

Business studies preliminary exams grade 12 2013 Online PDF

business studies preliminary exams grade 12 2013 offer valuable insights into the assessment standards, exam structure, and key topics covered in the South African education system during that year. These exams serve as a critical benchmark for Grade 12 learners aspiring to excel in Business Studies, providing both students and educators with an understanding of the expectations and areas of focus. Analyzing the 2013 preliminary exams can help students prepare more effectively, identify common question formats, and grasp the core concepts necessary for success.

Overview of Business Studies Preliminary Exams Grade 12 2013

In 2013, the Business Studies preliminary exams for Grade 12 students were designed to evaluate learners' understanding of fundamental business concepts, their ability to analyze business scenarios, and their skills in applying theoretical knowledge to practical situations. These exams typically comprise both multiple-choice and structured questions, with an emphasis on comprehension, application, and analysis.

The primary purpose of the preliminary exams was to serve as practice assessments to help students familiarize themselves with the format and expectations of the national final examinations. They also provided educators with feedback to adjust teaching strategies and address common areas of difficulty among students.

Structure and Format of the 2013 Preliminary Exams

Understanding the structure of the 2013 Business Studies preliminary exams is crucial for effective preparation. The exams generally consisted of three main sections:

Section A: Multiple-Choice Questions

- Usually 20-25 questions.
- Cover key definitions, concepts, and straightforward applications.
- Designed to assess basic knowledge and understanding.

Section B: Short-Answer Questions

- Typically 4?6 questions.
- Require students to explain concepts, define terms, or answer based on given scenarios.
- Emphasize comprehension and clarity of ideas.

Section C: Extended Response/Essay Questions

- Usually 2?3 questions.
- Require detailed responses, analysis, and application of concepts.
- Assess higher-order thinking skills such as analysis, evaluation, and synthesis.

The total marks for the exam generally ranged between 100 and 150, with time allocated appropriately to ensure students could demonstrate their full range of skills.

Key Topics Covered in the 2013 Preliminary Exams

The 2013 preliminary exams focused on several core areas within Business Studies. Understanding these topics is crucial for targeted revision and preparation.

1. Business Environments

- Types of business environments (internal and external)
- Impact of macro and micro factors on business operations
- Stakeholders and their influence

2. Business Ventures and Entrepreneurship

- Characteristics of entrepreneurs
- Methods of starting a business
- Business plan components

3. Business Structures and Ownership

- Types of business ownership (sole proprietorship, partnership, companies)
- Advantages and disadvantages of each
- Legal requirements and registration procedures

4. Business Operations and Management

- Functions of management (planning, organizing, leading, controlling)
- Business processes and workflows
- Managing resources effectively

5. Marketing and Customer Relations

- Marketing mix (product, price, place, promotion)
- Market research methods
- Customer service importance

6. Financial Management

- Basic financial statements (income statement, balance sheet)
- Budgeting and financial planning
- Sources of finance

7. Business Ethics and Social Responsibility

- Ethical considerations in business
- Corporate social responsibility initiatives
- Ethical decision-making processes

Common Question Types and Tips for Preparation

Students preparing for Business Studies exams in 2013, or similar years, should familiarize themselves with common question formats and effective study strategies.

1. Multiple-Choice Questions

- Focus on definitions, terminology, and straightforward concepts.
- Practice by creating flashcards for key terms.
- Read questions carefully to avoid misinterpretation.

2. Short-Answer Questions

- Practice explaining concepts concisely but comprehensively.

- Use diagrams or tables where appropriate.
- Remember to support answers with examples when required.

3. Extended Response Questions

- Develop a clear structure: introduction, main body, conclusion.
- Use case studies or scenarios provided in questions to support your analysis.
- Demonstrate critical thinking and application skills.

Preparation Tips:

- Review past papers, including the 2013 preliminary exams.
- Understand the marking scheme to allocate time and effort appropriately.
- Focus on understanding concepts rather than rote memorization.
- Practice answering questions under timed conditions.

Key Challenges Faced by Students in 2013 Preliminary Exams

Despite thorough preparation, students often encounter specific challenges during these exams:

- Interpreting complex scenarios and applying theoretical knowledge appropriately.
- Managing time effectively across different sections.
- Ensuring clarity and depth in extended responses.
- Memorizing key definitions and concepts without losing understanding.

To overcome these challenges, students should engage in regular practice, seek clarification on difficult topics, and develop exam strategies such as time management and question analysis.

Importance of the 2013 Business Studies Preliminary Exams for Future Success

The 2013 preliminary exams hold significant value beyond immediate assessment. They serve as a foundation for:

- Building confidence in handling exam questions.
- Identifying strengths and weaknesses in understanding.
- Improving time management skills.

- Reinforcing core concepts critical for the final exam.

By thoroughly reviewing the 2013 exams, students can tailor their revision plans, focus on weak areas, and approach the final Business Studies examinations with greater preparedness.

Resources for Further Preparation

Students aiming to excel in Business Studies should leverage various resources, including:

- **Past Exam Papers:** Reviewing previous papers, especially from 2013, to familiarize with question formats.
- **Marking Guidelines:** Understanding how examiners allocate marks and what they look for in answers.
- **Study Guides and Textbooks:** Comprehensive materials covering all core topics.
- **Online Tutorials and Forums:** Interactive platforms for clarifying doubts and practicing questions.
- **Teacher Support:** Seeking feedback and guidance from teachers or tutors.

Conclusion

The business studies preliminary exams for Grade 12 in 2013 provide valuable insights into the examination process, key content areas, and effective preparation strategies. Understanding the structure, focusing on core topics, practicing past papers, and developing exam techniques are essential steps toward achieving a high grade. As these exams serve as stepping stones to the final assessment, diligent preparation rooted in understanding the 2013 exams can significantly enhance a student's confidence and performance in Business Studies.

Final Tips for Success in Business Studies Grade 12 Exams

- Start revision early to cover all topics thoroughly.
- Practice answering different types of questions regularly.
- Focus on understanding concepts rather than memorizing answers.
- Manage your exam time effectively during practice sessions.
- Seek feedback to improve your answers and approach.
- Stay updated with any changes in the curriculum or exam format.

By applying these strategies and reflecting on the insights from the 2013 preliminary exams, Grade 12 learners can position themselves for success and achieve their academic goals in Business Studies.

Business Studies Preliminary Exams Grade 12 2013: A Comprehensive Guide to Success

Preparing for the business studies preliminary exams grade 12 2013 can be a daunting task for many students. These exams serve as a crucial stepping stone toward achieving a solid understanding of fundamental business concepts, and performing well can significantly boost your confidence and academic record. In this detailed guide, we will analyze the structure of the 2013 exam, highlight key topics, provide effective study strategies, and offer tips to excel in your preliminary assessment.

Understanding the 2013 Business Studies Preliminary Exam

The 2013 Business Studies preliminary exam was designed to evaluate students' knowledge, understanding, and application skills across various core topics. Typically, the exam comprises multiple sections, each focusing on different aspects of the subject, including business environments, management, marketing, and finance.

Exam Format Overview

While formats can vary slightly each year, the 2013 exam generally included:

- Section A: Multiple-choice questions covering a broad range of topics.
- Section B: Short-answer questions requiring concise explanations.
- Section C: Extended-response questions demanding detailed analysis and application.

Understanding this structure helps in planning your revision and exam strategies.

Key Topics Covered in the 2013 Exam

To effectively prepare, focus on the core themes that are most likely to appear, based on the 2013 paper:

- Business Environment and Operations
 - Nature and types of businesses (sole proprietorship, partnership, corporations)
 - Business goals and objectives
 - External and internal business environments
 - Business strategies and decision-making processes

- Management and Leadership
 - Functions of management (planning, organizing, leading, controlling)
 - Types of leadership styles
 - The role of managers and entrepreneurs

- Marketing Principles
 - Marketing mix (Product, Price, Place, Promotion)
 - Market research and analysis
 - Consumer behavior and segmentation
 - Advertising and sales promotion

- Finance and Accounting
 - Sources of business finance
 - Budgeting and financial planning
 - Profitability and cost analysis
 - Financial statements (income statement, balance sheet)

- Business Ethics and Social Responsibility
 - Ethical considerations in business
 - Corporate social responsibility (CSR)
 - Impact of ethical practices on business success

Study Strategies for the 2013 Business Studies Exam

Achieving a high score requires strategic preparation. Here are some effective tips:

- Review Past Papers and Marking Schemes

- Practice with previous years' exams, especially the 2013 paper.
- Analyze marking schemes to understand how marks are allocated.
- Identify recurring question patterns and frequently tested topics.

- Create a Structured Study Plan

- Allocate specific time slots for each topic.
- Prioritize weaker areas but ensure comprehensive coverage.
- Incorporate regular revision sessions and self-assessment.

- Focus on Application and Case Studies

- Business studies is not just about memorizing facts; understanding how to apply concepts to real-world scenarios is crucial.
- Practice answering case-based questions to develop analytical skills.

- Use Visual Aids and Mnemonics

- Create mind maps, charts, and summaries to reinforce learning.
- Use mnemonics to remember key points, especially for lists like the marketing mix.

- Engage in Group Discussions and Study Groups

- Explaining concepts to peers can deepen understanding.
- Discuss possible exam questions and solutions.

Sample Questions and How to Approach Them

Understanding question patterns can help you prepare effectively. Below are typical question types based on the 2013 exam.

Multiple-Choice Questions

- Focus on key definitions and concepts.
- Read questions carefully before choosing your answer.

Short-Answer Questions

- Be concise but comprehensive.
- Use bullet points where appropriate.
- Support your answers with examples.

Extended-Response Questions

- Use a clear structure: introduction, main body, conclusion.
- Address all parts of the question.
- Incorporate relevant business theories, concepts, and real-world examples.
- Manage your time effectively to complete your answer.

Sample Extended-Response Question Breakdown

Question: Discuss the importance of ethical practices in maintaining a successful business.

Approach:

- Introduction: Define business ethics.
- Main Body:
 - Ethical practices build trust with customers and stakeholders.
 - Ethical behavior enhances brand reputation and competitiveness.
 - Ethical companies attract and retain talented employees.
 - Non-compliance or unethical practices can lead to legal issues and financial loss.
- Conclusion: Summarize the significance of ethics in sustainable business success.

Tips on Managing Exam Day

- Arrive early to settle in and reduce anxiety.
- Read questions carefully and plan your answers before writing.
- Allocate time proportionally to question marks.
- Review your answers if time permits, checking for clarity and errors.
- Stay calm and focused throughout the exam.

Final Thoughts

The business studies preliminary exams grade 12 2013 provide an excellent opportunity for students to demonstrate their understanding of vital business principles. By familiarizing yourself with the exam structure, focusing on core topics, practicing past papers, and applying strategic study techniques, you can significantly improve your performance. Remember, success in these exams is not just about memorization but about understanding concepts and applying them effectively in exam scenarios. Stay disciplined, practice consistently, and approach your preparation with confidence. Good luck!

QuestionAnswer What topics were covered in the Business Studies Preliminary Exams Grade 12 2013? The 2013 Grade 12 Business Studies preliminary exams covered topics such as business environment, types of businesses, marketing, finance, human resources, and operations management. How can I prepare effectively for the Business Studies preliminary exams of 2013? Effective preparation involves reviewing past exam papers, understanding key concepts, practicing case studies, and focusing on areas like business environments and management functions. What are common questions asked in the 2013 Business Studies Grade 12 preliminary exams? Common questions include analyzing business scenarios, explaining management functions, discussing marketing strategies, and evaluating financial decisions based on case studies. Where can I find past papers and memos for the 2013 Business Studies Grade 12 preliminary exams? Past papers and memos are available on the official Department of Education websites, educational resource sites, and some school libraries that archive exam materials. What are some key strategies for answering Business Studies exam questions effectively? Key strategies include reading questions carefully, planning answers before writing, using relevant examples, and adhering to time limits to complete all questions. How important is understanding case studies for the 2013 Business Studies preliminary exams? Understanding case studies is crucial as they often form the basis of exam questions, requiring analysis and application of business concepts to real-world scenarios. What are the grading criteria for the 2013 Business Studies Grade 12 preliminary exams? Grading criteria typically focus on the accuracy of content, clarity of explanations, application of concepts, and the ability to analyze and evaluate business situations. Are there any specific tips for managing time during the Business Studies preliminary exams? Yes, allocate time to each section based on marks, start with questions you know well to build confidence, and leave review time at the end to check your answers. How did the 2013 Business Studies preliminary exams reflect current trends in business education? The 2013 exams emphasized real-world application, case analysis, and understanding of dynamic business environments, aligning with modern educational focus on practical skills and critical thinking.

Related keywords: business studies, preliminary exams, grade 12, 2013, exam preparation, matric exams, business concepts, exam syllabus, past papers, study guide

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](#)