY 1" 6 IZ<QY <EE]k[jh QEYkGI• <[QkDEEh]QD]Q]Q  
EPIEXIlg N]g ]JOYI ]Eh• /PIIjh• <[G /YQGIh• 1hl jPQh j]]Y  
qQjPQ[ s]kg G]EkZI[jh•

" G]DI• YY + h kdY]<GIG j] < dkDY<EEIh]h]Q]Q]h]Q]j]l Zkhj DI  
hl<gEP I[OQ[Ih <[G E]ZdYs qQjP k[QGI]h]Q]E]g]h]Q]E]X]h]k]Z  
/kQjI j] Z<XI < + <EEIhhQDYI•

" !QEg]h]Nj• YY !QEg]h]Nj E]E]h]G]E]h]Q]E]s YkGI

7UDLQILGJWRKSDUR YLQRH HU YLDFZ HVVD EIKR ZWRU HDWFHV VLEOH  
GRFXPHLQWVUR:RRUQMFHORRJRORFVDQSGRBH) DUDYDLQDEKHS  
&XVWXP PHU VKDUGU YH

/j<[G<g[Qh]ZdY<j|h

0PIhl jIZdY<j|h <gl GIhQO[IG N]g kh]gh j] Z]GQNs j] NQj jPIQg  
jPI N]gZ<j Q[ < [Iq G]EkZI[j•

0] khI jPIhl jIZdY<j|h• G]q[Y]<G jPIZ <h < 7]gG ]EkZI[j <[G Z]C  
[IIGh• +YI<hl kdY]<G s]kg NQ[h]ZdY]h]X]Y]h]Z]G]k]E]Y]Q]j]g]Q]p]I•

6 Q h k[\*MOgQjs

khQ[Ihh NN<Qgh jIZdY<j|h <[G hj<[G<gGh <YQO[ qQjP jPI OkC  
[j]IOg<jIG !<gXIjQ[O <[G g<QGI]h]Q]E]g]h]Q]E]X]h]k]Z  
I]G]Q]j]g]Q]<Y• <[Q]G]h]Q]E]g]h]Q]E]X]h]k]Z <[G j] YI<g[h]ZdY]h]X]Y]h]Z]G]k]E]Y]Q]j]g]Q]p]I•  
E]Y]g[h]ZdY]h]X]Y]h]Z]G]k]E]Y]Q]j]g]Q]p]I•

1hl ]NNQEQ<Y khQ[Ihh NN<Qgh YIjj]lgPI<G• Y]O]h• <[G jIZdY<

" ]O]kdg<jl qQjP qID YQ[XI

" ]jjlgPIkdg<jl qQjP qID YQ[XI

+<O]N

+gl d<DkGkhQ[INN<QZk[QE<Q]Q]Z  
.lpQhA& > Á È > Á Á

khQ[INN<Qg\*g]GkEj\$gO<[Qv<[GN]NQEPQI[Es g Gh

]EkZI[/jjsYI

I<Glg

I<Glg hP]kYG Q[EYkGI•

” “1” 6 khQ[Ihh NN<Qgh” Q[ jPI gQOPjÿP<[G E]g[Ig <[G › ]  
Y]O]%)@| jP NcFAANjô Eÿjg] HÿDô Q EIQa2 N Pçf€ (E@ €@Cj•ÿINE QBXQ°[Q2 gX] E k \$

khQ[INN<Qg\*g]GkEj\*gO<[Qv<[GN]NQEQI[EsGh

' 0] EP<[OI jPI GIN<kYj Ng]Z DYkl• gQOPj EYQEX ][  
“!]GQNs•” <[G <GWkhj jPI hjsYI• hQvI• <[G E]Y]g ]  
R /kDÿPI<GQ[O hjsYI• <YQDgQ ¥ QOPj!• ÂÄ dj• N][j• .IG  
' [ ]gGlg j] EP<[OI jPI GIN<kYj Ng]Z DYkl• gQOPj E  
“!]GQNs• <[G <GWkhj jPI hjsYI• hQvI• <[G E]Y]g ]N

!<gOQ[h

0PI GIN<kYj “[]gZ<Y” Z<gOQ[ hIjjQ[Oh Q[ !QEg]h]Nj 7]gG <gl <  
” 0]d <[G D]jj]Z• Â”  
” INj <[G gQOPj• Â”

+gIhI[j<jQ][h

YY +]qIlg+]Q[j dgIhI[j<jQ][h hP]kYG DI 6g+GkE+G jP I jPI`NNNQIBQ  
”

khQ[INN<Qg\*g]GkEj\*gO<[Qv<[QNNQEQ][EsgGh

0PI hl<gEP Nk[EjQ][<YQjs Qh ][I ]N jPI Z<Q[ [<pQO<jQ][<Y IYI  
GIhEgQdjQ][ j] NQYIh <[G hP<gIG N]YGIgh I[hkgIh jP<j NQYIh  
< GIhEgQdjQ][•

R YQEX ][ jPI ±pQIq GIj<QYh± QE][ Q[ jPI kddlq gQOPj  
Dg]qhlq

à@`<X] ±YIpoÔP p€0l,½to Å•20δ R< GIhl• # 0gIh4]gE[s h0 Vs/]h 0Đ°•V#PÑ] 0•°đ °•

R /IYIEj <[s N]YGIg ]g NQYI ƳDkj G] [Ij ]dI[ jPI NQYI! <[  
k[Glg jPI GIj<QYh j<D R ÷ 0gIh4]gE[s h0 Vs/]h 0Đ°•V#PÑ] 0•°đ °•

R GG < GIhEgQdjQ][ <[G QGI]iQNsQIO XIsq]gGh j] Z<XI  
R< GIhl• C/U0p]s0QgE[s00 Vs,p]Đ 100A]dPA ½a p≠½

QYI EP Nj 0€ÓEIK] Đ•p]Q p•V€3 [ c0 ] ĐpI• GGQ[ W0²đ O 0°0đ]

khQ[INN<Qg\* g]GkEj\* gO<[Qv<[QNNQEQ][E s g Gh

R N s]k]Gj<[j ]jPlgh j] DI <DYI j] IGQj jPI G]EkZI[j• Og<  
<EEIhh ][Ys

R N s]k q<[j ]jPlgh j] IGQj <[G <GG E]ZZI[jh GQgIEjYs G  
“IGQj]g” <EEIhh

R N s]k q<[j ]jPlgh j] <GG E]ZZI[jh Dkj ][j IGQj jPI G]Ek  
jPIZ “E]ZZI[jlg” <EEIhh

” 7PI[ < G]EkZI[j glfkQglh Q[dkj Ng]Z ZkYjQdYI d<gjQIh• Qj  
Q[GQpQGk<Yh Z<XI jPIQg EP<[OIh <h “hkOOIhjQ][h” h] ]jP  
DIQ[O Z<GI• 0PQh Qh hQZQY<g j] “0g<EVE0ÀI[Ih” Q[ !QEg]I

R 0] Z<XI EP<[OIh <h hkOOIhjQ][h• EYQEX ][ jPI Gg]dÿG  
kddl gÿgQOPj hQGI ]N jPI G]EkZI[j ]] EP<[OI jPI Z]GI N  
hkOOIhjQ[O

R N h]ZID]Gs G]Ih ][j khI “hkOOIhjQ][” Z]GI qPI[ Z<XQ[C  
G]EkZI[j• khIgh E<[ hII jPI plghQ][ PQh]gs ]N < ]]OYI  
“ <hj IGQj«” YQ[X ][ jPI j]]YD<g

” 9]k Z<s khI jPI EP<j Nk[EjQ][<YQjs j] GQhEkhh EP<[OIh• h  
E]YY<D]g<jI Q[ gl<Y jQZI qQjPQ[ < ]]OYI ]E• 0] <EEIhh jP  
jPI kddl gÿgQOPj P<[G ]N jPI G]EkZI[j

**\$[O]QI[OG <j/lhd d]g] <Q[jI[<[E I**

0PI khQ[Ihh NN<Qgh E]ZZk[QE<jQ][h jI<Z Z<Q[j<Q[h jPQh G]E  
khQ[Ihh NN<Qgh /P<glG .Ih]kgEIh N]YGIg• [N]gZ<jQ][ <[G kd  
qQYY DI E]ZZk[QE<jIG jPg]kOP GQgIEj IZ<QYh j] <YY khQ[Ihh

0PI E]ZZk[QE<jQ][h jI<Z qQYY q]gX GQgIEjYs qQjP GI d<gjZI[jh  
glh]kgEIh Q[EYkGQ[O plgD<Y hEgQdjh j<QY]glG j] ZIIj jPIQg h  
E]ZZk[QE<jQ][h jI<Z qQjP fklhjQ][h• hkOOIhjQ][h• glE]ZZI[G<jQ  
glfkIhj h j] <GG [Iq hj<[G<gGh <[G jIZdY<jIh•

]ZZk[QE<jQ][ 0I<Z ]][j<Ejh•

” , šZ OE KZE]šZ tOEX}OEs]i >μvoÀX μ  
” Z •Z μoo Z , OEs]š vXt μoo Z >μvoÀX μ

+<Q]N