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Yoga for XLRI Global MBA Students

2nd Edition of TEDxXLRI to be held on 10 Feb, 2015
XLRI announces admission to Three-Year Part-Time, Post-Graduate Diploma in Business Management (PGDM-BM) Program for Working Executives & Business Owners for 2015-18

4th February, 2015: XLRI - Xavier School of Management, one of India’s premier B-Schools today announces admission to the ‘Post-Graduate Diploma in Business Management (PGDM-BM) Program for Working Executives & Business Owners’ for the batch 2015 to 2018. The three year, part-time, evening programme, approved by AICTE, imparts the rigor of a full-time programme through 900 + hours of class room interaction.

Spreading over 3 academic years, the programme has been designed to accommodate working professionals to pursue the course without hindering their professional engagements. The class timings are scheduled during late evenings and weekends, thereby providing breaks in-between terms, and reducing academic work-load during financial year endings.

“The programme allows working professionals, who are willing to stretch out a bit, to acquire the highest quality management education while continuing with their current work. It has been exclusively designed to facilitate two-way learning; thus, while participating in the programme, the students can get many opportunities to apply the conceptual insights gained in the classroom to their respective workplace on a day-to-day basis,” said Fr. E Abraham S.J., Director of XLRI.

The Last date of receipt of application with payments is 28th February, 2015.

Candidates are to be selected through aptitude test on 22nd March, 2015. The test would include three sections comprising testing quantitative ability of students through mathematical concepts, logical reasoning and English language skills. The personal interviews are to be held from 10th to 20th April, 2015.

The fees of the programme amounts to Rs. 10 lakhs, is payable in installments as decided by the institute.

The classes are scheduled to commence from the 3rd week of May, 2015.

Candidates having three years Bachelors degree or equivalent in any discipline recognized by a University or a Deemed University and a minimum work experience of two years in supervisory/executive role in organizations or a business owner as on 30th April, 2015 are eligible to apply for this programme. Applicants are not required to take XAT or any common entrance examination for this programme; however, if the applicants have appeared in any of the well established, credible management entrance examination in the last two years, they are encouraged to send their scores along with the application.
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**About XLRI**
XLRI-Xavier School of Management, Jamshedpur is a premier, private management institute in India founded in 1949 by Fr Quinn Enright, S.J. in the 'steel city' of Jamshedpur ([www.xlri.ac.in](http://www.xlri.ac.in)). Over the last six decades, the institute has grown into a top-ranking business management school of international repute with a wide portfolio of management programs and research publications. Its alumni are spread around the globe and have demonstrated responsible business leadership in their organizations. XLRI continually strives to contribute its mite to the professional growth and management of numerous organisations and institutions across industry sectors.
Comment on Union Budget, 2015 - Fr. E. Abraham, S.J., Director, XLRI- Xavier School of Management

We welcome the Finance Minister's intent to provide for one major Central Institute in each state. These institutes will help raise students' aspiration levels and provide more opportunities for students across the country to be better qualified in a functional area of their choice. However, it’s equally important to ensure that there is a long-term pipeline of qualified faculty to teach in all the new Central institutes, IIMs, Engineering Colleges etc. We do hope that the government comes out with a long-term road-map for Higher Education sector, since a highly qualified workforce is the lynch-pin for providing a competitive edge to "Make-in-India" initiative from a long-term perspective.

It is heartening to note that education and skilling are finally being viewed through the same lens by the government. Therefore, the coupling of the Skill India mission and the Make in India program is the right way to move forward. It’s an extremely good step to consolidate skill initiatives across 31 sector skill councils under the aegis of Skill Development and Entrepreneurship Ministry.
New Medical Store Inaugurated at XLRI Campus

3rd February, 2015: Adding to its state-of-the-art infrastructure, XLRI - Xavier School of Management today inaugurated its first medical store in the B-School campus. The new medical store is a branch of "Orient Distributors" is located near the main gate of the campus.

The store was formally inaugurated by Fr. E. Abraham S.J., Director, XLRI in presence of Mr. Suresh Sonthalia, President- Singbhum Chamber of Commerce & Industry, Fr. S. George, S.J., Dean [Administration], XLRI, Dr. Pranabesh Ray, Dean [Academics], XLRI along with the faculty, students of the institute and officials from Orient Distributors.

"I welcome this new addition in our campus. A medicine store is a very important and necessary amenity. We thank Orient Distributors for their association with XLRI and setting up the store in the campus," commented Fr. Abraham.

The new medical store will be open on all days of the week.

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Second TEDxXLRI conference conducted successfully in XLRI campus

XLRI Jamshedpur organized its second TEDx event on Tuesday in its campus with around 100 guests in attendance. TED, a non-profit organization which stands for technology, entertainment and design, allows organizations in over 133 countries to hold events, in line with the company’s vision of 'Ideas Worth Spreading.'

“The Road Less Travelled” was the theme for this second edition of the event to take place in Jamshedpur. The theme was chosen to encourage and motivate the attendees to take chances and explore different avenues when it came to career choices and also intended to bolster their determination to follow their passion. With the placement season on in B schools around the country, the topic appeared to strike a chord with the audience.

The first speaker for the day was Gopal Khanna, the first CIO of the state of Minnesota. He said “Every business is going digital and the impact of ideas has begun to transcend boundaries. Companies like Facebook and Flipkart are not only great innovations; they are changing the way we live.” He further added that “The world and the Universe is in your hands make something out of it.”

He was followed on stage by a person with a very contrasting background. Sandhya, an 18 year old aspiring criminologist, works as a part of Kranti that works toward women empowerment. Her talk emphasized the need for grit and perseverance while following your dreamsand she further shared her experiences when she stopped following the change and decided to be the change. It was a heartwarming talk and the audience responded with a standing ovation.

The next person on the stage was Prakash Iyer former director at Pepsico and he had the audience intrigued with a very interesting topic – “Leadership lessons from a Teabag”. As a person who had quit his well-paying job to follow his passion, his talk encouraged the students to discover the magic in making a difference. He ended his talk with the following words of wisdom “Looking back at your career you must not say I wish I had, you must rather say I’m glad”.

The final person in the first session of TEDxXLRI 2015 was Franz Gastler, co-founder of Yuwa foundation. Reminiscing on his decision to give up traditional careers and to set up a NGO to empower women in rural India through education using football as a motivation, he highlighted the satisfaction he got from following his passion. RinkiKumari, the captain of the football team who one day wants to become a divorce lawyer inspired the audience with her story of transforming from a rural girl to bronze medal winning captain in Spain.

The second session began with Sunil Khandbahale’s talk. He talked about leveraging technology to address the day to day problems of people and the difficulties faced along his path to make live translation of English into the vernacular languages.
The next speaker was Jyotsna Jagannathan, a qualified doctor who actually turned out a winner in the rat race before giving it all up and following her passion to become a Bharatanatyam dancer. Warning the people about the ill-effects of trying to fit in with the general consensus, she concluded with these words, "Insightful learning will guide you through the road less travelled and Inspiration helps one transcend the reality of the mundane and daily toil and achieve something great".

Anuj Gosalia, founder of Terribly Tiny Tales was the next speaker and he could draw up on his experience of creating multiple startups. He said “As was the case with Terribly Tiny Tales, sometimes there is no road. You have to follow your guts and have the conviction and trust in your abilities to get the best in any situation”.

Piyush Mishra of the Gangs of Wasseypur Fame was the last guest for the day and he had the audience at the edge of their seats. His performance of some of his best songs was the highlight of the TEDx talk and it had the audience wanting for more.

The conference was met with a positive response, with particular praise for the diversity of the lineup, both in terms of personal and professional background. “I thought the speaker list was fantastic,” said one attendant. “I would definitely go again.”

The successful choice of the speaker lineup can be attributed to the members of the TEDx XLRI 2015 committee, who came up with suggestions of potential candidates, then sent out personalized invitations to each of them.

For those who missed out on this year’s event, or wishing for more of the talks, it has been confirmed that the videos from this year’s conference will be available on the TEDxXLRI website within a few weeks.

About TEDx, x = independently organized event
In the spirit of ideas worth spreading, TEDx is a program of local, self-organized events that bring people together to share a TED-like experience. At a TEDx event, TED Talks video and live speakers combine to spark deep discussion and connection. These local, self-organized events are branded TEDx, where x = independently organized TED event. The TED Conference provides general guidance for the TEDx program, but individual TEDx events are self-organized. (Subject to certain rules and regulations.)

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The annual TED Conference takes place each spring in Vancouver, British Columbia, along with the TEDActive simulcast event in nearby Whistler. The annual TEDGlobal conference will be held this October in Rio de Janeiro, Brazil. TED's media initiatives include TED.com, where new TED Talks are posted daily; the Open Translation Project, which provides subtitles and interactive transcripts as well as translations from volunteers worldwide; the educational initiative TED-Ed. TED has established the annual TED Prize, where exceptional individuals with a wish to change the world get help translating their wishes into action; TEDx, which supports individuals or groups in hosting local, self-organized TED-style events around the world, and the TED Fellows program, helping world-changing innovators from around the globe to amplify the impact of their remarkable projects and activities.

Follow TED on Twitter at http://twitter.com/TEDTalks, or on Facebook at http://www.facebook.com/TED.
XLRI to host 2nd Edition of “XLerate 2015”
India’s first academic, cultural and sports fest exclusively for one year MBA students
From 6th to 8th February, 2015

5th February, 2014: XLRI- Xavier School of Management is all set to host “XLerate 2015” – India’s first academic, cultural and sports fest exclusively for one year MBA students for the 2nd time from 6th to 8th February, 2015 at XLRI Campus, Jamshedpur.

Organized by the PGDM (GM) students of XLRI, XLerate started in 2014 with the aim to serve as a connecting platform for all the students of one year MBA programs and to unleash the camaraderie among them.

This year, the 3-days long meet, will be witnessing students from premier management institutes across India, such as IIM-A, B, C, SP Jain- Mumbai, XIM-Bhubaneshwar, Great Lakes- Chennai battle against each other in various Sporting, Leadership, and Cultural events.

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XLRI Placement Report – CRP 2015

XLRI Places 100% of the batch in 3.5 days

XLRI- Xavier School of Management has achieved 100% placement for its current outgoing batch of 2013-15, the largest batch to ever sit for final placements in the history of XLRI.

The Final Recruitment process saw participation from 108 recruiters, inclusive of 45 new recruiters, and 321 offers were made for a batch of 300 students over a period of 3.5 days.

- XLRI has successfully placed its high-caliber students from its Business Management and Human Resource Management programs.
- Participation by a large number of reputed organizations year-after-year for recruitment bears testimony to the reputation of XLRI as a trusted management school.
- BFSI and Consulting firms recruited in large numbers with around 40% of the Business Management students being offered roles in the Finance and Consulting domains.
- XLRI’s unrivalled reputation for its Human Resources Program was clearly visible as the HR students secured excellent job offers across sectors viz. Consulting, FMCG, General Management and other sectors in large numbers.
- 99 students were offered PPOs (Pre-Placement Offers) from their summer internships, a near 25% increase over the past year with the students from XLRI proving their mettle in the industry yet again.
- The median salary offered to the batch is INR 17.00 lakhs per annum while the minimum is INR 12.00 lakhs per annum.

Finance

In continuation with the trend from the recently concluded Summer Internship Placements the CRP was marked by an overwhelming presence of recruiters from the financial sector domain. Recruiters from the BFSI space included Axis Bank, Citibank, CRISIL, Development Bank of Singapore, Goldman Sachs, HSBC, ICICI Bank, Standard Chartered and Yes Bank. ICICI Bank was the largest finance recruiter. Corporate Banking roles were offered by Citibank and HSBC among others. Other companies also visited campus offering PE, VC and IB roles.

Marketing /Operations and Human Resources

The FMCGs have been the forte of XLRI over the years. This year was no different and XLRI has again re-established its strength as an FMCG destination. Asian Paints, Colgate Palmolive, GSK CH, Heinz, HCCB, ITC, Kellogg’s, L’Oreal, Mars, Mondelez, Nestlé, PepsiCo, Reckitt Benckiser, Unilever among others offered roles in Sales and Marketing and HR functions. ITC was the largest recruiter in the FMCG space.

The pharmaceutical and medical sector was strongly represented by participation from majors like Alembic Pharma, Bioxcel, Medtronic, Novartis, Novo Nordisk and Roche. The media sector too made its presence felt with Set India, Star TV and HT Media offering roles in their Sales and Marketing
function. Airtel, Ericsson and Vodafone represented the Communications and the Networking space while Philips and Samsung were the recruiters from the Consumer Durables sector here at XLRI.

Bosch, Crompton Greaves, Siemens, Lodha Group recruited students from the HR function.

Ericsson, GSK CH, Kellogg’s, Ola Cabs, Uber, Tata Steel offered operations related roles including supply chain and procurement.

**General Management**

General Management once again was one of the preferred sectors on campus with major industry players like Aditya Birla Group, Mahindra & Mahindra, Reliance Industries, RPG and TAS offering a large number of roles in this area.

**Consulting**

The consulting domain saw the participation of industry majors such as Accenture Strategy, Capgemini Consulting, Cognizant Business Consulting, Deloitte, EY, Everest Group, KPMG, Mercer Consulting, Price Waterhouse Coopers, The Boston Consulting Group, TSMG and Vector Consulting. International roles were also offered to students.

**Technology**

Technology and ecommerce were the other highlights with some of the key recruiters being Amazon, Flipkart, Hexaware, InterGlobe, Lenovo, Microsoft, Ola Cabs, Quikr, Samsung, ShopClues and Wipro who offered roles in program management, sales & marketing, HR and operations.

**About XLRI**

XLRI – Xavier School of Management (formerly known as XLRI – Xavier Labor Relations Institute) is a premier, private management institute in India founded in 1949 by Fr Quinn Enright, S.J. in the Steel city of Jamshedpur, Jharkhand. Over the last seven decades, XLRI has helped shape responsible business leaders who serve organizations of repute across the globe. As an institution, XLRI continually strives to contribute its mite to the professional growth and management of innumerable organizations that serve the public - especially organized industry sectors, labor welfare, service agencies engaged in rural development, education, health and other public systems.

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1st February, 2015: XLRI- Xavier School of Management recently hosted the ‘7th National Conference on Social Entrepreneurship’. The 3-day conference was held at XLRI Campus, Jamshedpur from 30th January to 1st February, 2015.

Conducted under the aegis of Fr. Arrupe Centre for Ecology and Sustainability and SIGMA (Social Initiative Group for Managerial Assistance), the 7th National Conference on Social Entrepreneurship was based on the theme - ‘The Young Changemakers: Youth as Social Entrepreneurs’ and witnessed young professionals, social entrepreneurs and grass root change makers share their stories, challenges and innovations and discuss and deliberate on new solutions and partnerships along the 3 days.

At the inaugural session, Fr. E. Abraham, S.J., Director, XLRI remarked, “I am delighted that the theme for this Conference this year is “Young Changemakers: Youth as Social Entrepreneurs”. We all know that throughout the history, social transformations have come through the initiatives and entrepreneurship of youth – be it the social movements, creation of disruptive technologies to change the society, and even winning freedom for nations. This is also a very relevant theme in contemporary India, which needs the energy and passion of the young generation to address some of the most critical issues which the country is facing. India is a country of young, with 430 million people in the age range of 15-34. In fact, estimates show that by 2020 youth will comprise of 64% of India’s working population. This certainly holds the promise of our “demographic dividends”. However, if this youth power does not move into more productive spaces of nation building, these dividends can also become our ‘demographic liabilities’.”

“We will facilitate and support dialogue and debate among educators, business, government, consumers, media, civil society organizations and other interested groups and stakeholders on critical issues related to global social responsibility and sustainability. Organizing this conference is our one such effort to facilitate dialogues among the key stakeholders in the development sector on this critical issue”, Fr. Abraham added.

In the inaugural panel, Ashraf Patel, Co-Founder and Director of Pravah advocated for 5th Space, a platform where youngsters come together & perform grass root activities. Rahul Nainwal, Co-Founder, iVolunteer & India Fellowship, talked about a unique initiative in which 14 India Fellows are selected for one and a half year leadership program, while Anshu Gupta, Founder Director of Goonj, put forth a strong case for the need of ground level implementation of youth driven projects. He opined that currently it is one's compulsion rather than a choice to give back to the society. The war of changing the society starts with winning the battle of improving the society first.

The Day- 1 also witnessed other young professionals share their experiences. Ajay Murmu, a local youth leader works relentlessly for the betterment of the students in schools and computer education gave a talk on the various problems of the local community. Jagdish a student from XIMB shared his experience of starting his own venture while in college that helped village people understand Internet and mobile technology. Shruti Parija a TISS Graduate who works with Gram Vikas and is associated with Orissa Livelihood Mission and Yasmin Sharma a
student of XISS, both emphasized on the potential of youth & how their mindset has changed after getting a glimpse of the real problems of society.

The second day started with the theme on ‘The power of volunteerism’ which emphasized on the intrinsic motivation to bring change in society we live. Sonal Kapoor, Founder and CEO Protsahan works for protecting children from social evils like child prostitution and open defecation. Jithin Jedumala, Founder, Make a Difference makes a point that funders emphasize on scale while volunteers raise money and work for the core and fundamental change. Sujit Mahapatra, Founder Bakul Foundation believes in innovative ways by which power of volunteerism can be realized and Shweta Chari, Founder and CEO Toybank helps in realizing the dream of underprivileged kids by giving them toys from who can afford it. ‘Tapping the Unexplored Market’ was the theme of the second session which brings forth the business acumen and combines with the ‘spirit to help’ to brew a potion of social entrepreneurship. Ashmeet Kapoor, founder of I Say Organic has a vision of Health Environment Livelihood. Malvika Sharma, founder of Avika Online is helping the rural women to earn self-respect by training them and bursting the myth surrounding the incapability of our women. Piyush Jaju of ONergy is helping in bringing lights to rural household by his solar lantern. Rustam Sengupta of Boond is committed for the affordable energy access with innovative social experiments.

The focus of the third session was ‘the challenge of sustainability’. Anirban Gupta of Dhriti promotes sustainable livelihood through development of micro enterprise value chain. Inir Pinheiro, founder of Grassroots is working towards establishing a network of village tourism by village communities themselves. Finally Saloni Malhotra, Founder of Desi Crew & Procraft Store is working towards knowledge based livelihood opportunities in small town and rural areas.

The third day started with the theme ‘Innovators of Livelihood and Entrepreneurship’ in which three eminent speakers addressed the issue of sustainable livelihood to the marginalized section of our society. They were namely, Arindam Dasgupta – CEO, Tamul Plate Marketing Companyis also the cofounder of Dhriti, which is a rural producer and marketer of the high quality, ecofriendly, disposable, plates and bowls. Kumar Ankit – Co-Founder of Green Leaf Energy while he was a student in XLRI in 2009. The company works on the integrated value chain in biofuel and horticulture plantation, and was the first Indian company to do convergence with MGNREGA and link employment generation with tree plantation. Naveen Krishna – Founder & Managing Director, SMV Wheels aims to bring dignity to rickshaw pullers and pushcart operator through asset ownership and other value added services. The second session started after a brief tea break with the topic ‘The ecosystem creators’. Aarti Mohan, co-founder of Sattva, which started as an e-magazine about social impact and sustainability. Now, it combines media platform and consultation expertise in the areas of social enterprises and social development. Ashutosh Kumar – Executive Director, Jagriti Yatra said that it is an annual national train journey lasting 15 days and 8,000 kms that takes 450 aspiring young entrepreneurs to learn from role model social and business entrepreneurs of India. Over last 7 years the Yatra has spawned about 300 ventures by its ‘yatris’. Finally the concluding talk was given by Pankaj Jain – Principle, Impact Law Ventures, a mission-driven, start-up law practice based in New Delhi and Mumbai, India which provides affordable legal counsel to start-ups, social business enterprises, impact investors and non-profit organizations.

Prof Madhukar Shukla, Chairperson of XLRI’s Fr Arrupe Center for Ecology & Sustainability and the coordinator for the conference, said, “India is a country of youths: 27% of the population is between the 20-35yrs range and 18% make up the 25-35yr segment. While many young people continue to look for a secure job as a career, during past few years, an increasing number amongst them show an urge to do something different, something which is
personally meaningful. Though many of them have grown and got educated in secure urban environments, they are acutely aware of the social disparities and concerned about them. They see these “problems” as a challenge to be addressed - and as an opportunity to make a difference. During last few years, many of them have chosen to move out of their comfort zones, follow their passion, and have created ventures to address the social issues which concern them. This year’s conference A highlight of the conference are the speakers, most of whom being in their 20s or early 30s”.

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YOGA FOR XLRI GLOBAL MBA STUDENTS

A three-week Yoga Camp was organized for Global MBA students of XLRI from 12\textsuperscript{th} January 2015 in the XLRI International Centre premises. Students from Case Western Reserve University, OH, US; Tongji, Shanghai, China; XLRI, Jamshedpur, India participated in the camp. The camp was inaugurated by Dr. Jitu Singh, Chairperson, Global MBA, who suggested the students to learn techniques of yoga, which would be excellent for general fitness. The practice of Yoga balances the body, mind and emotions perfectly.

The class was conducted by the well-known Yoga teacher, Mr. D.P Singh, who is disciple of Swami Satyananda Saraswati of Bihar School of Yoga, Munger. This is not the first time he has taught international students, as he has been teaching yoga for the past 45 years, even in much larger gatherings, but this experience is different for him in that the students from three different countries, US, China and India, practiced together. In three weeks course, Mr. Singh started with basic Asanas like Pavanmuktasan series to make the joints free. Thereafter they were taught the advanced Yoga postures like standing poses postures, Suryanamaskar, Bhujangasan, Shalabhasan, Dhanurasan, etc. They also practiced Om chanting, Yognidra, Pranyama and meditation to balance their minds and improve concentration. The key challenge he faced was of crossing the communication, language barriers. Lastly, Mr. Singh emphasized the need to practice Yoga regularly and make it a routine for better results, as he himself puts it, “Perfection will come with practice”. 
2nd Edition of TEDxXLRI to be held on 10th February, 2015

4th February, 2015: XLRI- Xavier School of Management is all set to host ‘TEDxXLRI 2015’ on 10th February, 2015 at XLRI Campus.

In its 2nd edition, ‘TEDxXLRI 2015’ looks forward to witness eminent speakers from different walks of life come together on a single platform to share ideas formed by their varied experiences. The theme for this year’s TEDxXLRI is “The Road Less Travelled”.

Speaking on the theme, Parth Narielwala, member of the organizing committee and a final year Business Management student at XLRI said, “The world has become so fast-paced today that we hardly have time to sit and reflect on things. We just do what we are told to do and following the general trend has become the norm. In this scenario where the Rat Race threatens to consume everyone, we as a part of TEDxXLRI want to implore people to try out the - Road Less Travelled. So our selection of speakers reflects that, people who have ventured into the unknown and have come out with successful and glittering careers.”

Some of the eminent speakers for ‘TEDxXLRI 2015’ are:

**Mr. Piyush Mishra:** A prominent film and theatre actor, music director, lyricist, singer and scriptwriter. Some of his most notable works are Black Friday, Gulaal and Gangs of Wasseypur.

**Mr. Gopal Khanna:** As Minnesota’s first Chief Information Officer (CIO), he was a Recipient of Federal 100 Award for impact and innovation in a government agency in 2009.

**Mr. Prakash Iyer:** A best-selling author, motivational speaker and leadership coach. He was until recently the Managing Director of Kimberly-Clark Lever and was earlier the Managing Director and CEO of Infomedia India Limited (formerly Tata Infomedia).

**Dr. Jyotsna Jagannathan:** A qualified doctor who then took up dancing. Now she is hailed as one of the most talented bharatanatyam dancers of her generations.

**Mr. Franz Gastler:** An American social activist, teacher and football coach who works primarily in India. He is the co-founder and executive director of non-government organization (NGO) Yuwa who combat child marriage and human trafficking.

**Mr. Sunil Khandbahale:** An entrepreneur from Nashik, India. Sunil has built a technologically-enabled multilingual translation platform for 23 languages in 16 domains with an extensive vocabulary of 10 million words.

**Mr. Anuj Gosalia:** Founder and Curator of Terribly Tiny Tales, an initiative on social media to promote aspiring and good writers.
Ms. Saira Shekh: A member of Kranti, an organization that educates and empowers trafficked girls, the daughters of sex workers, and otherwise socially marginalized.

TEDxXLRI was held for the first time in 2014. Organized by the students of XLRI, the conclave had witnessed eminent speakers such as inventor of Haptic footwear - Krispian Lawrence, eminent journalist – Ms. Dipta Bhog, graphic designer - Akshar Pathak and XLRI Professor Tamonas Gangopadhyay talk on the theme – ‘Infinite Possibilities’, sharing a myriad of ideas and experiences of how they have stepped beyond the so-called-normal to do some extraordinary things.

Information regarding the event is available at www.TEDxXLRI.com.

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