

\$SJJJDBM "QQSBJTBM PG 1SPHOPTUJD 4UVEJF

/HRQD58RYHU

'HSDUWPHQW RI &OLQLFDO 5HVHDFK)HGHUO 8QLYHUVLW\ RI 8EHUOKQGLD 8EHUOKQGLD %UDJLO
&RUUHVSRRGLQJHRODQSR 5RHYHU 'HSDUWPHQW RI &OLQLFDO 5HVHDFK \$Y 3DUI %DLUUR 8PX
(PDLO OHRQDUGRURHYHU#KRWPDLO FRP

5HF 'DWH 'HFHP\$8E 'DWH'HFHPEHU3XE 'DWH 'HFHPEHU

&RS\ULJKW 5RHYHU / 7KLV LV DQ RSHQ DFFHVV DUWLFOH GLVWULEXWHG XQGHU WKH WHUPV RI WKH &
GLVWULEXWLRQ DQG UHSURGXFWRQ LQ DQ\ PHGLXP SURYLGHG WKH RULJLQDO DXWKRU DQG VRXUFH D

,QWURGXFWRQ

3URJQRVLFHQHFWLW\ WKH SUHGLFWLRQ RI WKH IXWXUH FRXUVH RI D
GLVWULV LQVWDOODWLRQ 3DWLHQW JURXS DUH OLVWHG DFFRPSDQLHG LQ
WPH WR PHDVXUH WKHLU FOHQHFDQ\RXWFRPHV
KHFNLVWV QHHGHG WR PDNH D FULWLFDO DQDO\VLV RI SURJQRVWLF VWXGLH
> @

\$SSUDLVDO TXHVWLRQV

7KH YDULDEOHV LQFOXGHG LQ WKH UXOH DUH FOHDUO\ GHILQH

:DV D GHILQH UHSUHVHQWDWLYH VDPSOH RI SDWLHQWV DVVHPEOHG DW D FRPPRQ
XVXDOO\ HDUO\ SRLQW LQ WKH FRXUVH RI WKHLU GLVHDVH"

:HUH REMHFWLYH DQG XQELDVHG RXWFRPH FULWHULD XVHG"

'LG WKH LQGLYLGXDO DVVHVVLQJ WKH RXWFRPH FULWHULD NQRZ ZKHWKHU RU QRW WKH
SDWLHQW KDG D SRWHQWLDO SHUHQV\RIWHQWLFHQHFWLW\

:HUH REMHFWLYH RXWFRPH FULWHULD DSSOLHG LQ D 3EOLQG' IDVKLRQ"

:DV WKHUH YDOLGDWLRQ LQ DQ LQGHSHQGHHQW JURXS 3WHVW VHW' RI SDWLHQWV"

:DV SDWLHQW IROORZ XS VXIILFLHQWO\ ORQJ DQG FRPSOHWH"

:DV WKH LQLWLD VDPH RI SDWLHQWV UHSUHVHQWDWLYH"

3HRSOH HYDOXDWLQJ WKH RXWFRPH NQRZ WKH SUHGLFWRU YDULDEOHV"

3HRSOH HYDOXDWLQJ WKH SUHGLFWRU YDULDEOHV NQRZ WKH RXWFRPH"

:DV WKH IROORZ XS RI WKHVH SDWLHQWV VXIILFLHQWO\ ORQJ DQG FRPSOHWH"

:HUH WKH RXWFRPH FULWHULD REMHFWLYH DQG DSSOLHG LQ D EOLQGHG IDVKLRQ"

:HUH RXWFRPH FULWHULD HLWKHU REMHFWLYH RU DSSOLHG LQ D 4EOLQG IDVKLRQ"

,I VXEJURXS ZLWK GLIIHUHQW SURJQRVHV DUH LGHQWLILHG GLG DGMXVPHQW IRU LPSRUWDQW
SURJQRVWLF IDFWRUV WDNH SODFH"

,I GLIIHUHQW VXEJURXS RI SDWLHQWV ZHUH LGHQWLILHG ZDV WKHUH DQ DGMXVPHQW IRU WKH
GLIIHUHQW SURJQRVWLF IDFWRUV DV ZHOO DV SURVSHFWLYH YDOLGDWLRQ LQ DQ LQGHSHQGHHQW
3WHVW JURXS' RI SDWLHQWV"

:DV WKHUH DGMXVPHQW IRU LPSRUWDQW SURJQRVWLF IDFWRUV"

:DV WKHUH VWDQGDUGLJDWLRQ IRU SRWHQWLDOO\ LPSRUWDQW SURJQRVWLF IDFWRUV H J DJH"

:HUH GLIIHUHQW VXE JURXS FRPSDUHG"

:DV WKHUH YDOLGDWLRQ LQ DQ LQGHSHQGHHQW JURXS RI SDWLHQWV"

\$UH WKH UHVXOWV RI WKH VWXG\ YDOLG"

:KDW DUH WKH UHVXOWV"

+RZ OLNHO\ DUH WKH RXWFRPHV RYHU WLPH"

+RZ OLNHO\ DUH WKH RXWFRPH HYHQW V RYHU D VSHFLILHG SHULRG RI WLPH"

8VH WKLW FKHFNOLVW FDQ LPSURYH WKH DFMBOVWDFWDRGVRCHSPERUORVWQLEH VJWXG-DHQ
(YLGHQFH %DVHG OHGLFLQH KRZ WR

5HIHUHQFHV

&KXUFKLOO /LYLQJVWRQH
KWWS PHGLD ZL[FRP XJG
/DXS\$FLMOOV * 5LFKDUGVRQ :6 7XJZHOO 3 GGHG8PHUV JXLGHVDFR WDFHIG FD SGI
PHGLFDO OLWHUDWXUH 9 +RZ WR XVH DQ KDUMSLFR QRQDFXW SELFRQMLFWSOXGHRQJFKHO
%DVHG OHGLFLQH :RUNLQJ *URXS -\$0\$ KWWS MRDQQDEULJJV RUJ DVVHWV GRFV VX
KWWS ZZZ FHEP QHW ZS FRQWHQW XSORDGV DKP3 *FHEP SURJQRVLYV
ZRUNVKHHW SGI DERXW SURJQRVLYV - 8URO
&DUQ\$UR &ULWLFDO DSSUDLVDO RI SURJQRVLYV HYLGHQFH SUDFWLFDO
UXOHV 5HY 3RUW &DUGLRO SRPDQBLNRDODULN% /HCNR 9 /DEXGRYD 9
)HUUHUR 3 ,DFRYRQL \$ ' (OLD (9DGXJDQDMSODQWDWLDLQ %UDWLDQ /HN /LVW\
3URJQRVWLF VFRUHV LQ KHUW IDLOXUH &ULWLFDO DSSUDLVDO DQG SUDFWLFDO XVH ,
&DUGLRO XQLVWVHQ
5 ,FNHQ %HKUHQV +0 9DOLGDWLQJ WKH SURJQRVWLF DQG
GLVFULPLQDWLQJ DFXHUFULF FDQFHU D FULWLFDO
DSSUDLVDO (XU - &DQFHU
* *X\DW02 OHDGH '- &RQNLH' 8VHUV *XLGHV WR WKH
OHGLFDO /LWHUDWXUH \$ ODQXDO IRULVGLGHQFH EDVHG &OLQLFDO 3UDFWLFH
HGLWLRQ 0F*UDZ+LOO &RPSDQLHV 1HZ <RUN