



SOCW4015

< cbc i fg 'F YgYUfVX 'H\Yg]g

HYfa 'Hk c ''##'&\$&\$

7 ci fgY`Cj Yfj]Yk

GHJZ`7cbHJW`8YHJ]`g

7cbj Ybcfg

B Ua Y	9a U]			

5ggYgga Ybh

5ggYgga YbhHUg_g`

5ggYgga YbhHUg_	K Y][\h	8i Y'8UH	Gh XYbh@YUfb]b[Ci hWta Yg'5ggYggYX
<cbci fg'F YgYUfW \H\Yg]g'	%%\$i	%* #/\$#&\$&\$'%%\$\$'DA	%z&z ž(ž)

5ggYgga Ybh8YHJ]`g

5ggYgga Ybh%`<cbci fg'F YgYUfW \H\Yg]g

GhUfhXUH. Bch5dd`]WVY

@Yb[h. '\$\$Z\$\$'hc '%&Z\$\$

8YHJ]`g.

Gh XYbhg'UFY fYei]fYX'hc'i bXYfU_Y'U'%'\$Z\$\$!'&Z\$\$!k cFX'fYgYUfW 'dfc YW]b'Ub'UFYU'cZHY]f']bhYfYghz
fY'UH'X'hc'gcW]U'k cf_'cf'\YU'h'# Y'ZUFY'dfUW]W"Gh XYbhg'k]''k cf_'cb'h\]g'dfc YW]b'HYfa '&'UbX'dUfhcZ
HYfa ' ' "

Gh XYbhg'k]''VY'U'cW]H'X'Ub'UW]XYa]Wgi dYfj]gcf'k \c'\Ug'YI dYfh]gY]b'hY'gh XYbhg'fYgYUfW'UFYU
UbX#cf'W]cgYb'a YhcXc'c[m'

H\Y'hYg]g'a Uf_'Wta df]gYg'%%\$i 'cZHY'a Uf_'Zcf'GC 7K (\$%) "

Gh XYbhg'k]''VY'dfcj]XYX'k]h'cb[c]b['ZYXVUW'cb'hY]f'fYgYUfW 'dfc YW]VmhY]f'U'cW]H'X'gi dYfj]gcf'
'UXX]h]cbzgh XYbhg'k]''fYW]j Y'ZYXVUW'Zca 'hY'Wcbj YbYf'cZGC 7K (\$%) 'Xi f]b['gYa]bUfg" 9UW
hYg]g'k]''VY'a Uf_YX'Vm]k c]bXYdYbXYbhYI Ua]bYfg"Gh XYbhg'k]''fYW]j Y'U'bi a Yf]W] [fUXY'UbX'k f]hYb
ZYXVUW'Zca 'hY'YI Ua]bYfg"

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

H\Y'Zc`ck]b['cd]h]cbg'W]b'VY'Wcbg]XYfYX']b'fY'Uh]cb'hc'a YhcXc'c[m

%' 9a d]f]W]Y'bei]fm. ;]j Yb'hY'h]a YZUa Y'Uj U]'UV'Y'Zcf'hY'dfcXi W]cb'cZHY'hYg]g'UbX'hY'k cFX
'ja]h]h]k]''fYei]fY'UXYei UH'h]a Y'hc'gYW'fY'hY'fYei]fYX'Yh]W]Uddfcj U'Zcf'Ub'cf][]bU'Ya d]f]W]
fYgYUfW]bei]fnz'i b'Ygg'hY'gh XYbh]g'd'Ubb]b['hc'UbU'mY'Ub'YI]gh]b['XUH]gYh]c'UXXfYgg'hY]f
fYgYUfW 'ei Ygh]cb'UbX'Uj Uf]Uh]cb]b'Ub'YI]gh]b['Yh]W]Uddfcj U']g'dcgg]VY'cf'hY'XUH]gYh]g
di V]W]m]Uj U]'UV'Y''9a d]f]W]'fYgYUfW '\ck Yj Yf]g'hc'VY'Wcbg]XYfYX'W]fYZ 'mk]h'Xi Y
Wcbg]XYfU]h]cb'cZ]h]a Y]bY'hc'gi Va]gg]cbz'UbX']b'Wcbgi 'h]h]cb'k]h'mci f'gi dYfj]gcf"

%' 7cbW]dh] U'fYgYUfW'YI d'cf]b['cf'Z f]hY'fYX'Yj Y'cd]b['hY'fY'Uh]cbg]\d'VY'hk'YYb'WcbW]dh]g'cf'hY'cfm
hUhYI d'U]bg'cf'XYgW]VYg'hY'd\Ybca Ybcb'VY]b['gh]X]YX'UbX'UXXfYgg]b['U'gdYW]Z]WfYgYUfW
ei Ygh]cb''5'WcbW]dh] U'dfc'YW]g'fY'UH'X'hc'Ub'UVghUW]X]YUf]g'cf'hY'cfm' #]g[]YbYfU'mi gYX'hc
XYj Y'cd'bYk'WcbW]dh]g'cf'hc'fY]bhYfd'fYhYI]gh]b['cbYg']b'fY'Uh]cb'hc'Ub'UFYU'cZ]bei]fmc'f'fYgYUfW

ei Yghcb"

% 5 'Gwcd]b['F Yj]Yk 'cf'hY'a cfY'XYHJ]YX'dfcWVgg'cZU'F Ud]X'9j]XYbWV'5ggYgga YbhifF 95L''5
gWcd]b['fyj]Yk 'Wb'VY'i gYX'hc'XYHfa]bY'hY'fUb[Y'cZgh X]Yg'hUhUfY'Uj U]UV'Y'cb'U'gdYWVZ
hcd]W' H\lg'a Ud'cZhY'YI]gh]b['']HfUhi fY']g'i bXYfU_Yb'k]h''ja]H'X'fYgci fW'g'!'dUfh]W'Uf'mi]a Y"
F 95g'dfcj]XY'U'VU'UbW'X'UggYgga YbhcZk \Uh]g'U'fYUXm_bck b'UVci hU'dc']W'ic'f'dfUW]W']ggi Yž
Vmi g]b['gmg]h'a Uh]WfYj]Yk 'a Y'hcXg'hc'gYUfW'UbX'W']h]W'mUddfU]gY'YI]gh]b['fYgYUfW''H\YmU]a
hc'VY'f][cfc] g'UbX'YI d']W]h]b'a Y'hcXž'UbX'h'i g'gmg]h'a Uh]W'Vi ha U_Y'W'cbW'gg]cbg'hc'h'Y'VfYUXh
cf'XYd'h'cZ'hY'dfcW'gg'Vmi]a]h]b['dUfh]W'Uf'UgdYW'g'cZ'hY'gmg]h'a Uh]WfYj]Yk 'dfcW'gg"

Gi Va]gg]cb'cZH\Yg]g

8i Y'XUH. %*h'c'W'cVYf'&\$&\$'Vm%%) - da "'Gh XYbh]a i ghigi Va]hUb'Y'Y'W'fcb]Wj Yfg]cb']b'K cfX'Zc'fa Uh
hc'h'Y'7ci fgY'7cbj Ybcf'UhYžYfbUbXYn4 i bgk "YXi "Ui

Gi Va]gg]cb'cZ\UfX'W'cd]Yg

⊕:UXX]h]cbžgh XYbh]UfY'fYei]fYX'hc'gi Va]h'&\UfX'W'cd]Yg']b'dYfgcb'cf'Vmidcgh'9']nUVYh': YfbUbXYnž
ff cca '%) &ž@Yj Y'%A cfj Yb'6fck b'6i]X]b['L'cb'%-h'c'W'cVYf'VYh'YYb'%&Ja '-(da "

: cfa UhcZH\Y'h\Yg]g

8YH]g'cZ'hY'Zc'fa UhcZH\Y'h\Yg]g'k]''VY'Uj U]UV'Y'cb'h'Y'A ccX'Y'dU[Y'UbX'k]''VY'X]gW'ggYX']b
gYa]bUfg"

@UH'dYbU'h]Yg

7cfV]bž>"/'GfU i ggž5"f&\$%) Ě6Ug]Wg'cZei U']hUj Y'fYgYUfW "f(ħ'9XĚ'GU[Y'Di V']W]hcbg'@cbXcb'I ?

:]WžI "f&\$%& ě bfcXi W]b['fYgYUfW 'a YħcXc'c[m'5'VY[]bbYf'g[i]XY'ħc'Xc]b['U'fYgYUfW 'dfc'YW'GU[Y
Di V']W]hcbgž'@cbXcb'I ?

<c`cg_cžA "'>"f&\$*\$Ě'Df]a Yf'Zcf'W]hei]b['gcW]U'fYgYUfW. '5'ghi XYbh[i]XY"'6Y'a cbiž75. 'H\ca gcb
<][\Yf'9Xi W]hcb"

? i a UfžF "f&\$%(Ě'F YgYUfW 'a YħcXc'c[m'5'gh'd'Vmgh'd'[i]XY'Zcf'VY[]bbYfgž'f(ħ'YX"Ě'5XX]gcb'K Yg'Ym
@cb[a UbžA Y'Vci fbY'5i ghfU'U

"

A Ufck ž7 "F "f&\$%) Ě" F YgYUfW 'a YħcXg'Zcf[YbYfU]ghgcW]U'k cf_"'6Y'a cbi'6fcc_g#7 c'Y"

A i bZcfXžF "/'GUbXYfgž>"f&\$%' Ě"A U_]b['U'X]ZYfYbW']b'ZJa]Y]g. 'F YgYUfW 'ħUhWYUhg'W]Ub[Y"'7 fck g
BYgh'5''Yb'/'I bk]b"

Di VgYU_]bcb"

BYi a UbžK "@f&\$% Ě" GcW]U'fYgYUfW 'a YħcXg. 'E i U']hUj Y'UbX'ei Ub]hUj Y'UddfcUW]Yg.H

<][\Yf'9Xi W]hcb"

'GUfUbfU_cgž'G"f&\$%)E"GcWU`fYgYUfW`fI fX`YX"E"@cbXcb.'A UWá]`Ub"

'K U`YfžA "f&\$% E`GcWU`fYgYUfW`a YhcXg". 'CI ZcX`I b]j Yfg]mDfYgg`5BN

K U`YfžA "f9X"Ef&\$*\$E`GcWU`fYgYUfW`a YhcXg.'Ub`5i ghFU`]Ub`dYfgdYW]j Y"Gci h`A Y`Vci fbY.'CI ZcX

M]bžF "? "f&\$%- E`7 UgY`ghi XmfYgYUfW.`8Yg][b`UbX`a YhcXg"f(h`YX"E`GU[Y`Di V`]W]h]cbgž@cbXcb`I ? "

M]bžF "? "f&\$%&E`5dd`]W]h]cb`cZW]gY`ghi XmfYgYUfW`"GU[Y`Di V`]W]h]cbgž@cbXcbžI ? "

F`Y`Yj Ubh`>ci fbU`g

5i ghFU`]Ub`GcWU`K cf_`'''''

6f]hg\`>ci fbU`cZGcWU`K cf_`

7\]X`UbX`': Ua]mGcWU`K cf_`

7\]XfYb`UbX`Mci h`GYfj]W]g`F Yj]Yk

hYfbU]h]cbU`>ci fbU`cZGcWU`K Y`ZJfY

hYfbU]h]cbU`GcWU`K cf_`

>ci fbU`cZ7\]X`UbX`': Ua]mGh X]Yg

>ci fbU`cZGcWU`K cf_`9Xi W]h]cb

>ci fbU`cZGcWU`GYfj]W] F YgYUfW`

E i U`]h]h]j Y`h]ei]fm

F YgYUfW`cb`GcWU`K cf_`DfUW]W]W

GcWU`K cf_`

GcWU`K cf_`F YgYUfW`

Gi Va]gg]cb 'cZ5ggYgga YbhiHUg_g

Hi fb]h]b 'Gi Va]gg]cb

Ʒmci 'YbWci bHYf'U'dfcV'Ya 'k \Yb'UH'Ya dh]b['hc'gi Va]hmc i f'Ugg][ba YbhiH'fci [\ 'Hi fb]h]bž'd'YUgY
HY'Yd\cbY'9I HYfbU'Gi ddcfhcb'-',) " ' ' %cf'Ya U] 'H'Ya 'cb'YI HYfbU'HY'fgi ddcfh4 i bgk "YXi "Ui "'Gi ddcfh
\ci fg'UfY', .\$\$Ua '—%\$.\$\$da 'cb'k YY_XUmg'UbX'-. \$\$Ua '—) .\$\$da 'cb'k YY_YbXg'fI *) 'XUmg'U'mYUfI" Ʒmci
UfY'i bUV'Y'hc'gi Va]hmc i f'Ugg][ba YbhiXi Y'hc'U'Zi 'hk]H'Hi fb]h]b'mci 'a UmUdd'm'Zc'f'Ub'YI HYbg]cbž'Vi hmc i
a i ghfYHU]b'mci f'h]W_Yhbi a VYf'Z'ca '9I HYfbU'Gi ddcfhfU'cb['k]H'UbmcH'Yf'fY'Yj UbhXcW a YbHgE'hc
]bWi XY'Ug'Yj]XYbVW'hc'gi ddcfhmc i f'YI HYbg]cb'Udd'jW]h]cb" Ʒmci 'Ya U] '9I HYfbU'Gi ddcfhmc i 'k]
Ui 'ca UH]WU'm'fYW]j Y'U'h]W_Yhbi a VYfž'Vi h]Zmci 'HY'Yd\cbY'mci 'k]'bYYX'hc'gdYW]Z]WU'mUg_ 'Zc'f'cbY"
Hi fb]h]b 'U'gc'dfcj]XYg'i dXUH'g'cb'H'Y]f'gmgh'Ya 'ghU'hi g'cb'Hk]H'Yf"

; YbYfU'mž'UggYgga YbhiHUg_g'a i ghVY'gi Va]H'YX'Y'YW'fcb]WU'mj]U'Y]H'Yf'Hi fb]h]b'cf'U'A ccX'Y
Ugg][ba YbH' 'b]bgHUbVW'g'k \YfY'H'lg]g'bchdcgg]V'Yž'hk]'VY'ghUH'X'cb'mci f'Wci fgY'g'A ccX'Y'g]H'k]H
U'HYfbUH] Y'gi Va]gg]cb'XYHU]g"

: cf]bZ'fa UH]cb'cb'\ck 'hc'gi Va]hUgg][ba YbHg'cb]bYj]U'A ccX'Y. \H'hdg.#gh XYbH'i bgk "YXi "Ui #ck!
gi Va]hUgg][ba YbH'a ccX'Y

5 WUXYa]W< cbYgmiUbX`D`U[]Uf]ga

D`U[]Uf]ga `]g`i g]b[`hY`k cfXg`cf`]XYUg`cZc`hYfg`UbX`dfYgYbh]b[`hYa `Ug`mci f`ck b" `#WUb`hU`Y`a Ubm
Zcfa gZ`Zca `XY`]VYfUHY`WXYUH]b[`hc`UWV]XYbhU`mWc`dm]b[`Zca `U`gci fW`k]h`ci hUW`bck `YX[Ya Ybh`

I BGK `[fci dg`d`U[]Uf]ga `]bhc`hY`Zc`ck]b[`WUHY[cf]Yg.

7 cdm]b[.`i g]b[`hY`gUa Y`cf`j Yfmg]a]Uf`k cfXg`hc`hY`cf][]bU`hYI hcf`]XYU`k]h`ci hUW`bck `YX[]b[`hY

- i bXYfghUbx'mci f'f][\hg'UbX'fYgdcbg]V]h]Yg'Ug'U'gh XYbhUhl BGK
- VY'Uk UfY'cZd'U[]Uf]ga ž'Wc'dmf][\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]Wg'UbX']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`Zc`YI H`bg]cb/
- `Uh`gi Va]gg]cbg`[i]XY`]bYg/