

O H D V X U H V R I F H Q W U D O L V  
 & R P S O H [ 1 H W Z R U N V \_ # Q H W Z R U N V  
 & 6 < 6 0 \$ 7 + 6 S U L Q J

% D E F N J U P X C  
 & H Q W U D O L  
 P H D V X U H V  
 ' H J U H H F H Q W U D  
 & O R V H Q H V V F H Q  
 % H W Z H H Q Q H V V  
 ( L J H Q Y D O X H F H C  
 + X E V D Q Q S X W K C  
 1 X W V K H O O

3 U R I 3 H W H U ' R G G V \_ # S H W H U G R G C

' H S W R I O D W K H P D W L F N U R R A Q D W W & R R M S L O F H V [ 6 \ V W H P V & H C  
 9 H U P R Q W \$ G Y D Q F H G & R 8 P O S L X M H I U Q J & R U R H 9 H U P R Q W



/ L F H Q V H G X & Q U G H D U W L X H & R P P R Q V \$ W W U L E X W L R Q 1 R Q & R P P H U F L D O N G K D U \$



7 K H V H V O L G H V D U H E U R X J K W W R  
& Q F R 1 X 7 6

# Sealie & Lambie Productions



% D F N J U R X C  
& H Q W U D O L  
P H D V X U H V  
'H J U H H F H Q W U D  
& O R V H Q H V V F H Q  
% H W Z H H Q Q H V V  
(L J H Q Y D O X H F H C  
+ X E V D Q G \$ X W K R

1 X W V K H O O  
5 H I H U H Q F H



999 RI

2 X W O L Q H

& 2 F R 1 X 7 6

% D F N J U R X Q G

% D F N J U R X C

& H Q W U D O L W \ P H D V X U H V

& H Q W U D O L

P H D V X U H V

'H J U H H F H Q W U D O L W \

& O R V H Q H V V F H Q W U D O L W \

% H W Z H H Q Q H V V

( L J H Q Y D O X H F H Q W U D O L W \

+ X E V D Q G \$ X W K R U L W L H V

1 X W V K H O O

5 H I H U H Q F H V

1 X W V K H O O

5 H I H U H Q F H V

5 H I H U H Q F H V



999 RI



+ R Z E L J L V P \ Q R G H "

" % D V L F T X K R W L R P S R U W D Q W  
D Q G H G J H V L Q D Q H W Z R U N "

" \$ Q P S R U W D Q W Q P C H K W

K D Q O D U H O D W L Y H O \ O D U J H D P R X Q W R I W  
W U D ] F H J F D U V L Q I R U P D W L R Q X W V K H O O  
E U L Q W Z R R U P R U H G L V W L Q F W J U R X S 5 H J H U H Q F H  
L Q W H U S U H W H U  
E H D R X U R F H P S R U W D Q W L G H D V N Q R Z O H C  
M X G J P H Q W V H J V X S U H P H F R X U W G H  
H P S O R \ H H Z K R N Q R Z V Z K H U H H Y H U \ W K

" 6 R K R Z G R Z H T X D Q W L I \ V X F K D V O L S S H  
L P S R U W D Q F H "

" : H J H Q H U D W H D G K R F U H D V R Q D B P H  
H [ D P L Q H W K H L U X W L O L W \



+ R Z E L J L V P \ Q R G H "

" % D V L F T X K R W L R P S R U W D Q W  
D Q G H G J H V L Q D Q H W Z R U N "

" \$ Q P S R U W D Q W Q J P C H K W  
K D Q O D O U H O D W L Y H O \ O D U J H D P R X Q W R I

W U D ] F H J F D U V L Q I R U P D W L R Q  
E U L Q W Z H R R U P R U H G L V W L Q F W J U R X S H U H Q F H  
L Q W H U S U H W H U  
E H D R X U R F H P S R U W D Q W L G H D V N Q R Z O H  
M X G J P H Q W V H J V X S U H P H F R X U W G H  
H P S O R \ H H Z K R N Q R Z V Z K H U H H Y H U \ W K

" 6 R K R Z G R Z H T X D Q W L I \ V X F K D V O L S S H  
L P S R U W D Q F H "

" : H J H Q H U D W H D G K R F U H D V R Q D B P H  
H [ D P L Q H W K H L U X W L O L W \



CocoNuTs  
Complex Networks  
@networks@ix  
Everything is connected



+ R Z E L J L V P \ Q R G H "

" % D V L F T X K R W L R P S R U W D Q W  
D Q G H G J H V L Q D Q H W Z R U N "

" \$ Q P S R U W D Q W Q P C H K W

K D Q O D O U H O D W L Y H O \ O D U J H D P R X Q W R I W  
W U D ] F H J F D U V L Q I R U P D W L R Q  
E U L G W Z H R U P R U H G L V W L Q F W J U R X S V H  
L Q W H U S U H W H U

E H D R X U R F H P S R U W D Q W L G H D V N Q R Z O H  
M X G J P H Q W V H J V X S U H P H F R X U W G H  
H P S O R \ H H Z K R N Q R Z V Z K H U H H Y H U \ W K

" 6 R K R Z G R Z H T X D Q W L I \ V X F K D V O L S S H  
L P S R U W D Q F H "

" : H J H Q H U D W H D G K R F U H D V R Q D B  
H [ D P L Q H W K H L U X W L O L W \



+ R Z E L J L V P \ Q R G H "

" % D V L F T X K R W L R P S R U W D Q W  
D Q G H G J H V L Q D Q H W Z R U N "

" \$ Q P S R U W D Q W Q J P C H K W

K D Q O D O U H O D W L Y H O \ O D U J H D P R X Q W R I W  
W U D ] F H J F D U V L Q I R U P D W L R Q  
E U L G W Z H R U P R U H G L V W L Q F W J U R X S V H  
L Q W H U S U H W H U  
E H D R X U R F H P S R U W D Q W L G H D V N Q R Z O H  
M X G J P H Q W V H J V X S U H P H F R X U W G H  
H P S O R \ H H Z K R N Q R Z V Z K H U H H Y H U \ W K

" 6 R K R Z G R Z H T X D Q W L I \ V X F K D V O L S S H  
L P S R U W D Q F H "

" : H J H Q H U D W H D G K R F U H D V R Q D B  
H [ D P L Q H W K H L U X W L O L W \



CocoNuTs  
Complex Networks  
@networksrxix  
Everything is connected



+ R Z E L J L V P \ Q R G H "

" % D V L F T X K R W L R P S R U W D Q W  
D Q G H G J H V L Q D Q H W Z R U N "

" \$ Q P S R U W D Q W Q J P C H K W

K D Q O D O U H O D W L Y H O \ O D U J H D P R X Q W R I W  
W U D ] F H J F D U V L Q I R U P D W L R Q  
E U L Q W Z H R R U P R U H G L V W L Q F W J U R X S V H  
L Q W H U S U H W H U  
E H D R X U R F H P S R U W D Q W L G H D V N Q R Z O H  
M X G J P H Q W V H J V X S U H P H F R X U W G H  
H P S O R \ H H Z K R N Q R Z V Z K H U H H Y H U \ W K

" 6 R K R Z G R Z H T X D Q W L I \ V X F K D V O L S S H  
L P S R U W D Q F H "

" : H J H Q H U D W H D G K R F U H D V R Q D B  
H [ D P L Q H W K H L U X W L O L W \



CocoNuTs  
Complex Networks  
@networks@ix  
Everything is connected



+ R Z E L J L V P \ Q R G H "

" % D V L F T X K R W L R P S R U W D Q W  
D Q G H G J H V L Q D Q H W Z R U N "

" \$ Q P S R U W D Q W Q P C H K W

K D Q O D O U H O D W L Y H O \ O D U J H D P R X Q W R I  
W U D ] F H J F D U V L Q I R U P D W L R Q  
E U L Q W H R R U P R U H G L V W L Q F W J U R X S V H  
L Q W H U S U H W H U  
E H D R X U R F H P S R U W D Q W L G H D V N Q R Z O H  
M X G J P H Q W V H J V X S U H P H F R X U W G H  
H P S O R \ H H Z K R N Q R Z V Z K H U H H Y H U \ W K

" 6 R K R Z G R Z H T X D Q W L I \ V X F K D V O L S S H  
L P S R U W D Q F H "

" : H J H Q H U D W H D G K R F U H D V R Q D E O H P H  
H [ D P L Q H W K H L U X W L O L W \



& H Q W U D O L W \

& 2 F R 1 X 7 6

% D F N J U R X C

& H Q W U D O L  
P H D V X U H

' H J U H H F H Q W U D  
& Q R V H Q H V F Q

% H W Z H H O O H V V  
Q J H O Y D O G K H F I C  
+ X E V D Q G S X W K R  
1 X W V K H O

5 H I M U N O F H

" 2 Q H S R V V L E O H U H 5 H F W L F R H Q O R W U L P S R M W

" 3 U H V X P S W L R Q L V W K D W Q R G H V R U J G Q  
V R P H V H Q V H L Q W K H P L G G O H R I D Q H W V  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X O F

" G H D R I F H Q W U D O L W \ F R P H V I U R P V R F H  
O L W H U D W X U H

" O D Q \ 5 D Y R U V R I F H Q W U D O L W \  
O D Q \ D U H W R S R O R J L F D O D Q G T X D V L G \  
6 R P H D U H E D V H G R Q G \ Q D P L F V H J W

" : H Z L O O G H 4 Q H D Q G H [ D P L Q H D I H Z  
/ D W H U V H H F H Q W U D O L W \ X V H H O O L Q  
F R P P X Q L W L H V L Q Q H W Z R U N V



& H Q W U D O L W \

& 2 F R 1 X 7 6

% D F N J U R X C

& H Q W U D O L  
P H D V X U H

' H J U H H F H Q W U D  
& D V I V O H H F Q

% H W Z H H O O H V V  
J H O D K H C H C

+ X E V D O G S X W K R  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F  
1 X W V K H O

" 2 Q H S R V V L E O H U H 5 H F W L F R H Q O R W U P S R M W  
" 3 U H V X P S W L R Q L V W K D W Q R G H V R U H G J  
V R P H V H Q V H L Q W K H P L G G O H R I D Q H W  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F  
" G H D R I F H Q W U D O L W \ F R P H V I U R P V M R F H  
O L W H U D W X U H  
" O D Q \ 5 D Y R U V R I F H Q W U D O L W \  
O D Q \ D U H W R S R O R J L F D O D Q G T X D V L G \  
6 R P H D U H E D V H G R Q G \ Q D P L F V H J W  
" : H Z L O O G H 4 Q H D Q G H [ D P L Q H D I H Z  
/ D W H U V H H F H Q W U D O L W \ X V H D O U L Q  
F R P P X Q L W L H V L Q Q H W Z R U N V



& H Q W U D O L W \

& 2 F R 1 X 7 6

% D F N J U R X C

& H Q W U D O L  
P H D V X U H

' H J U H H F H Q W U D

& D V I V O H H F Q

% H W Z H H O O H V V

D J H O D K H C

+ X E V D O G S X W K R

1 X W V K H O

V I X Q F

1 X W V K H O

2 Q H S R V V L E O H U H 5 H F W L F R H Q O R W U P S R M W  
3 U H V X P S W L R Q L V W K D W Q R G H V R U H G J  
V R P H V H Q V H L Q W K H P L G G O H R I D Q H W  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F  
G H D R I F H Q W U D O L W \ F R P H V I U R P M R F L  
O L W H U D W X U H

O D Q \ 5 D Y R U V R I F H Q W U D O L W \  
O D Q \ D U H W R S R O R J L F D O D Q G T X D V L G \  
6 R P H D U H E D V H G R Q G \ Q D P L F V H J W

: H Z L O O G H 4 Q H D Q G H [ D P L Q H D I H Z  
/ D W H U V H H F H Q W U D O L W \ X V H 1 1 Q  
F R P P X Q L W L H V L Q Q H W Z R U N V



& H Q W U D O L W \

% D F N J U R X C

& H Q W U D O L  
P H D V X U H

' H J U H H F H Q W U D  
& D V V I Q H H F Q  
% H W Z H H O O H V V  
D J H O D K H C  
+ X E V D O G S X W K R  
1 X W V K H O

" 2 Q H S R V V L E O H U H 5 H F W L F R H Q O R W U P S R M W  
" 3 U H V X P S W L R Q L V W K D W Q R G H V R U H G J  
V R P H V H Q V H L Q W K H P L G G O H R I D Q H W  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F  
" G H D R I F H Q W U D O L W \ F R P H V I U R P M R F L  
O L W H U D W X U H

" O D Q \ 5 D Y R U V R I F H Q W U D O L W \  
O D Q \ D U H W R S R O R J L F D O D Q G T X D V L G \  
6 R P H D U H E D V H G R Q G \ Q D P L F V H J W

" : H Z L O O G H 4 Q H D Q G H [ D P L Q H D I H Z  
" / D W H U V H H F H Q W U D O L W \ X V H D O U L Q  
F R P P X Q L W L H V L Q Q H W Z R U N V



Everything is connected



& H Q W U D O L W \

% D F N J U R X C

& H Q W U D O L  
P H D V X U H

' H J U H H F H Q W U D

& D V I V O H H F Q

% H W Z H H O O H V V

D J H O D K H C

+ X E V D O G S X W K R

1 X W V K H O

2 Q H S R V V L E O H U H 5 H F W L F R H Q O R W \ L P S R

R M W

3 U H V X P S W L R Q L V W K D W Q R G H V R U H G J

V R P H V H Q V H L Q W K H P L G G O H R I D Q H W

L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F

1 X W V K H O

G H D R I F H Q W U D O L W \ F R P H V I U R P M R F L

O L W H U D W X U H

O D Q \ 5 D Y R U V R I F H Q W U D O L W \

O D Q \ D U H W R S R O R J L F D O D Q G T X D V L G \

6 R P H D U H E D V H G R Q G \ Q D P L F V H J W

: H Z L O O G H 4 Q H D Q G H [ D P L Q H D I H Z

/ D W H U V H H F H Q W U D O L W \ X V H

F R P P X Q L W L H V L Q Q H W Z R U N V



Everything is connected



999 RI

& H Q W U D O L W \

% D F N J U R X C

& H Q W U D O L  
P H D V X U H

' H J U H H F H Q W U D  
& D V V I Q H H F Q

% H W Z H H O O H V V  
D J H O D K H C

+ X E V D O G S X W K R  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F  
1 X W V K H O

2 Q H S R V V L E O H U H 5 H F W L F R H Q O R W U P S R M W  
3 U H V X P S W L R Q L V W K D W Q R G H V R U H G J  
V R P H V H Q V H L Q W K H P L G G O H R I D Q H W  
L P S R U W D Q W I R U W K H Q H W Z R U N V I X Q F  
G H D R I F H Q W U D O L W \ F R P H V I U R P M R F L  
O L W H U D W X U H

O D Q \ 5 D Y R U V R I F H Q W U D O L W \  
O D Q \ D U H W R S R O R J L F D O D Q G T X D V L G \  
6 R P H D U H E D V H G R Q G \ Q D P L F V H J W

: H Z L O O G H 4 Q H D Q G H [ D P L Q H D I H Z  
/ D W H U V H H F H Q W U D O L W \ X V H I X O L Q  
F R P P X Q L W L H V L Q Q H W Z R U N V



2 X W O L Q H

& 2 F R 1 X 7 6

% D F N J U R X Q G

& H Q W U D O L W \ P H D V X U H V

' H J U H H F H Q W U D O L W \

& O R V H Q H V V F H Q W U D O L W \

% H W Z H H Q Q H V V

( L J H Q Y D O X H F H Q W U D O L W \

+ X E V D Q G \$ X W K R U L W L H V

1 X W V V K H O O

5 H I H U H Q F H V

% D F N J U R X C

& H Q W U D O L  
P H D V X U H V

' H J U H H F H Q W U D O L

& O R V H Q H V V F H Q

% H W Z H H Q Q H V V

( L J H Q Y D O X H F H Q

+ X E V D Q G \$ X W K R U L W L H V

1 X W V V K H O O

5 H I H U H Q F H V



CocoNuTs

Complex Networks

@networksvsx

Everything is connected



2 9 0 RI

& H Q W U D O L W \

& 2 F R 1 X 7 6

% D F N J U R X C

& H Q W U D O L  
P H D V X U H V

'H J U H H F H Q W U D O L W \  
& O R V H Q H V V F H Q  
% H W Z H H Q Q H V V  
(L J H Q Y D O X H F H C  
+ X E V D Q G \$ X W K R

' H J U H H F H Q W U D O L W \

" 1 D L Y H O \ H V W L P D W @ R B S I R G U H W D Q R H E A  
X V V K H O O

" ' R K D V V X P H V O L Q H D U L W \

5 H I H U H Q F H

I Q R G D I V W Z L F H D V P D Q \ I U L I H M Q G W D V C  
W Z L F H D V L P S R U W D Q W

" ' R K G R H V Q W W D N H L Q D Q \ Q R Q O R F D O



999 RI

& H Q W U D O L W \

& 2 F R 1 X 7 6

% D F N J U R X C

& H Q W U D O L  
P H D V X U H V

'H J U H H F H Q W U D O L W \  
& O R V H Q H V V F H Q  
% H W Z H H Q Q H V V  
(L J H Q Y D O X H F H C  
+ X E V D Q G \$ X W K R

' H J U H H F H Q W U D O L W \

" 1 D L Y H O \ H V W L P D W @ R B S I R G U H W D Q R H E A  
X V V K H O O

" ' R K D V V X P H V O L Q H D U L W \  
5 H I H U H Q F H  
I Q R G D I V W Z L F H D V P D Q \ I U L I H W Q G W D V C  
W Z L F H D V L P S R U W D Q W

" ' R K G R H V Q W W D N H L Q D Q \ Q R Q O R F D O



& H Q W U D O L W \

& 2 F R 1 X 7 6

% D F N J U R X C

& H Q W U D O L  
P H D V X U H V

'H J U H H F H Q W U D O L W \  
& O R V H Q H V V F H Q  
% H W Z H H Q Q H V V  
(L J H Q Y D O X H F H C  
+ X E V D Q G \$ X W K R

' H J U H H F H Q W U D O L W \

" 1 D L Y H O \ H V W L P D W @ R B S I R G U H W D Q R H E A  
X V V K H O O

" ' R K D V V X P H V O L Q H D U L W \  
5 H I H U H Q F H  
I Q R G D I V W Z L F H D V P D Q \ I U L I H W Q G W D V C  
W Z L F H D V L P S R U W D Q W

" ' R K G R H V Q W W D N H L Q D Q \ Q R Q O R F D O



2 X W O L Q H

& 2 F R 1 X 7 6

% D F N J U R X Q G

& H Q W U D O L W \ P H D V X U H V

'H J U H H F H Q W U D O L W \

& O R V H Q H V V F H Q W U D O L W \

% H W Z H H Q Q H V V

(L J H Q Y D O X H F H Q W U D O L W \

+ X E V D Q G \$ X W K R U L W L H V

1 X W V K H O O

5 H I H U H Q F H V

% D F N J U R X C

& H Q W U D O L  
P H D V X U H V

'H J U H H F H Q W U D

& O R V H Q H V V F H Q

% H W Z H H Q Q H V V

(L J H Q Y D O X H F H Q

+ X E V D Q G \$ X W K R U L W L H V

1 X W V K H O O

5 H I H U H Q F H V



999 RI

& O R V H Q H V V F H Q W U D O L W \

" G H 1 D R G H V D U H P R U H F H Q W U D O L I W K H \ % D F N J U R X C

R W K H U Q R G H V H D V L O \

" O H D V X U H D Y H U D J H V K R U W H V W S D W M K H U

R W K H U Q R G H V

" ' H 4 Q & H O R V H Q H V V B R H U Q Q V R U Q D O H O L W \

2

---

— Í o ñ o N V K R U W H V W G L W W R D Q F H I U R P

" 5 D Q J H L V Q R I U L H Q G V W R V L Q J O H

" 8 Q F O H D U Z K D W W K H H [ D F W Y D O X H V R I

X V E H F D X V H R I L W V D G K R F Q H V V

" \* H Q H U D O S U R E O H P Z L W K V L P S O H T Q W  
Z K D W G R W K H \ H [ D F W O \ P H D Q "

" 3 H U K D S V D W O H D V W Z H R E W D L O R  
L Q W H U P V R I L P S R U W D Q F H



& O R V H Q H V V F H Q W U D O L W \

" G H D R G H V D U H P R U H F H Q W U D O L I W K H \ % D F N J U R X C

R W K H U Q R G H V H D V L O \

" O H D V X U H D Y H U D J H V K R U W H V W S D W K J U

R W K H U Q R G H V

" ' H 4 Q & H O R V H Q H V V B R H U Q Q V R U Q D H O L W \

2

---

— Í o ñ o N V K R U W H V W G L W W R D Q F H I U R P

" 5 D Q J H L V Q R I U L H Q G V W R V L Q J O H

" 8 Q F O H D U Z K D W W K H H [ D F W Y D O X H V R I

X V E H F D X V H R I L W V D G K R F Q H V V

" \* H Q H U D O S U R E O H P Z L W K V L P S O H T Q W

Z K D W G R W K H \ H [ D F W O \ P H D Q "

" 3 H U K D S V D W O H D V W Z H R E W D L O R

L Q W H U P V R I L P S R U W D Q F H



& O R V H Q H V V F H Q W U D O L W \

" G H 1 D R G H V D U H P R U H F H Q W U D O L I W K H \ % D F N J U R X C  
 " R W K H U Q R G H V H D V L O \  
 " O H D V X U H D Y H U D J H V K R U W H V W S D W K J U  
 " R W K H U Q R G H V  
 " ' H 4 Q & H O R V H Q H V V & R H U Q Q W R U Q D H O L W \

2

---

— ï o ñ o N V K R U W H V W G L W W R D Q F H I U R P

" 5 D Q J H L V Q R I U L H Q G V W R V L Q J O H  
 " 8 Q F O H D U Z K D W W K H H [ D F W Y D O X H V R I V  
 " X V E H F D X V H R I L W V D G K R F Q H V V  
 " \* H Q H U D O S U R E O H P Z L W K V L P S O H T O W  
 " Z K D W G R W K H \ H [ D F W O \ P H D Q "  
 " 3 H U K D S V D W O H D V W Z H R E W D L O D Q R  
 " L Q W H U P V R I L P S R U W D Q F H



































































































































- P S R U W D Q W Q R G H V K D Y H L P S R U W

" 6 R V R O Y H q '

" % X W Z K L F K H L J H Q Y D O X H D Q G H L J H O X H E W

" : H W K H S H R S O H Z R X O G O L N H

\$ X Q L T X H V R O X W L R Q

Å W R E H U H D O

( Q W U L H W R I E H U H D O

( Q W U L H W R E H Q R Q Q H J D W L Y H

Å W R D F W X D O O \ P H D Q V R P H W K L Q J

9 D O X H \ W R P H D Q V R P H W K L Q J

Z K D W G R H V D Q R E V H U Y D W R R D Q W K D W

P D \ E H R Q O \ R U G H U L Q J L V L Q I R U P D W L Y H

Å W R H T X D O Z R X O G E H Q L F H

2 U G H U L Q H Q W U L H V W R E H U R E X V W W R U H D

P R G L 4 F D W L R Q V R I O L Q H D U D V V X P S W L R Q

% D F N J U R X Q

& H Q W U D O L W

P H D V X U H V

' H J U H H F H Q W U D O

& O R V H Q H V V F H Q W

% H W Z H H Q Q H V V

( L J H Q Y D O X H F H Q W

+ X E V D Q G \$ X W K R L

1 X W V K H O O

5 H I H U H Q F H V























































































+ XEV DQG \$XWKRULWLHV

" \* LYH HDFK QRGH WZR VFRUHV

" " N DXWKRULWRU QRGH

" " N KXEWDVWLFRUVQRGH

%DFNJURXQ

&HQWUDOLW  
PHDVXUHV

IHJUHHFHQWUDO  
&ORVQHVVFHQV

%HWZHHQQHV  
(LJHQYDOXHFHQV

+ XEV DQG \$XWKRULW  
TXWVKHOO

5SHIHUHQFHV

" \$VIRUHLJHQYHFWRU FHQWUDOLW\ ZH  
VFRUHV RI QHLJKERULQJ QRGHV

" 1HZ VWRU\ - DJRRG DXWKRULW\ LV OLQ  
KXEV

" 0HDQ(NVVKR XLOQFUHDDIV<sup>9</sup>H, oNo LQFUHDVHV

" 1RWIHQGLFHVPDHUDQLQJDV D GLUHFWHG OLQ  
WR

" 1HZ VWRU\ -- JRRG KXEV SRLQW WR JRRG

" 0HDQ(NVVKR XLOQFUHDDIV<sup>9</sup>H, n'oo LQFUHDVHV

" /LQHDULW\ DVVXPSSWLRQ

' Ñ ö (DQG Ñ ö '











" ö? ö LV V\PPHWULF %DFNJURXQ  
" ö? ö LV VHPL SRVLWLYH GH4QLWH VR~~LWV~~ LI  
DUH DOO &HQWUDOLW  
" ö? ö V HLJHQYDOXHV DUH~~ö~~ WKHLQJXODU RI  
YDOXHV %HWZHHQHQVV  
" ö? ö V HLJHQYHFWRUV IRUP D MR\IXORUW  
" 3HUURQ )UREHQLXV WHOOV XV WKDW RQC  
HLJHQYDOXH V HLJHQYHFWRU FDQ EH FK  
QRQ QHJDWLHY HQWULHV 5HIUHQFH  
" 6R OLQHDU DVVXPSWLRQ OHDGV WR D VR  
": KDW ZRXOG EH YHU\ JRRG 4QG QHWZRUN  
KDYH LQGHSHQGHQW PHDVXUHV RI QRGH  
DQG VHH KRZ LPSRUWDQFH LV DFWXDOO\

: H F D Q G R W K L V

& 2 F R 1 X 7 6

" ö? ö L V V \ P P H W U L F % D F N J U R X Q  
" ö? ö L V V H P L S R V L W L Y H G H 4 Q L W H V R L W V & H Q W U D O L W  
D U H D O O P H D V X U H V  
" ö? ö V H L J H Q Y D O X H V D U H ö W K H L Q J X O D U R I U H P H A W D O  
Y D O X H V & O R V H Q H V V F H Q W  
" ö? ö V H L J H Q Y H F W R U V I R U P D M R \ I X O R U W I % H W Z H H Q H V V  
" 3 H U U R Q ) U R E H Q L X V W H O O V X V W K D W R Q C  
H L J H Q Y D O X H V H L J H Q Y H F W R U F D Q E H F K I  
Q R Q Q H J D W L Y H H Q W U L H V 5 H I U H Q F H V  
" 6 R O L Q H D U D V V X P S W L R Q O H D G V W R D V R  
" : K D W Z R X O G E H Y H U \ J R R G 4 Q G Q H W Z R U N  
K D Y H L Q G H S H Q G H Q W P H D V X U H V R I Q R G H  
D Q G V H H K R Z L P S R U W D Q F H L V D F W X D O O \

: H F D Q G R W K L V

& 2 F R 1 X 7 6

" ö? ö L V V \ P P H W U L F % D F N J U R X Q  
" ö? ö L V V H P L S R V L W L Y H G H 4 Q L W H V R L W V & H Q W U D O L W  
D U H D O O P H D V X U H V  
" ö? ö V H L J H Q Y D O X H V D U H Ö W K H L Q J X O D U R I U H P H A W D O  
Y D O X H V & O R V H Q H V V F H Q W  
" ö? ö V H L J H Q Y H F W R U V I R U P D M R \ I X O R U W I % H W Z H H Q Q H V V  
" 3 H U U R Q ) U R E H Q L X V W H O O V X V W K D W R Q C ( L J H Q Y D O X H F H Q V  
H L J H Q Y D O X H V H L J H Q Y H F W R U F D Q E H F K I  
Q R Q Q H J D W L Y H H Q W U L H V 1 X W V K H O O  
" 6 R O L Q H D U D V V X P S W L R Q O H D G V W R D V R  
" : K D W Z R X O G E H Y H U \ J R R G 4 Q G Q H W Z R U N 5 H I U H Q F H V  
K D Y H L Q G H S H Q G H Q W P H D V X U H V R I Q R G H  
D Q G V H H K R Z L P S R U W D Q F H L V D F W X D O O \

: H FDQ GR WKLV

& 2 FR 1 X 76

" ö? ö LV V\PPHWULF % D FN JUR XQ  
" ö? ö LV VHPL SRVLWLYH GH4QLWH VR L W V & HQ WUDOLW  
DUH DOO PH DVXUHV  
" ö? ö V HLJHQYDOXHV DUH WKHLQJXODU RI  
YDOXHV & ORVHQHV FH QW  
" ö? ö V HLJHQYHFWRUV IRUP D MR\IXORUW  
" 3HUURQ )UREHQLXV WHOOV XV WKDW RQC  
HLJHQYDOXH V HLJHQYHFWRU FDQ EH FK  
QRQ QHJDWLHYH HQWULHV 5 HIUH QFH  
" 6R OLQHDU DVVXP SWLRQ OH DGV WR D VR  
:KD W ZRXOG EH YHU\JRRG 4QG QHWZRUN  
KD YH LQGHSHQGHQW PH DVXUHV RI QRGH  
DQG VHH KRZ LPSRUWDQFH LV DFWXDOO\

: H FDQ GR WKLV

& 2 FR 1 X 76

" ö? ö LV V\PPHWULF % D FN JUR XQ  
" ö? ö LV VHPL SRVLWLYH GH4QLWH VR L W V & HQ WUDOLW  
DUH DOO PH DVXUHV  
" ö? ö V HLJHQYDOXHV DUH WKHLQJXODU RI  
YDOXHV (LJHQYDOXH FHQW  
" ö? ö V HLJHQYHFWRUV IRUP D MR\IXORUW 1 XWVKHOO  
" 3HUURQ )UREHQLXV WHOOV XV WKDW RQC  
HLJHQYDOXH V HLJHQYHFWRU FDQ EH FK  
QRQ QHJDWLHYH HQWULHV 5 HIUH QFH  
" 6R OLQHDU DVVXP SWLRQ OH DGV WR D VR  
": KDW ZRXOG EH YHU\ JRRG 4QG QHWZRUN  
KDYH LQGHSHQGHQW PH DVXUHV RI QRGH  
DQG VHH KRZ LPSRUWDQFH LV DFWXDOO\

**1XWVKHOO**

" 0HDVXULQJ FHQWUDOLW\ LV ZHOO **PRWL**  
FDUU\ RXW ZHOO

" :H YH RQO\ ORRNHG DW D IHZ PDMRU RQH  
0HWKRGV DUH RIWHQ WDNHQ WR EH~~TRUH~~  
WKDQ WKH\ UHDOO\ DUH

" &HQWUDOLW\ FDQ EH XVHG SUDJPDWLFDO  
GLDJQRVWLFDV RQ QHWZRUV VHH VWUXF

" )RFXV RQ QRGHV UDWKHU WKDQ JURXSV R  
DKRPR QDUUDWLYXV FRQVWUDLQW

" 3RVVLEOH WKDW EHWWHU DSSURDFKHV Z

%DFNJURXQ

&HQWUDOLW

FDUUVHVVH  
HJUHH FHQWUDO

&ORVHQHVVFHQW

%HWZHHQQHVVF

(LJHOYDOXHFHQW

+XEV DQG SXVKRL

**1XWVKHOO**

5SHIHUHQFHV

1XWVKHOO

" 0HDVXULQJ FHQWUDOLW\ LV ZHOO PRWL  
 FDUU\ RXW ZHOO

" :H YH RQO\ ORRNHG DW D I HZ PDMRU RQH  
 1XWVKHOO

" 0HWKRGV DUH RIWHQ WDNHQ WR EH RQH  
 WKDQ WKH\ UHDOO\ DUH

" & HQWUDOLW\ FDQ EH XVHG SUDJPDWLF  
 GLDJQRVWLFDV RQ QHWZRUV VHH VWUXF

" )RFXV RQ QRGHV UDWKHU WKDQ JURXSV R  
 D KRPR QDUUDWLYXV FRQVWUDLQW

" 3RVVLEOH WKDW EHWWHU DSSURDFKHV Z

% D FNJURXQ  
 & HQWUDOLW  
 FDVWUHV  
 HJUHH FHQWUD  
 & ORVHQHV  
 % HWZHHQQHV  
 (LHODXH FHQW  
 4KEVQDGKXH  
 5SHIHUHQFH  
 1XWVKHOO

1XWVKHOO

" 0HDVXULQJ FHQWUDOLW\ LV ZHOO PRWLY  
FDUU\ RXW ZHOO

" :H YH RQO\ ORRNHG DW D I HZ PDMRU RQH  
0HWKRGV DUH RIWHQ WDNHQ WR EH PRUH  
WKDQ WKH\ UHDOO\ DUH

" & HQWUDOLW\ FDQ EH XVHG SUDJPDWLF  
GLDJQRVWLFDV RQ QHWZRUV VHH VWUXF  
)RFXV RQ QRGHV UDWKHU WKDQ JURXSV R  
D KRPR QDUUDWLYXV FRQVWUDLQW

" 3RVVLEOH WKDW EHWWHU DSSURDFKHV Z

% D FN JUR XQ  
& H QWUDOLW  
FHQWUDOLW  
HJUHH FHQWUDOLW  
& ORVHQHV  
% HWZHQQHV  
( LHOYDOXH FHQWUDOLW  
4KEVVOOGXWURH  
1XWVKHOO  
5SHIHUHQFHV

1XWVKHOO

" 0HDVXULQJ FHQWUDOLW\ LV ZHOO PRWL  
FDUU\ RXW ZHOO

" :H YH RQO\ ORRNHG DW D IHZ PDMRU RQH  
0HWKRGV DUH RIWHQ WDNHQ WR EH PRUH  
WKDQ WKH\ UHDOO\ DUH

" & HQWUDOLW\ FDQ EH XVHG SUDJPDWLF  
GLDJQRVWLFV RQ QHWZRUVN VHH VWUXF  
)RFXV RQ QRGHV UDWKHU WKDQ JURXSV R  
DKRPR QDUUDWLYXV FRQVWUDLQW

" 3RVVLEOH WKDW EHWWHU DSSURDFKHV Z

% D FNJURXQ  
& HQWUDOLW  
FHQWUDOLW  
HJUHH FHQWUD  
& ORVHQHV  
% HWZHHQQHV  
(LHODXH FHQW  
4KEVQDGKXH  
1XWVKHOO  
5SHIHUHQFHV

1XWVKHOO

" 0HDVXULQJ FHQWUDOLW\ LV ZHOO PRWLY  
 FDUU\ RXW ZHOO

" :H YH RQO\ ORRNHG DW D IHZ PDMRU RQH  
 OHWKRGV DUH RIWHQ WDNHQ WR EH PRUH  
 WKDQ WKH\ UHDOO\ DUH

" & HQWUDOLW\ FDQ EH XVHG SUDJPDWLFDC  
 GLDJQRVWLFDV RQ QHWZRUVN VHH VWUXF  
 )RFXV RQ QRGHV UDWKHU WKDQ JURXSV R  
 D KRPR QDUUDWLXV FRQVWUDLQW

" 3RVVLEOH WKDW EHWWHU DSSURDFKHV Z

% D FNJURXQ  
 & HQWUDOLW  
 FDVWVHVV  
 HJUHH FHQWUD  
 & ORVHQHV  
 % HWZHQQHV  
 (LHODXH FHQW  
 4KEVVOGKXH  
 1XWVKHOO  
 5SHIHUHQFHV

1XWVKHOO

" 0HDVXULQJ FHQWUDOLW\ LV ZHOO PRWL  
 FDUU\ RXW ZHOO

" :H YH RQO\ ORRNHG DW D IHZ PDMRU RQH  
 OHWKRGV DUH RIWHQ WDNHQ WR EH PRUH  
 WKDQ WKH\ UHDOO\ DUH

" & HQWUDOLW\ FDQ EH XVHG SUDJPDWLF  
 GLDJQRVWLFDV RQ QHWZRUVN VHH VWUXF  
 )RFXV RQ QRGHV UDWKHU WKDQ JURXSV R  
 DKRPR QDUUDWLXV FRQVWUDLQW

" 3RVVLEOH WKDW EHWWHU DSSURDFKHV Z

% D FNJURXQ  
 & HQWUDOLW  
 FDVWHLV  
 HJUHH FHQWUD  
 & ORVHQHV  
 % HWZHQQHV  
 (LHODXH FHQW  
 4KEVQDGKXH  
 1XWVKHOO  
 5SHIHUHQFHV

5 H I H U H Q F H V -

& 2 F R 1 X 7 6

> @ 8 % U D Q G H V

% D F N J U R X Q

\$ IDVWHU DOJRULWKPIRU EH WZHHQQHV  
- ODWKRFLRO SGØ

& H Q W U D O L W

P H D V X U H V

Q U J H F I Q V U O

& O R V H Q H V V F H Q W

% H W Z H H Q Q H V V

( L J H Q Y D O X H F H Q V

+ X E V D Q G \$ X W K R L

1 X W V K H O O

5 H I H U H Q F H V

> @ - 0 . O H L Q E H U J

\$ X W K R U L W D W L Y H V R X U F H V L Q D K \ S H U U O I  
H Q Y L U R Q P H Q W

3 U R F W K & 0 6 - \$ 0 P S R V L R X Q L V F U H W H

\$ O J R U L W K P S G Ø

> @ . < / L Q

\$ Q H O H P H Q W D U \ S U R R I R I W K H S H U U R Q I U  
W K H R U H P I R U Q R Q Q H J D W L Y H V \ P P H W U L F  
& K L Q H R X U Q B Ø \ V L F V

S G Ø

999

R I



5 H I H U H Q F H V ---

& 2 F R 1 X 7 6

% D F N J U R X Q

& H Q W U D O L W

P H D V X U H V

'H J U H H F H Q W U D O

& O R V H Q H V V F H Q W

% H W Z H H Q Q H V V

( L J H Q Y D O X H F H Q W

+ X E V D Q G \$ X W K R L

1 X W V K H O O

5 H I H U H Q F H V

> @ 6 :D V V H U P D Q D Q G . ) D X V W

6 R F U D H O W Z R S Q N D O \ O H W K R D G Q V G

\$ S S O L F D W L R Q V

& D P E U L G J H 8 Q L Y H U V L W \ 3 U H V V & D P E U L G