

## 7c]bVUgY`ghY`h`\_i fn`j cf`XYa`GhUfh`XYg B: H!A Uf\_hd`UhnYg

7c]bVUgY`d`Ubhž`Y]bYb`A Uf\_hd`Uhn`ZØf`b]Wk`h`Zi`b[ ]V`Y`Hc`\_Yb`  
fB: Hgł`ni`YfØZbYbž`XU`g]Wk`X]Y`[ fØ» hY`I G!6ØfgY`ZØf`XYb`  
<UbXY`a`]h`? fmdhc!5ggYhg`XYa`6cca`X][ ]hU`Yf`  
GUa`a`YfghØW`\_Y`UbgWk`]Y» h`8]Y`6ØfgYž`X]Y`5bZUb[ `X]YgYg`  
»\fYg`]b`BYk`Mcf`\_bch]Yfh`k Uf`i`bX`\_Øfn`]Wk`j`cb`XYb`  
5i`Zg]Wk`hgVY`\ØfXYb`Y]bYf`j`YfghÅf`\_hYb`DfØZi`b[ `i`bhYfnc[ `Yb`  
k`i`fXYž`\_ØbX][ hY`Ubž`XUgg`7c]bVUgY`B: H!6Ybi`hnYfb`X]Y`  
]a`a`Yf`VY`]YVhYf`k`YfXYb`XYb`X][ ]hU`Yb`Hc`\_Yb`YfghY`Ybž`  
\_Ui`ZYb`cXYf`j`Yf`\_Ui`ZYb`UggYb`k`ØfXYž`X]Y`?i`bghk`Yf`\_Y`cXYf`  
UbXYfY`GUa`a`YfghØW`\_Y`XUfghY`Yb`"8Ug`i`bhYfbY`a`Yb`k`c`Y`  
YXYf`j`cb`gY]bYa`\_fYUh]j`Yb`i`b`\_Yb`dfc`Z]h]YfYb`UggYb`  
i`bX`XUni`VY]hfU[ `Ybž`X]Y`GWk`ØdZYfØ`\_cbca`]Y`ni`Y]bYa`  
nYbhfU`Yb`HfY]VYf`XYf`FYU`k`]fhgWk`UZh`ni`a`UWk`Yb`"a`  
9fZc`[ `gZU`\_ØbbhY`XYf`bYi`Y`A Uf\_hd`Uhn`/`Ua`d`^Y`]d`/`

7c]bVUgY`d`Ubhž`Y]bYb`A Uf\_hd`Uhn`ZØf`b]Wk`h`Zi`b[ ]V`Y`Hc`\_Yb`fB: Hgł`  
ni`YfØZbYbž`XU`g]Wk`X]Y`[ fØ» hY`I G!6ØfgY`ZØf`XYb`<UbXY`a`]h`  
?fmdhc!5ggYhg`XYa`6cca`X][ ]hU`Yf`GUa`a`YfghØW`\_Y`UbgWk`]Y» h`

8]Y`6ØfgYž`X]Y`5bZUb[ `X]YgYg`»\fYg`]b`BYk`Mcf`\_bch]Yfh`k Uf`i`bX`  
\_Øfn`]Wk`j`cb`XYb`5i`Zg]Wk`hgVY`\ØfXYb`Y]bYf`j`YfghÅf`\_hYb`DfØZi`b[  
i`bhYfnc[ `Yb`k`i`fXYž`\_ØbX][ hY`Ubž`XUgg`7c]bVUgY`B: H!6Ybi`hnYfb`  
X]Y`]a`a`Yf`VY`]YVhYf`k`YfXYb`XYb`X][ ]hU`Yb`Hc`\_Yb`YfghY`Ybž`\_Ui`ZYb`  
cXYf`j`Yf`\_Ui`ZYb`UggYb`k`ØfXYž`X]Y`?i`bghk`Yf`\_Y`cXYf`UbXYfY`  
GUa`a`YfghØW`\_Y`XUfghY`Yb`"

8Ug`i`bhYfbY`a`Yb`k`c`Y`YXYf`j`cb`gY]bYa`\_fYUh]j`Yb`i`b`\_Yb`  
dfc`Z]h]YfYb`UggYb`i`bX`XUni`VY]hfU[ `Ybž`X]Y`GWk`ØdZYfØ`\_cbca`]Y`  
ni`Y]bYa`nYbhfU`Yb`HfY]VYf`XYf`FYU`k`]fhgWk`UZh`ni`a`UWk`Yb`"

⇒ a`9fZc`[ gZU``\_ÖbbhY`XYf`bYi`Y`A`Uf\_hd`Uhn`j`cb`7c]bVUgY  
Ub[ Yg]W`hg`XYf`Ub`U`hY`b`XYb`<`Y\_h]\_`ZØf`B: Hg`Y]bY`i`\_fUh]j`Y`bYi`Y`  
9]bbU`a`Yei`Y`Y`gW`UZZYb`"

⇒ a`j`Yf[ Ub[ YbYb`A`cbUh`\`Uh`C`dYbGYUž`XYf`VY`]YVhYghY`B: H!  
A`Uf\_hd`Uhnž`bUW`8`UhY`b`j`cb`8`UddF`UXUf`B: H!HfUbgU\_h]cbYb`]a`  
K`Yfh`j`cb`ZUgh`&ž`A`j`]UfXYb`I`G!8`c``Uf`Ui`Z`gY]bYf`D`UhhZc`fa`  
Yfa`Ö[`]W`hž`c`V`k`c`\`g]W`X`Ug`J`c`i`a`Yb`]b`XYb`Y`hnhY`b`K`c`W`Y`b`  
`Y]W`h`j`Yf`Ub[`gUa`h`\`U`h`C`dYbGYU`b]a`a`h`&ž)`D`f`cnY`bh`U``Yf`  
J`Yf`\_`Ä`i`Z`Y`Ui`Z`gY]bYf`D`UhhZc`fa`"

7c]bVUgY`Ä`i`»`YfhY`g]W`b]W`h`X`U`ni`ž`k`j]Y`gY]bY`;`YVØ`f`Y`b`ghfi`\_`hi`f`  
Ui`ggY`\`Y`b`k`Ø`f`XY`ž`gU[`hY`Y`X`c`W`ž`X`U`gg`X]Y`6`Y`bi`hnYf`\_`Y]bY`  
ni`g`Ä`h`]W`Y`b`;`YVØ`f`Y`b`ZØ`f`X]Y`9`f`ghY`i`b[`ž`5`i`Z]ghi`b[`c`XYf`  
:`Ø`f`XYfi`b[`j`cb`B: Hg`n`U`\`Y`b`a`Ø`g`ghY`b`ž`Ø`V`Y`f`X]Y`;`Ug`!;`YVØ`\`  
\`b`Ui`gž`X]Y`ZØ`f`X]Y`F`Y[`]ghf]Yfi`b[`Y]bYg`B: H`]b`XYf`6`c`W`W`U]b`  
YfZc`f`XYf`]W`j]gh`"

K`Ä`f`Y`b`X`XYf`Y`f`ghY`G`h`U`f`h`ni`b`Ä`W`gh`bi`f`X`U`g`D`f`Ä[`Y`b`Ui`Z`XYf`  
9`h`\`Y`f`Y`i`a`!`6`c`W`W`U]b`i`b`h`Y`f`gh`Ø`h`n`Y`b`k`]f`X`ž`k`]f`X`X`U`g`I`b`h`Y`f`b`Y`\`a`Y`b`  
`V`U`X`X`U`b`U`W`U`Ub`XY`f`Y`6`c`W`W`U]b`g`i`b`h`Y`f`gh`Ø`h`n`Y`b`ž`ZØ[`h`Y`Y`g`\]b`ni`"

?f]h]\_Yf`\UVYb`XUg`B: H!: ]YVYf`U`g`6`UgY`UV[ YhUb`i`bX`j`cf`XYf`  
;`YZU`\f`j`cb`6`Y`hfØ[ YfY]Yb`]a`c`W`Y`f`f`Y[`i`]YfhY`b`F`Ui`a`[`Yk`Ufbh`  
5`V`Y`f`A`Uf`\_`Ni`W`Y`f`V`Y`f[`ž`7`9`C`j`cb`:`UW`V`cc`\_`ž`\`Uh`j`cf[`Yg`W`\`U[`Yb`ž`  
X`U`g`g`B: Hg`Y]bYg`HU[`Yg`Y]b`U``[`Y[`Ybk`Ä`fh][`Yf`HY`]`XYg`  
C`b`]bY!`A`Y`h`U`j`Y`f`gi`a`g`g`Y]b`\_`Ö`bb`h`Y`b`ž`Y]bYg`j`]f`hi`Y`Y`b`  
I`b]j`Y`f`gi`a`gž`VY]`XY`gg`Y`b`5`i`Z`V`Ui`:`UW`V`cc`\_`Y]bY`F`c``Y`gd]Y`Y`b`  
a`Ö`W`h`Y`"

@YhnhYb`A`cbUh[ UV`C`dYbGYU`ni`ž`XUgg`Y]bYf`gY]bYf`Hcd!A`UbU[ Yf`  
⇒g]XYf!K`]ggYb`[`Ybi`hnh`\`UhhY`ž`i`a`5`fh]\_Y`j`cf`]f`Yf`D`f`ca`ch]cb`Ui`Z`  
XYa`A`Uf`\_`h`ni`\_`Ui`ZYb`"

7c]bVUgY`gU[ hYž`gY]bY` ⇒g]XYf`\`Ub`XY`g`f]W`h`]b]Yb`g]bX`gc`  
\_`c`bn]d]Yfhž`XUgg`b]Ya`Ub`X`a`]h`XYa`I`b`h`Y`f`b`Y`\`a`Y`b`j`Y`f`Vi`b`XY`b`Y`  
?`f`md`hc!`5`gg`Y`hg`f`Y]b`g`W`\]Y`»`]W`B: Hg`Ł`a`]h`b]W`h`Ö`Z`Y`b`h`]W`Y`b`  
⇒Zc`fa`Uh]cbYb`\`Ub`XY`b`\_`U`bb`ž`i`b`X`ZØ[`h`Y`\]b`ni`ž`XUgg`Y]b][`Y`

gY]bYf`Y]hYbXYb`5b[ YghY`hYb`bcW`ghfYb[ YfY`F ]W`h]b]Yb  
Y]b\U`hYb`a`i`gghYb`"

7c]bVUgY`\Uh`\_Øfn`]W`Y]b`k`Y]hYfYg`DfcXi`\_h`bUa`Ybg`@YbX  
Y]b[ YghY`h`bUW`XYa`X]Y`I`G!6ØfgYbUi`Zg]W`hgVY`\ØfXY`fGYW`f]h]Yg  
UbX`9I`W`Ub[ Y`7ca`a`]gg]cbŁ`[ Yk`Ufbh`\UhhYž`XUgg`X]Y` ; fi`ddY  
c\bY`9f`Ui`Vb]g`\_Y]bY`N]bgYb`ZØf`[ YghYW`\_hY`?`fmdhc`k`À`fi`b[ Yb  
nU`\Yb`\_ØbbhY`"8Yf`79C`j`cb`7c]bVUgYž`6f]Ub`5fa`ghfcb[ ž`k`UfZ`XYf  
FY[ i`]Yfi`b[ gVY`\ØfXY`\_g\_]nnYb`UZhYg`J`Yf`\U`hYb`j`cf`"

E`i`Y`Y`.:`]bUbW]U`H]a`Yg

8YhU]`g

6Ygi`W`Yb`G]Y`i`bg`Ui`Z.`\_fmdhc!`bYk`g`Uh