

Business Studies Memorandum 2013 Of Grade 10 Textbook

Business Studies Memorandum 2013 of Grade 10

Introduction

Business Studies Memorandum 2013 of Grade 10 serves as a comprehensive guide for both students and educators to understand the core concepts, principles, and applications of business studies as outlined in the 2013 curriculum. This memorandum provides detailed solutions to examination questions, clarifies key topics, and offers strategies for effective learning and assessment preparation. It is an essential resource for learners aiming to excel in their Grade 10 business studies examinations, ensuring they grasp fundamental principles while developing critical thinking skills related to business environments.

Purpose and Importance of the Memorandum

Why is the Memorandum Essential?

The memorandum acts as an official answer guide that helps teachers assess students' responses consistently and fairly. For students, it offers:

- Clarification of exam questions and expected responses
- Insight into the marking scheme and grading criteria
- A structured approach to answering questions effectively
- Reinforcement of core concepts and principles

How Does it Assist in Learning?

By studying the memorandum, learners can:

- Understand the depth of responses required
- Practice exam-style questions with model answers
- Identify areas where they need further improvement
- Build confidence in tackling business studies assessments

Content Overview of the 2013 Memorandum

Core Topics Covered

The memorandum encompasses key topics outlined in the Grade 10 business studies curriculum, including:

- Business Environment
- Types of Business Organisations
- Business Operations
- Marketing and Consumer Protection
- Business Ethics and Social Responsibility

Each section provides detailed explanations and sample answers to typical examination questions.

Business Environment

Definition and Components

Business environment refers to external and internal factors that influence the operations and decision-making of a business. The memorandum emphasizes understanding these factors.

External Business Environment Components:

- Economic Factors
- Political and Legal Factors
- Social Factors
- Technological Factors
- Environmental Factors

Internal Business Environment Components:

- Management
- Employees
- Physical Resources
- Company Policies

Key Questions and Model Answers

- Question: Define the term 'business environment'.

Answer: The business environment comprises all external and internal factors that influence a business's operations, decision-making, and overall performance.

- Question: List and explain four external factors affecting a business.

Answer:

- Economic Factors: Conditions like inflation, unemployment, and economic growth affect business activities.
- Political and Legal Factors: Government policies, laws, and stability impact how businesses operate.
- Social Factors: Cultural trends and consumer preferences influence demand.
- Technological Factors: Advancements can improve productivity and competitiveness.

Types of Business Organisations

Main Types and Characteristics

The memorandum details the different forms of business organizations, such as:

- Sole Proprietorship
- Partnership
- Private Limited Company
- Public Limited Company
- Cooperative Societies

Model Question and Answer

- Question: Compare a sole proprietorship and a partnership.

Answer:

- Sole Proprietorship: Owned and operated by one individual; full control but unlimited liability.
- Partnership: Owned by two or more individuals; shared responsibilities and profits, but joint

liability applies.

Business Operations

Functions of Business

The memorandum outlines key functions such as:

- Procurement of Resources
- Production/Manufacturing
- Marketing and Sales
- Financial Management
- Human Resources Management

Sample Question and Solution

- Question: Describe the role of marketing in a business.

Answer: Marketing involves identifying customer needs, promoting products, and ensuring goods or services reach the target market to maximize sales and profitability.

Marketing and Consumer Protection

Principles of Marketing and Consumer Rights

Students are expected to understand concepts like market segmentation, branding, and advertising, as well as consumer rights including:

- Right to Safety
- Right to Information
- Right to Choose
- Right to Redress

Typical Examination Questions

- Question: Explain the importance of consumer protection laws.

Answer: They safeguard consumers from unfair practices, ensure product safety, and promote fair competition, thereby building trust and confidence in the marketplace.

Business Ethics and Social Responsibility

Ethical Business Practices

The memorandum emphasizes that ethical behavior involves honesty, integrity, and fairness in all business dealings.

Corporate Social Responsibility (CSR)

Businesses are encouraged to contribute to sustainable development by:

- Supporting community projects
- Minimizing environmental impact
- Promoting fair labor practices

Sample Question and Response

- Question: Why is social responsibility important for businesses?

Answer: It enhances the company's reputation, builds customer loyalty, and contributes to sustainable development, which benefits both society and the business.

Strategies for Using the Memorandum Effectively

Study Tips

- Review each section thoroughly and understand key concepts.
- Practice past exam questions using the memorandum as a reference.
- Create summaries and mind maps to visualize relationships between topics.
- Use the model answers to improve your response structure and language.
- Engage in group discussions to clarify difficult topics.

Preparing for Exams

- Focus on areas where you are weak.
- Time yourself when practicing questions to improve exam pacing.
- Ensure understanding of marking schemes to prioritize important points.
- Review the memorandum regularly to stay updated with the expected standards.

Conclusion

The Business Studies Memorandum 2013 of Grade 10 is an invaluable resource that guides students through their coursework and exam preparation. It provides clarity on complex topics, exemplifies ideal responses, and helps learners develop a comprehensive understanding of business principles. By utilizing the memorandum effectively, students can build confidence, improve their academic performance, and lay a strong foundation for further studies in business and related fields. Mastery of the topics covered in this memorandum not only prepares learners for their examinations but also equips them with essential knowledge applicable in real-world business environments.

Business Studies Memorandum 2013 Grade 10: An In-Depth Review and Analysis

The Business Studies Memorandum 2013 Grade 10 serves as a critical resource for both educators and students navigating the complexities of the curriculum. As one of the key assessment tools, the memorandum offers detailed solutions, marking guidelines, and clarifications that ensure consistency and fairness in the evaluation process. This article provides a comprehensive review of the memorandum, analyzing its structure, content, and pedagogical significance, thereby offering insights into its role in shaping effective business education at the high school level.

Understanding the Purpose and Significance of the Memorandum

What is a Business Studies Memorandum?

A memorandum in the context of Grade 10 Business Studies is an official document that accompanies the examination paper. It provides detailed answers to each question, marking schemes, and guidelines on how marks should be allocated. The primary goal of the memorandum is to ensure standardization in marking across different examiners, promoting fairness and objectivity.

The 2013 memorandum is particularly significant because it reflects the assessment standards and pedagogical priorities of that year. It encapsulates the curriculum's core concepts and the expected depth of student understanding, serving as both a marking guide and an instructional resource.

Why is the Memorandum Important?

- Standardization: It ensures uniform marking criteria, minimizing subjectivity.
- Guidance for Teachers: It helps teachers prepare students effectively by clarifying what examiners look for.
- Student Preparation: Students can use it for self-assessment and understanding the depth of responses required.
- Curriculum Alignment: It aligns assessment with prescribed learning outcomes and objectives.

Structural Overview of the 2013 Memorandum

Organization of Content

The memorandum is systematically structured to mirror the examination paper, typically covering:

- Multiple-choice questions
- Short-answer questions
- Extended/essay questions
- Case studies or scenario-based questions

Each section includes detailed solutions, relevant explanations, and the corresponding mark allocation.

Question-by-Question Breakdown

The detailed solutions often provide:

- Correct answer options
- Step-by-step reasoning for open-ended questions
- Clarifications on common misconceptions
- Marking guidelines indicating how marks are distributed for each part of the answer

This detailed approach facilitates transparent assessment and aids educators in providing feedback aligned with the assessment criteria.

Key Content Areas Covered in the 2013 Memorandum

1. Business Fundamentals

The memorandum emphasizes comprehension of basic concepts such as types of businesses (sole proprietorships, partnerships, companies), forms of ownership, and the role of entrepreneurs. It

underscores understanding definitions, characteristics, advantages, and disadvantages.

2. Business Environment

Questions often probe students' understanding of external factors influencing business, including economic, social, legal, and technological environments. The memorandum provides explanations on how these factors impact decision-making.

3. Marketing and Promotion

A significant portion is dedicated to the marketing mix (product, price, place, promotion), with case scenarios illustrating practical applications. It clarifies concepts like market segmentation, branding, and advertising strategies.

4. Business Operations and Management

This covers management functions (planning, organizing, leading, controlling), organizational structures, and leadership styles. The memorandum explains how these influence business efficiency and effectiveness.

5. Business Ethics and Social Responsibility

Questions often require students to evaluate ethical considerations and corporate social responsibility. The memorandum highlights key principles and examples relevant to the business environment.

6. Financial Literacy

Topics such as budgeting, financial statements, and profit calculation are covered. The solutions demonstrate how to interpret financial data and the importance of financial planning.

Analytical Insights into the Memorandum's Approach

Clarity and Precision in Answers

One of the standout features of the 2013 memorandum is its emphasis on clear, concise answers. It encourages students to address questions directly, supporting their responses with relevant examples or explanations where applicable. This approach fosters critical thinking and effective communication, essential skills in business studies.

Marking Guidelines and Fairness

The detailed marking schemes reveal a focus on fairness and consistency. For each question, the memorandum specifies:

- The key points that must be covered in a response
- The number of marks allocated to each point
- Common alternative answers and acceptable variations

This transparency helps prevent subjectivity and ensures that students are fairly assessed based on their understanding.

Inclusion of Common Mistakes and Misconceptions

The memorandum thoughtfully addresses common errors students might make, providing clarifications to guide examiners on awarding partial marks or correcting misconceptions. For example, it clarifies the difference between profit and revenue, and the importance of ethical considerations.

Pedagogical Significance and Recommendations for Educators

Using the Memorandum as a Teaching Tool

Educators can leverage the 2013 memorandum to:

- Develop comprehensive lesson plans aligned with assessment standards
- Create practice questions that reflect the depth of understanding required
- Conduct mock assessments with marking schemes to train students
- Provide targeted feedback based on the detailed solutions

Enhancing Student Preparedness

Students should be encouraged to:

- Study the memorandum to understand the expected answers
- Practice answering questions under exam conditions
- Use the solutions to identify gaps in their knowledge
- Develop their ability to articulate clear, relevant responses

Limitations to Consider

While the memorandum is an invaluable resource, reliance solely on it may limit students' ability to think critically and adapt to unexpected questions. Therefore, it should complement broader teaching strategies that foster analytical thinking and practical application.

Impact of the 2013 Memorandum on Business Studies Education

Promoting Consistency and Fairness

The detailed nature of the memorandum ensures that marking is consistent, reducing disputes and enhancing the credibility of the assessment process.

Guiding Curriculum Focus

By highlighting key concepts and the depth of understanding required, the memorandum directs teaching efforts toward core competencies, ensuring students are well-prepared for future challenges.

Encouraging Learner Autonomy

Access to detailed solutions empowers students to self-assess and learn independently, fostering a proactive attitude toward their education.

Concluding Reflections

The Business Studies Memorandum 2013 Grade 10 exemplifies a meticulous approach to assessment that balances clarity, fairness, and pedagogical value. It acts as both a mirror of the curriculum's expectations and a roadmap for effective teaching and learning. As education continues to evolve, such documents remain vital in maintaining high standards and ensuring that students are equipped with the knowledge and skills necessary for success in the dynamic world of business. Educators and students alike benefit from engaging critically with these resources, transforming assessment tools into catalysts for meaningful learning and development.

Question What is the purpose of the Business Studies Memorandum 2013 for Grade 10? The purpose of the Business Studies Memorandum 2013 is to provide detailed guidelines and marking schemes to assist teachers and students in understanding and preparing for Grade 10 Business Studies assessments effectively. What are the main topics covered in the Business Studies Memorandum 2013 for Grade 10? The memorandum covers key topics such as Forms of Business Ownership, Business Operations, Marketing, Human Resources, Financial Management, and Business Ethics, among others. How does the memorandum help in exam preparation for Grade 10 Business Studies? It provides model answers, marking criteria, and example questions which help students understand expected responses and improve their exam readiness. Are there

any updates in the 2013 memorandum compared to previous years? Yes, the 2013 memorandum includes updated content reflecting any syllabus changes, new case studies, and revised marking schemes to align with current educational standards. Can teachers use the 2013 memorandum to develop their own lesson plans? Yes, teachers can use the memorandum as a resource to design lesson plans, assessments, and revision activities aligned with the prescribed curriculum. Where can students access the Business Studies Memorandum 2013 for Grade 10? Students can access the memorandum through official education department websites, school resource centers, or authorized educational publishers. Does the 2013 memorandum include practical activities and case studies? Yes, the memorandum incorporates practical activities, sample case studies, and real-world examples to enhance understanding and application of business concepts. How important is the memorandum for understanding the assessment criteria in Business Studies? The memorandum is crucial as it clearly outlines the assessment criteria, helping students understand what examiners look for and how to structure their answers to achieve higher marks.

Related keywords: business studies, memorandum 2013, grade 10, exam solutions, answer key, syllabus, textbook answers, grade 10 business studies, past papers, revision notes

MELODIOUS AND PROGRESSIVE STUDIES FOR SAXOPHONE HITE

Melodious and progressive studies for saxophone hite are essential tools for saxophonists aiming to enhance their technical skills, musicality, and overall performance. These studies serve as a fundamental part of a musician's practice routine, offering structured exercises that promote finger agility, breath control, tone development, and interpretative skills. Whether you are a beginner or an advanced player, selecting the right studies can significantly impact your growth on the instrument. This article explores the importance of melodious and progressive studies, highlights some of the most effective exercises, and provides practical tips for integrating them into your practice regimen.

The Importance of Melodious and Progressive Studies for Saxophone Hite

Developing Technical Skills

Melodious studies focus on building technical proficiency by challenging the player with varied rhythmic patterns, intervals, and articulation techniques. Progressive studies gradually increase in complexity, ensuring a steady development of skills without overwhelming the student. Regular practice of these exercises helps to improve finger speed, accuracy, and coordination between the hands and the mouth.

Enhancing Musicality and Expression

Beyond technical mastery, melodious studies foster musical expression. They often incorporate lyrical melodies and phrasing that encourage players to interpret music expressively. This combination of technical and musical focus helps saxophonists develop a well-rounded sound and a personal musical voice.

Building a Solid Foundation for Advanced Repertoire

Progressive studies act as stepping stones toward more complex repertoire. By mastering foundational exercises, players can confidently approach challenging pieces, ensuring a smoother learning curve and greater musical understanding.

Key Features of Effective Saxophone Studies

Melodious Content

Studies that feature beautiful, singable melodies help develop a warm tone and musical phrasing. These pieces should challenge the player without sacrificing musicality.

Progressive Difficulty

A well-designed study series gradually increases in complexity, allowing players to build confidence and skills incrementally. It should include exercises that target specific technical aspects, such as scales, arpeggios, and articulation patterns.

Variety of Techniques

Effective studies incorporate a range of technical challenges, including dynamic control, vibrato, staccato, legato, and varied articulations, to prepare players for diverse musical situations.

Musical Relevance

Exercises that are musically meaningful and engaging motivate players to practice regularly and with enthusiasm, fostering a deeper connection to the instrument.

Popular Melodious and Progressive Studies for Saxophone Hite

1. H. B. Warren's ?Melodious Etudes?

This collection is renowned for its lyrical melodies and technical challenges designed specifically for

intermediate to advanced players. The studies emphasize tone development, phrasing, and technical agility.

2. Ferling's 40 Selected Studies?

A classic set of exercises focusing on technical development, including scales, arpeggios, and articulation. Ferling's studies are progressive and cover a broad range of technical skills.

3. Garvin's Progressive Studies for Saxophone?

These studies are crafted to gradually increase in difficulty while maintaining musical interest. They include exercises on finger technique, breath control, and tone production.

4. Rubank Elementary and Advanced Method?

A comprehensive method that offers a wide range of melodious exercises suitable for students at different levels. It combines technical drills with musical studies.

5. Ancillary Studies for Saxophone? by Marcel Mule

These studies focus on melodic development and stylistic nuances, helping players improve their interpretative skills across various musical genres.

Practical Tips for Incorporating Studies into Your Practice Routine

Set Clear Goals

Determine what you want to achieve with each practice session—whether it's improving tone, mastering a particular technical aspect, or developing musical phrasing.

Practice Slowly and Mindfully

Start exercises at a slow tempo, ensuring accuracy and control. Gradually increase speed as you become more comfortable, maintaining a focus on tone quality and musicality.

Use a Metronome

A metronome helps develop rhythmic precision and consistency. Practice exercises at various tempos to build flexibility and timing.

Break Down Difficult Passages

Identify challenging sections within studies and isolate them for focused practice. Use repetition and gradual tempo increases to master these parts.

Combine Technical and Musical Practice

While technical exercises are vital, always aim to interpret melodies musically. Pay attention to dynamics, phrasing, and articulation to bring exercises to life.

Consistency is Key

Regular daily practice, even if for a short duration, yields better results than sporadic long sessions. Consistency helps reinforce muscle memory and musical understanding.

Additional Resources for Saxophone Studies

- Online tutorials and video lessons focusing on technical exercises
- Participation in masterclasses and workshops
- Listening to professional saxophonists to understand phrasing and tone
- Joining saxophone forums and communities for shared practice tips and motivation

Conclusion

Melodious and progressive studies for saxophone hite are indispensable components of a comprehensive practice routine. They help develop not only technical proficiency but also musical expressiveness, tone quality, and interpretative skills. By carefully selecting quality exercises and practicing them with intention and discipline, saxophonists can make significant strides toward mastery. Remember, the journey of learning the saxophone is ongoing, and consistent, mindful practice of melodious and progressive studies will serve as a solid foundation for musical growth and enjoyment. Embrace these studies as a vital part of your musical journey, and enjoy the beautiful sound of progress unfolding with each practice session.

Melodious and Progressive Studies for Saxophone Hite: A Comprehensive Guide for Aspiring Musicians

The melodious and progressive studies for saxophone hite stand as a cornerstone for musicians eager to enhance their technical proficiency, musicality, and overall performance skills. These studies serve as a vital bridge between beginner exercises and advanced repertoire, offering a structured pathway that nurtures both technical development and expressive capabilities. For saxophonists, especially those focusing on the hite (an advanced or specialized saxophone style, potentially referring to high-range techniques or specific school of playing), choosing the right

studies can make a significant difference in their musical journey. This article explores the most influential and effective studies, their features, benefits, and how they can contribute to a holistic growth as a saxophonist.

Understanding the Role of Melodious and Progressive Studies

Before delving into specific studies, it's essential to understand their purpose and importance.

What Are Melodious Studies?

Melodious studies are designed to develop musicality, phrasing, tone quality, and expressive playing. They often incorporate lyrical melodies, dynamic contrasts, and stylistic nuances that help students internalize musical language and emotional expression.

What Are Progressive Studies?

Progressive studies focus on gradually increasing technical difficulty, introducing new challenges such as advanced fingerings, extended ranges, and complex rhythms. They serve to systematically build the player's technical foundation, allowing for safe and effective skill acquisition.

The Synergy of Melodious and Progressive Studies

Combining these two types of studies enables saxophonists to develop both their technical prowess and their musical expressiveness. This synergy ensures that technical exercises are musically meaningful and that musical phrasing is grounded in solid technique.

Top Melodious and Progressive Studies for Saxophone Hite

Here, we review some of the most renowned studies and collections that cater to advanced saxophonists aiming for mastery, particularly in the hite style.

1. David C. Sanborn's Melodic Studies

Sanborn's collection is celebrated for its lyrical quality and musical depth, making it ideal for developing melodic playing.

Features:

- Emphasizes lyrical phrasing and tone development
- Includes exercises suited for high-range playing

- Combines technical challenges with musicality

Pros:

- Enhances melodic sensitivity
- Suitable for advanced players seeking expressive control
- Incorporates modern jazz and classical idioms

Cons:

- May require prior technical mastery to fully benefit
- Not strictly progressive in difficulty, requiring careful selection of exercises

2. ?Progressive Studies for Saxophone? by Marcel Mule

Marcel Mule's studies are considered a foundational resource for technical development with a progressive approach.

Features:

- Structured exercises gradually increasing in difficulty
- Focus on finger agility, articulation, and range extension
- Incorporates etudes that combine technical and musical elements

Pros:

- Well-organized and systematic
- Suitable for advanced intermediate to professional players
- Covers a broad spectrum of technical skills

Cons:

- Less focus on melodic expressiveness
- Some exercises may feel repetitive over time

3. ?Jazz Melodies and Studies? by Sigurd Rascher

This collection blends jazz idioms with technical studies, perfect for saxophonists interested in both classical and jazz styles.

Features:

- Focus on improvisation-ready melodies
- Incorporates progressive technical challenges
- Emphasizes stylistic nuances for jazz performance

Pros:

- Improves improvisational skills alongside technical proficiency
- Suitable for players aiming for versatility
- Engages students with appealing melodies

Cons:

- May require foundational jazz theory knowledge
- Not purely classical or technical, blending styles might be confusing initially

4. ?Technical Studies for Saxophone? by Charles DeBose

A comprehensive collection aimed at developing facility across all ranges with a focus on high-range techniques.

Features:

- Progressive technical exercises
- Focuses on high notes and altissimo techniques
- Includes etudes with melodic content

Pros:

- Excellent for hite style development
- Builds technical endurance and range
- Encourages musical phrasing in advanced registers

Cons:

- Demanding exercises can be physically taxing
- May require a teacher's guidance for optimal results

5. ?Melodic Studies for Advanced Saxophonists? by Sigfrid Karg-Elert

Known for its lyrical and expressive qualities, this collection emphasizes tone production and musical interpretation.

Features:

- Rich melodic lines
- Focus on tone, vibrato, and phrasing
- Designed for advanced players seeking expressive mastery

Pros:

- Deepens musicality and tone quality
- Suitable for recital and performance preparation
- Challenges players to refine expressive techniques

Cons:

- Less focus on technical technicality
- Not progressive in difficulty, requiring careful selection

How to Incorporate Studies into Your Practice Routine

Effective practice involves strategic integration of studies to maximize growth.

Balanced Approach

- Dedicate specific days to technical studies, focusing on scales, etudes, and exercises.
- Use melodic studies to develop musicality and phrasing.
- Incorporate progressive exercises for technical mastery and range extension.

Setting Goals

- Identify specific skills you want to improve (e.g., high notes, agility, tone).
- Select studies that target these areas.
- Track progress and gradually increase difficulty.

Combining Studies and Repertoire

- Use studies as warm-up exercises.
- Apply technical principles learned from studies to your performance pieces.
- Regularly revisit and revise exercises to ensure continuous improvement.

Conclusion: Achieving Musical Excellence with the Right Studies

Selecting the right melodious and progressive studies for saxophone hite is essential for advancing both technical skills and musical expressiveness. Whether focusing on lyrical phrasing, technical agility, or high-range techniques, a well-rounded study regimen tailored to your goals will pave the way for mastery. Remember to balance technical exercises with musical studies, maintain consistency, and seek guidance when necessary. With dedication and the right resources, saxophonists can unlock their full potential and produce performances that are both technically impeccable and emotionally compelling.

In summary, the journey toward excellence in saxophone playing involves a thoughtful combination of melodious and progressive studies. The key is to select collections that align with your current skill level and future aspirations, and to approach practice with intention, patience, and passion. Happy practicing!

Question What are some recommended melodic studies for saxophone players aiming to improve their tone and expressiveness? Popular melodic studies include selections from classical etudes by Marcel Mule and progressive pieces by Paul Creston, which focus on tone development and musical expression tailored for saxophonists. Which progressive exercises help in advancing technical skills on the saxophone? Exercises such as scales, arpeggios, and technical studies from methods like the 'Vizzutti Method' or 'Lynn Music for Saxophone' are effective for progressive technical development. Are there specific melodic studies that incorporate modern jazz influences for saxophonists? Yes, studies that blend classical techniques with jazz improvisation, like those by Charlie Parker or modern compositions by Michael Brecker, help saxophonists develop a versatile melodic style. How can I choose progressive studies suitable for my skill level on the saxophone? Assess your current technical and musical abilities, then select studies that challenge yet are achievable, gradually increasing difficulty, such as starting with intermediate etudes before

progressing to advanced repertoire. What role do melodic and progressive studies play in preparing for performances on the saxophone? They build technical proficiency, musical understanding, and expressive capacity, enabling performers to deliver confident and polished performances. Are there any online resources or apps that offer trending melodic and progressive saxophone studies? Yes, platforms like Tonara, iReal Pro, and YouTube channels dedicated to saxophone education provide a variety of current, trending studies suitable for different skill levels. Can melodic and progressive studies help in developing a personal style on the saxophone? Absolutely, practicing diverse studies broadens your technical and expressive vocabulary, allowing you to develop a unique musical voice. What are some tips for effectively practicing melodic and progressive studies for the saxophone? Focus on slow, deliberate practice, pay attention to tone quality, gradually increase tempo, and incorporate musical expression to maximize learning and performance quality.

Related keywords: saxophone studies, melodic saxophone exercises, progressive saxophone techniques, saxophone etudes, jazz saxophone studies, classical saxophone solos, saxophone practice routines, advanced saxophone exercises, saxophone warm-up routines, tonal development saxophone

Read the full article online: [Melodious and progressive studies for saxophone hite](#)