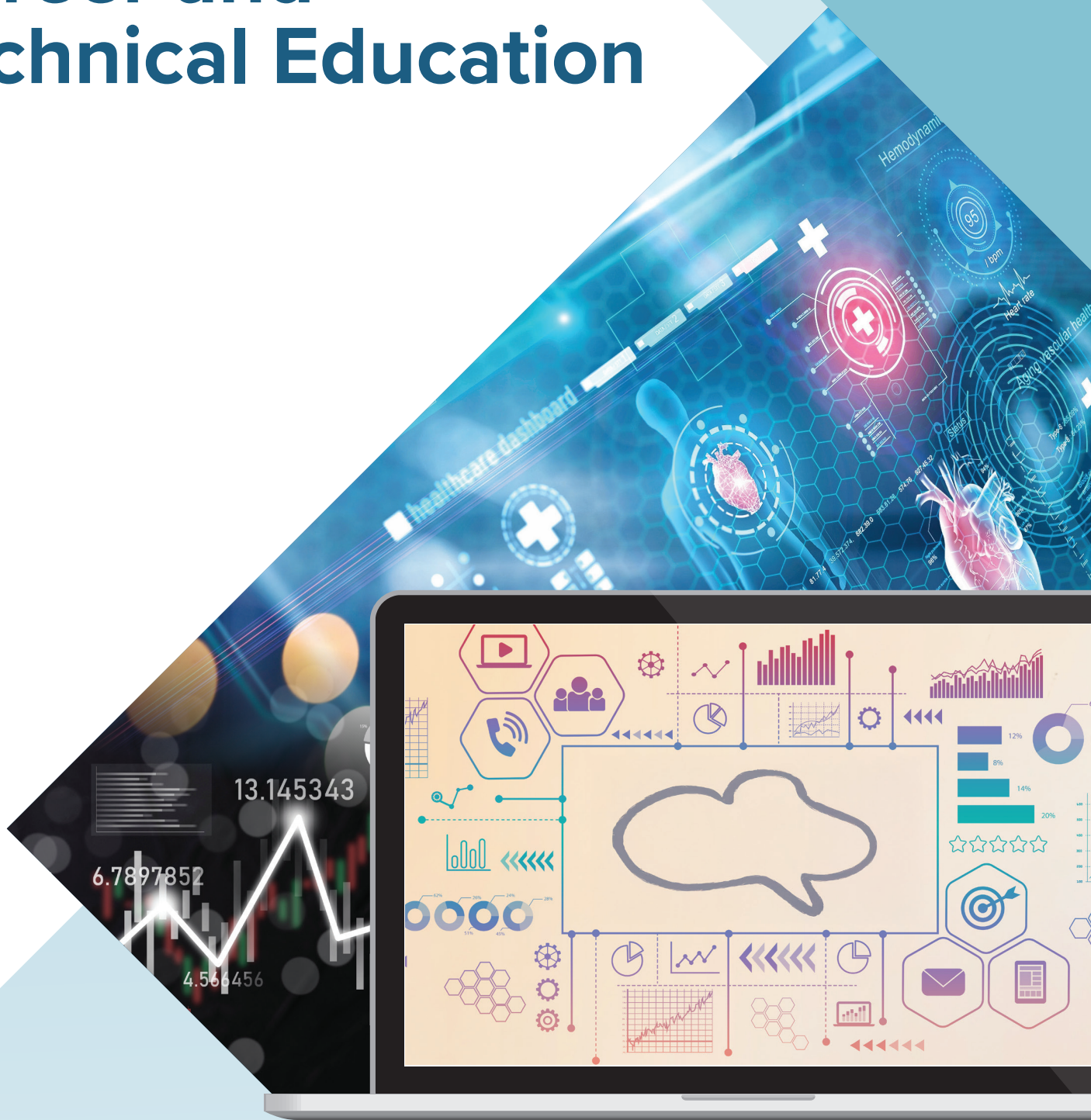




# Florida Career and Technical Education



Information & Communications Technology (ICT) Essentials 1  
(Course #9009110).....4

Health Science Foundations (Course #8417110).....6

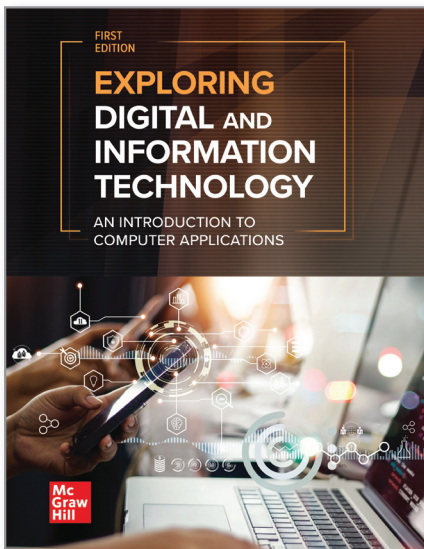
Marketing Essentials (Course #8827110) .....8

Dynamic Learning Resources .....10

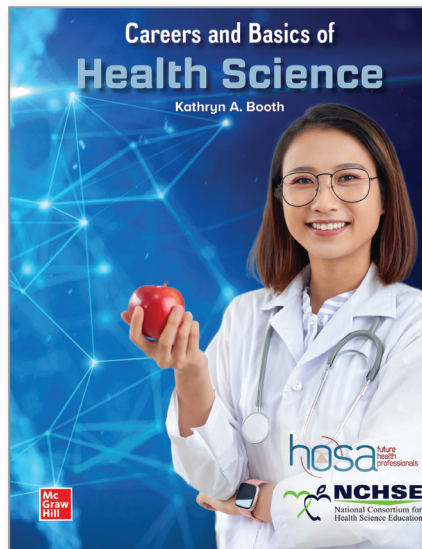
Digital Review Guide .....15

# Stay on Track to Career and Technical Education Success

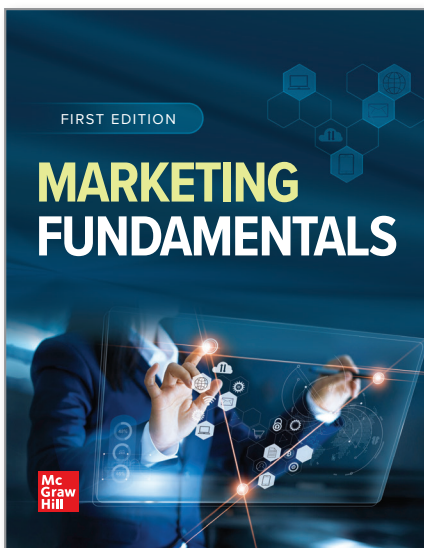
Find the right solutions to ensure Florida students develop the academic and real-world knowledge and skills needed to transition from secondary school to college or the workforce with ease. Purposeful lessons, extensive practice, and a variety of opportunities for concept mastery provide students with meaningful learning experiences—ultimately leading them to future success.



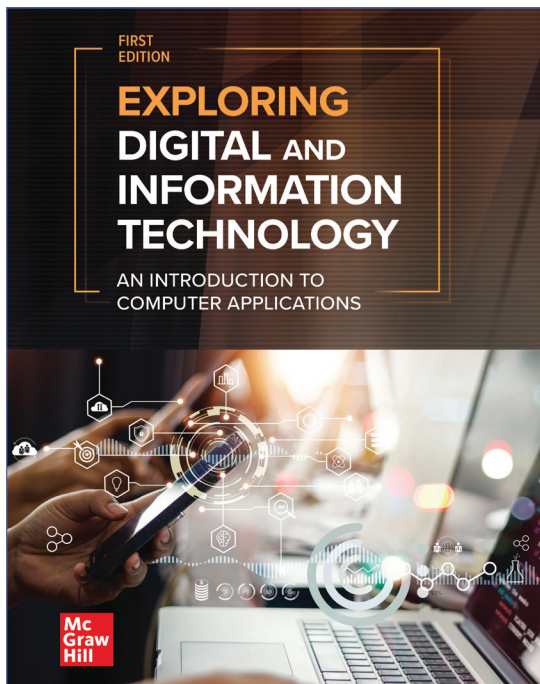
Information & Communications  
Technology (ICT) Essentials 1  
(Course #9009110)



Health Science Foundations  
(Course #8417110)



Marketing Essentials (Course #8827110)



Student Edition Sample: 978-1-26-631861-0

## Exploring Digital and Information Technology

1st Edition ©2025 | McGraw Hill

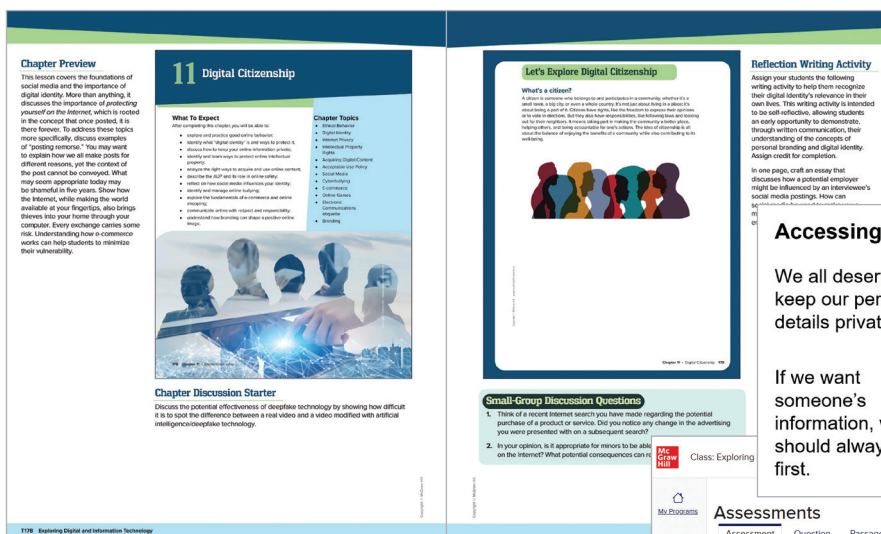
### Explore the World of Computing

*Exploring Digital and Information Technology* brings order to the ever-evolving world of computing by giving students foundational experience in the technology essential to their futures: computer hardware, operating systems, common business applications, digital citizenship, artificial intelligence, and more. Students explore the vast landscape of computing while doing hands-on activities to start building foundational skills.

- **Modular design:** Content is scaffolded, organized in a logical progression, and modular to provide teachers with great flexibility.
- **Future-proof content:** Students gain a deep understanding of the technology they use every day and what they will use for career success.
- **Teaching support:** Teachers have exemplary support with a Teacher's Edition, presentation materials, discussion prompts, and more.

## Complete Teacher Support

### Teacher's Edition



Writing activities, group discussion prompts, and questions help all teachers activate student learning.

#### Accessing Information

We all deserve to keep our personal details private.

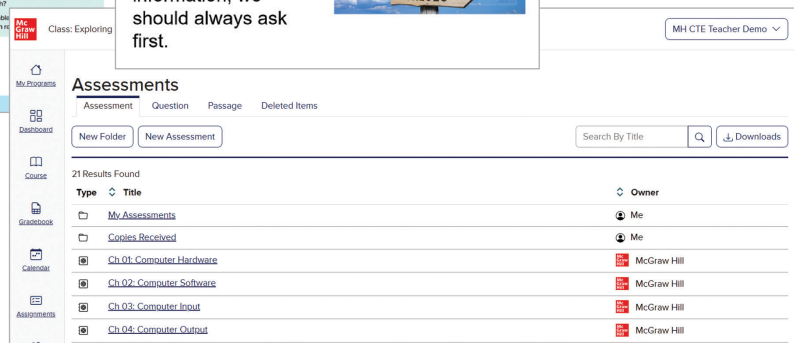
If we want someone's information, we should always ask first.



#### Presentations, Assessments, and Lesson Plans

A full suite of resources saves time and reinforces lessons.

Background information gives teachers confidence in each topic.

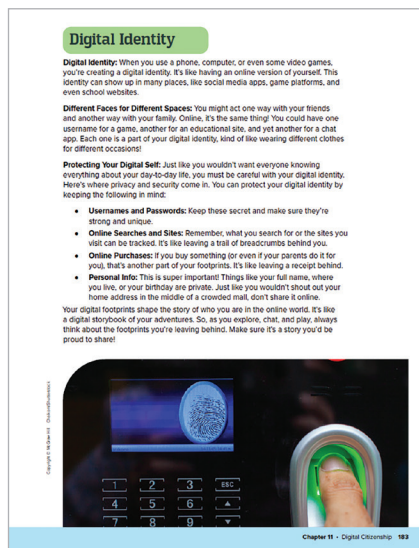




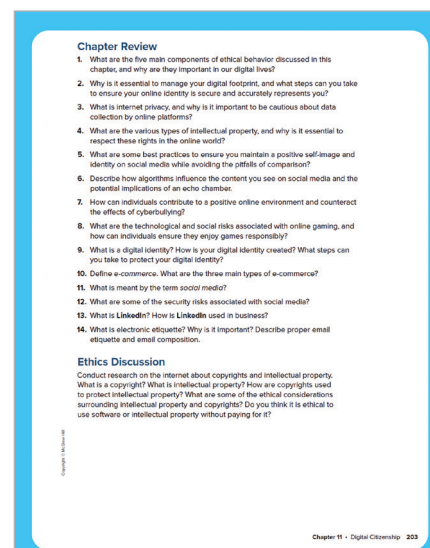
# A Student Edition Ideal for Middle Schoolers



Students start with **clear learning objectives**.



**Modular sections with lists and images** make learning each topic accessible.



Students **review key material** and apply ethical decision-making.

## Dynamic Online Resources

- **SmartBook®** delivers personalized, adaptive learning tailored to student progress
- Authentic **simulations** provide instant feedback on core concepts
- Interactive **multimedia** and robust **assessments** reinforce learning objectives
- Extensive **soft skills activities** and an exploratory **Career Center** make students future-ready (see pages 11–12)
- A **mobile app with eBook** for studying on the go

Access is made easy through your learning management system or single sign-on. Online teacher materials in the platform support instruction. See page 4 for more details on digital resources.

## Table of Contents

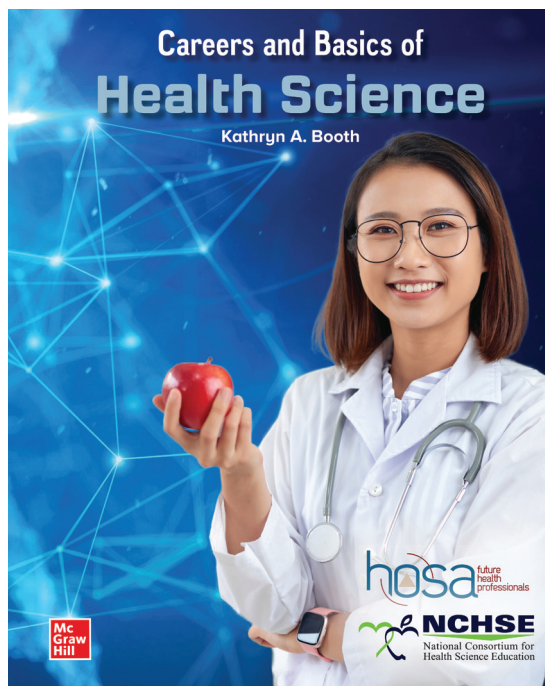
**Chapter 1:** Computer Hardware  
**Chapter 2:** Computer Software  
**Chapter 3:** Computer Input  
**Chapter 4:** Computer Output  
**Chapter 5:** Computer Storage  
**Chapter 6:** Windows 10  
**Chapter 7:** Windows 11

**Chapter 8:** Mac OS  
**Chapter 9:** Networking and Connecting to the Internet  
**Chapter 10:** Internet Research  
**Chapter 11:** Digital Citizenship  
**Chapter 12:** Computer Security  
**Chapter 13:** Computers in Business  
**Chapter 14:** File Management

**Chapter 15:** Databases  
**Chapter 16:** Spreadsheets  
**Chapter 17:** Programming  
**Chapter 18:** Web Design and Development  
**Chapter 19:** Emerging Technologies  
**Chapter 20:** Artificial Intelligence



**Available in print, digital, and bundle subscriptions**



Student Edition Sample: 978-1-26-631933-4

# Careers and Basics of Health Science

1st Edition ©2025 | Booth

## Take the First Step into Health Science

The *Careers and Basics of Health Science* program inspires students to explore careers and build foundational skills in the exciting world of healthcare. Renowned expert Kathryn Booth uses years of experience, straightforward language, and proven learning design to ensure students learn, apply, and retain skills and knowledge they will use in their careers.

- **Approachable learning design:** Reading checks, reviews, and real-world activities check students for understanding and ask them to apply newly learned skills in authentic situations.
- **Career support:** Healthcare occupation profiles include daily responsibilities, education requirements, certifications, and job outlook.
- **Reviewed by experts:** Content reviewed and endorsed by the National Consortium for Health Science Education and HOSA Future Health Professionals.

## Complete Teacher Support

### Teacher's Edition

**Organ Donor Directive**

Clients may want to donate organs for transplantation or medical research. Some states allow drivers to fill out an organ donation form when they apply for a driver's license. Some people carry an organ donor card. **Figure 12.7** illustrates a sample donor card.

Back of card

**Fig. 12.7 Organ Donation** A donor card. *How can donating your organs help others?*

Donated organs can be given to someone in need of an organ transplant or used for medical research.

**Reading Check**

List three examples of advance directives.

Living will, durable power of attorney, healthcare proxy.

**Annotations** and **Reading Check** answers support teachers at every step.

**Section 6.1 Understanding the Human Body**

**Cells**

- Cell membrane** – the outer covering of the cell.
- Nucleus** – the central portion of each cell.
- Cytoplasm** – the substance that surrounds the nucleus.
- Nuclear membrane** – the covering of the nucleus.
- Chromosomes** – genes for inherited traits.

Class: Careers and Basics of Health Science

MH CTE Teacher Demo

**Assessments**

Assessment Question Passage Deleted Items

New Folder New Assessment

Search By Title

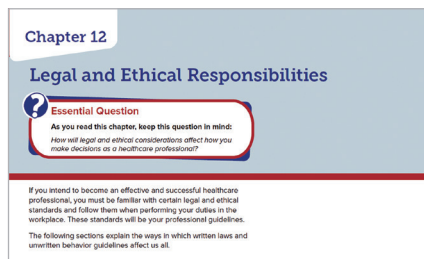
35 Results Found

Type	Title	Owner
My Assessments		Me
Copies Received		Me
Ch 01: Healthcare Career Clusters		McGraw Hill
Ch 02: Healthcare Systems		McGraw Hill
Ch 03: Safety and Infection Control Practices		McGraw Hill
Ch 04: Emergency Preparedness		McGraw Hill
Ch 05: Medical Terminology		McGraw Hill
Ch 06: Human Structure and Function		McGraw Hill
Ch 07: Diseases and Disorders		McGraw Hill
Ch 08: Human Growth and Development		McGraw Hill
Ch 09: Nutrition		McGraw Hill

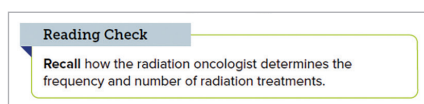
**Presentations** are thoughtfully developed to introduce key material.

Extensive **assessment** supports instruction.

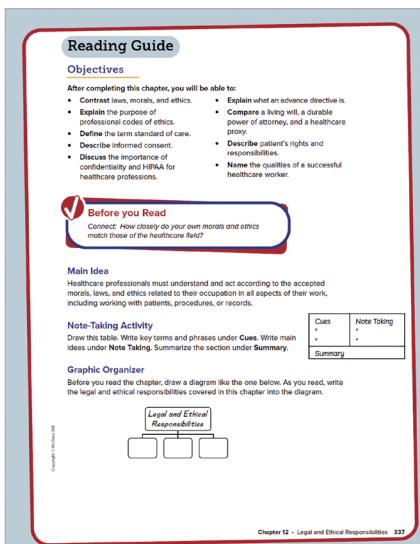
# A Student Edition Ideal for Learning



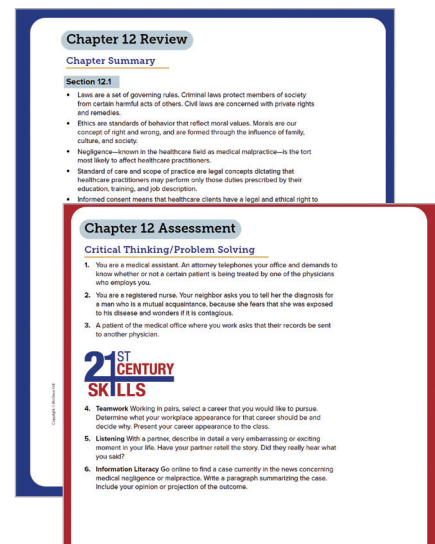
Essential Questions and career connections lead every chapter.



Reading Checks draw from learning science, asking students to stop reading and reflect.



A Reading Guide supports students' approach to learning.



Brief chapter reviews and assessments help students reflect and apply what they've learned.

## Dynamic Online Resources

- Authentic **procedure activities** provide instant feedback and build work-based skills
- Rich **interactive videos and assessments** support the learning objectives
- Extensive **soft skills activities** and an exploratory **Career Center** make students future-ready (see pages 11–12)
- An **interactive eBook** provides study tools, assessments, and a read-aloud feature, and the **mobile app** enables students to study on the go

Access is made easy through your learning management system or single sign-on. Online teacher materials in the platform support instruction. See page 10 for more details on digital resources.



Available in print, digital, and bundle subscriptions

## Table of Contents



**Unit 1:** Healthcare Foundations (13 chapters)



**Unit 3:** Careers in Diagnostic Services (4 chapters)



**Unit 5:** Careers in Support Services (2 chapters)



**Unit 2:** Careers in Therapeutic Services (11 chapters)

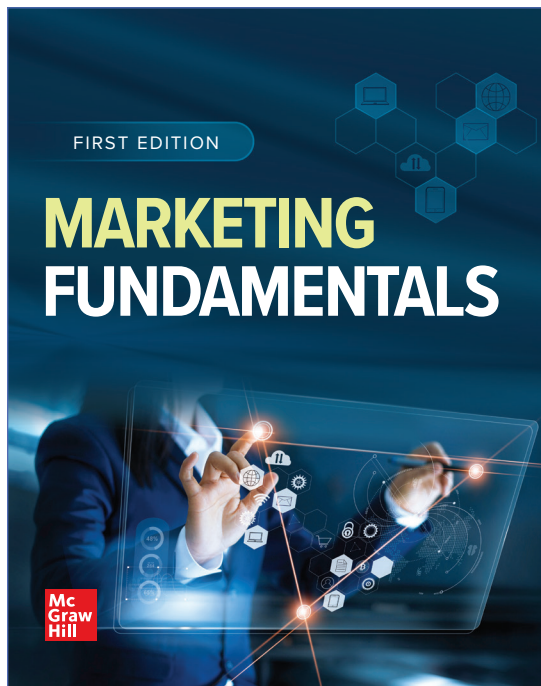


**Unit 4:** Careers in Health Informatics (2 chapters)



**Unit 6:** Careers in Biotech Research and Development (2 chapters)





# Marketing Fundamentals

1st Edition ©2024 | McGraw Hill

## Discover the Exciting World of Marketing

*Marketing Fundamentals* is the high school student's entry into understanding the dynamic world of marketing. Marketing is no longer just for those wishing to become business majors or marketing professionals. Anyone who wants to build awareness and influence others should understand the basic principles of marketing.

- **Case studies and examples:** Rich with examples from companies and organizations, big and small, students learn what strategies and tactics work in marketing.
- **A modern marketing approach:** From digital marketing to supply chain strategies, students learn the most up-to-date techniques to influence businesses and consumers.
- **Teacher support:** A 1,600-page online teacher's manual provides a wealth of discussion questions, activities, practice assignments, and more.

## Complete Teacher Support

### Teacher's Resource Manual

**LEARNING OBJECTIVES**

After completing this lesson, students will be able to

- ☐ define strategic planning and its importance in marketing.
- ☐ differentiate between direct and indirect competition.
- ☐ describe the role of marketing in business.
- ☐ define the marketing mix.
- ☐ identify the target market.
- ☐ explain the importance of data in marketing decisions.

**REFLECTION WRITING ACTIVITY**

Assign your students the following writing activity to help them understand the importance of strategic planning when making marketing decisions. This writing activity is intended to be self-reflective, allowing students an opportunity to demonstrate their understanding of the concepts.

**SMALL GROUP DISCUSSION QUESTIONS**

Using a flipped-classroom format, assign these small group discussion questions in advance of each class session. During the first 10 minutes of class, have students gather into groups of four, of their own choosing, to share their responses. During this time, walk around the classroom to verify that all students have prepared and are participating. After the 10 minutes are up, ask each group to highlight one key point.

1. In one minute, what is the most important concept you learned today?

**ADDITIONAL RESOURCES**

The following additional resources can be used as a basis for further inspiration for in-class discussion activities, small-group exercises, or additional reading and viewing.

1. **Inside Intercom: Understanding Direct and Indirect Competition.** This site uses graphics and common-sense examples to illustrate the differences between direct competitors, secondary competitors, and indirect competitors.  
<https://www.intercom.com/blog/understanding-your-competitors/>
2. **The Difference between Customer Needs and Wants.** This blog highlights the power of wants as a motivator. Rather than focusing on needs, understanding what the customer wants and providing it at a price they can afford leads to success.  
<http://www.game-changer.net/2015/05/20/the-difference-between-customer-needs-and-wants/#.W6etJmhKiUk>

**Learning Objectives** are supported with explanations and definitions.

**Writing Activities and Discussion Questions** keep students actively learning.

**Additional Resources** keep the marketing classroom current and relevant.

**Presentations, Assessments, and Answer Keys** are also included.



# A Student Edition Ideal for Middle Schoolers

**1 Marketing Overview**

**1 What To Expect**  
You may think that marketing is the advertising that you see online or while streaming content. Some think that marketing is the salesperson who sells you a car or a cell phone. Marketing is so much more! This lesson will provide a broad perspective of its function and importance to a firm.

**Chapter Topics**

- 1.1 Overview of Marketing
- 1.2 Value Creation
- 1.3 Marketing Ethics

**3 Marketing Growth Strategies**

A company's marketing strategy can follow various paths based on the product and industry, but most seek to move the product in one of four directions: market penetration, product development, market development, and diversification.

**Market Penetration**  
Coca-Cola: Offering a "4 for \$10" special on Coca-Cola and Diet Coke to increase sales in a grocery store that has sold Coca-Cola for decades.  
AMC Theaters: Offering a "\$5 Tuesday" special on all movies in an attempt to prompt current customers to visit the movie theater.

**Product Development**  
Coca-Cola: Introducing a new line of natural juices, new to the Coca-Cola line, at current grocery store partners.  
AMC Theaters: Offering a new product, "AMC IDOL" live talent shows, in current theater locations.

**Market Development**  
Coca-Cola: Offering Coca-Cola products for sale in Cuba, a market that it previously did not serve.  
AMC Theaters: Purchasing Carmike Cinemas in an effort to gain theater locations in cities not currently served by AMC Theaters.

**Diversification**  
Coca-Cola: Offering a new line of "Tropical Coolers" in Cuba, to serve local needs in a new market.

**Reflection Questions**

1. We know that strategic planning involves defining a firm's objectives and a plan for reaching those objectives. What are your thoughts on planned obsolescence as a tool for achieving a growth objective?
2. If you were Patricia, how would you respond in this situation?
3. What are some possible alternatives to planned obsolescence that are more consumer friendly?

**Reflections** help learners think critically.

**Marketing Strategy: Test**

1. \_\_\_\_\_ is the process of thoughtfully defining a firm's objectives and developing a method for achieving those objectives.
  - A. Situation analysis
  - B. Strategic planning
  - C. Marketing strategy
  - D. Diversification
2. A market penetration strategy
  - A. revolves around discontinuing older products in favor of selling new products in new markets.
  - B. seeks to attract new customers by offering new products that are unrelated to the existing products produced by the organization.
  - C. focuses on selling existing goods and services to new customers.
  - D. emphasizes selling more of existing.
4. A product possesses a competitive advantage when it enjoys a superior position over competing products because
  - A. the competing firms are pursuing different marketing strategies.
  - B. the product is in the "question mark" product category of BCG matrix.
  - C. the manufacturing firm is pursuing a product development strategy.
  - D. competing products are manufactured in small numbers.
5. Why is effective strategic planning important to a firm?
  - A. It improves the likelihood that marketers will select, adapt, and execute the right marketing actions to maximize both short- and long-term success for a firm.
  - B. It allows marketers to invest in important.

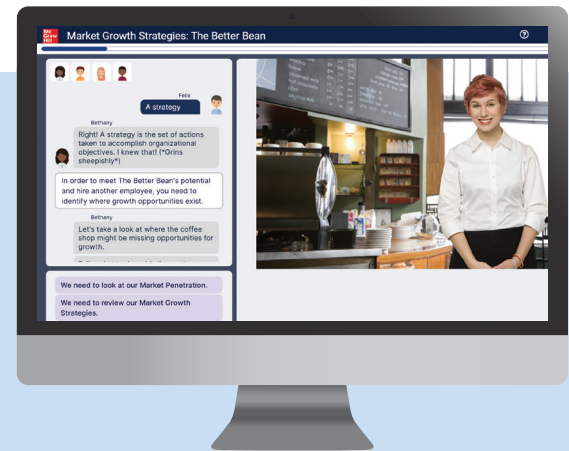
**Assessments** help students test their knowledge.

1. Students start with **clear chapter expectations**.
2. Students engage with the **visual design**.
3. **Short sections** with clear headers.
4. Relatable **examples** draw in students.
5. **Lists** and white-space to make learning accessible.

## Dynamic Online Resources

- An **interactive eBook** provides study tools, assessments, and a read-aloud feature, and the **mobile app** enables students to study on the go
- Authentic **simulations** ask students to solve realistic business scenarios
- Short, animated **videos** summarize challenging concepts
- More than 1,000 **questions and problems** support learning objectives
- Extensive **soft skills activities** and an exploratory **Career Center** make students future-ready (see pages 11–12)

Access is made easy through your learning management system or single sign-on. Online teacher materials in the platform support instruction. See page 10 for more details on digital resources.



## Table of Contents

- |  |                                       |
|--|---------------------------------------|
| <b>Chapter 1:</b> Marketing Overview                       | <b>Chapter 6:</b> Creating Value      |
| <b>Chapter 2:</b> Marketing Strategy                       | <b>Chapter 7:</b> Capturing Value     |
| <b>Chapter 3:</b> Today's Marketplace                      | <b>Chapter 8:</b> Delivering Value    |
| <b>Chapter 4:</b> Understanding Your Customer              | <b>Chapter 9:</b> Communicating Value |
| <b>Chapter 5:</b> Segmentation, Targeting, and Positioning |                                       |



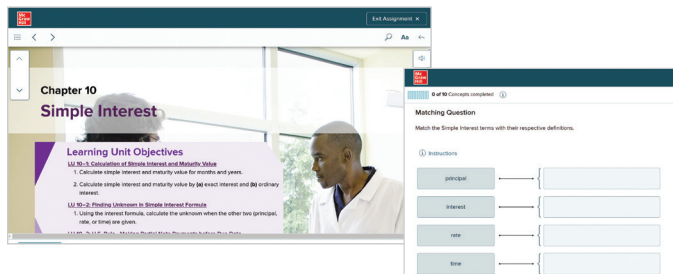
## Engaging Digital Designed for K–12 Career Readiness

The online learning solution for McGraw Hill CTE programs saves teachers time and creates a streamlined student learning experience by providing the eBook, assessments, simulations, videos, soft skills, and career exploration all in one place.

### Core Features that Build Skills & Confidence

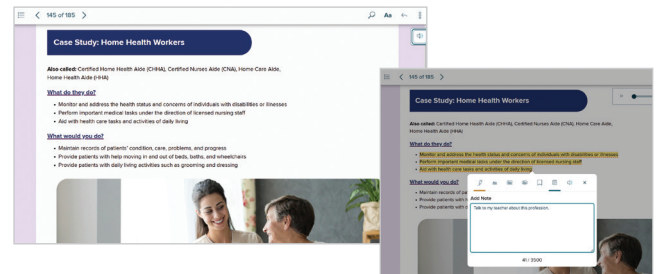
#### SmartBook®

This adaptive tool personalizes learning based on each student's progress. Practice questions support the reading and suggest study content based on results.



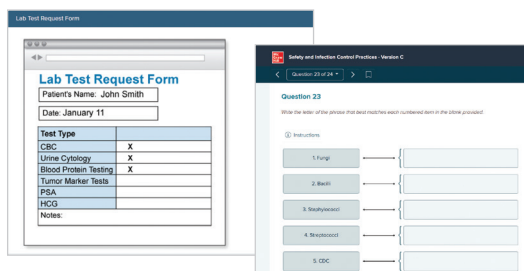
#### Interactive eBook

The full eBook engages students with self-study tools, a read-aloud feature, and embedded assessments.



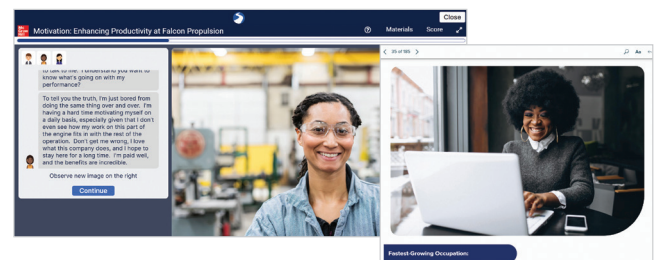
### Expansive Assessment Sets

Customizable formative and summative practice questions, aligned to learning objectives, automatically grade and populate easy-to-use teacher reports.



### Engaging Multimedia & Simulations

Engaging work simulations, videos, animations, labs, flashcards, and other interactive learning tools build confidence and reinforce learning objectives.



## Soft Skills Companion

# Develop Professional Strengths in Our CTE Programs

Extensive soft skills learning and practice is embedded in each course.

## Engaging Simulations

Students practice creativity, critical thinking, and leadership by making choices in real-life scenarios.

## Project-Based Learning

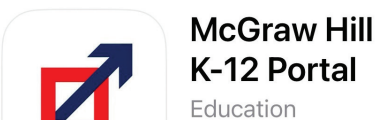
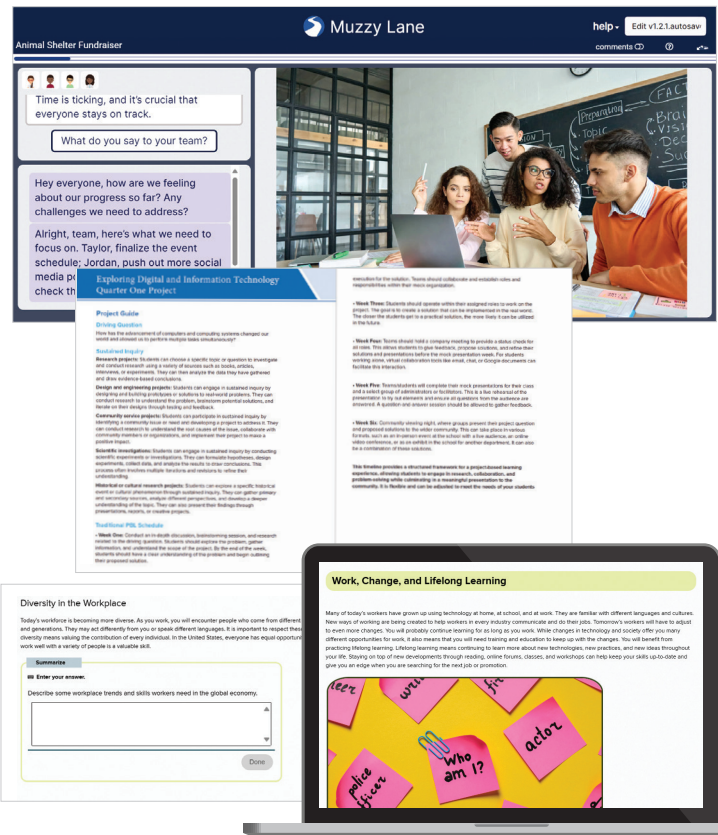
Students develop communication, problem solving, digital proficiency, interpersonal skills, and project management in expertly designed projects.

## Soft Skills SmartBook®

Students learn to research careers, communicate in the workplace, manage time, and think critically using SmartBook with adaptive assessment questions that personalize learning.

## Practice Questions

Work-oriented questions challenge students to apply math, critical reading, and graphic interpretation skills, preparing them for real-world tasks in their future careers.



## Mobile App for Studying On The Go

With the McGraw Hill K-12 Portal app, students access their content any time, on any device, with or without internet access.

## Career Center Helps Students Find Their Path

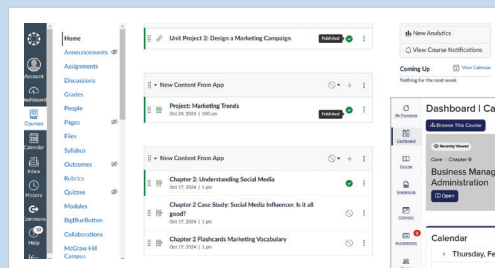
- A 60-question, 5-minute survey provides a personalized RIASEC\* profile with easy-to-understand descriptions.
- Students explore 900 careers and can filter by personal interests or an attribute profile after taking the survey.
- Job descriptions include required skills and knowledge, RIASEC map, income level, and much more.

\*RIASEC is an acronym for six personality types identified by psychologist John Holland: Realistic (R), Investigative (I), Artistic (A), Social (S), Enterprising (E), Conventional (C).

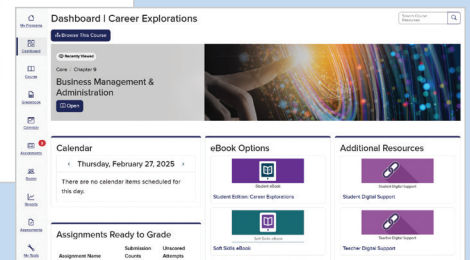


## Easy to access, easy to use

Whether you deliver activities through your learning management system (LMS), like Canvas, Schoology, or Google Classroom, or you use our easy-to-use dashboard, time is spent on learning and teaching, not searching and finding.



LMS Dashboard



McGraw Hill Dashboard

## Teacher Support and Resources

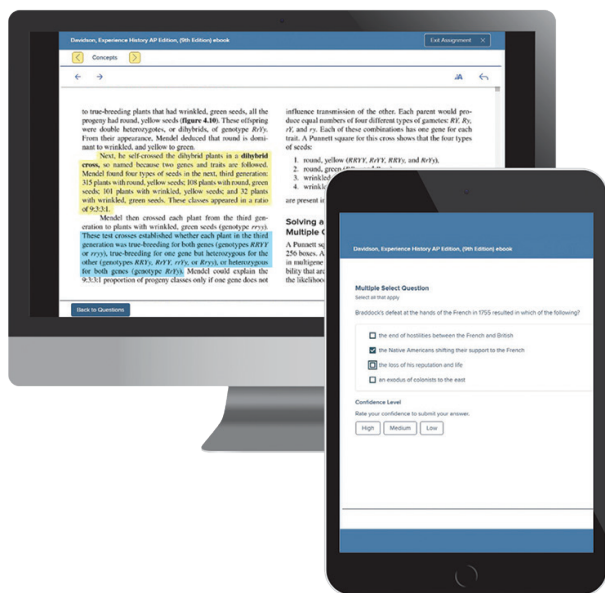
- Powerful assessment reports help teachers identify gaps, make data-driven decisions, and adjust instruction.
- Customizable PowerPoint presentations, lesson guides, classroom suggestions, and more support successful instruction.





## SmartBook®

Available with select titles\*, *SmartBook* delivers personalized, adaptive learning tailored to each student's individual needs by pinpointing knowledge gaps and focusing instruction on the concepts that require additional study. Teachers can assign a specific chapter, topic, or concept and access advanced reporting features with actionable insights to inform in-class instruction.



### For Students

## More Personalized. More Productive.

As students move through the material, multiple data points are captured to sequence and pace individual instruction.

- **Focused Instruction:** Yellow highlights help students easily identify their assigned learning concepts.
- **Targeted Remediation:** Blue highlights bring focus to the contents and concepts that require additional study.
- **Meaningful Practice:** Practice sets with instant feedback allow students to ask for guidance and rate their confidence level.
- **Recharged Learning:** Students can access previously completed assignments with personalized recommendations.

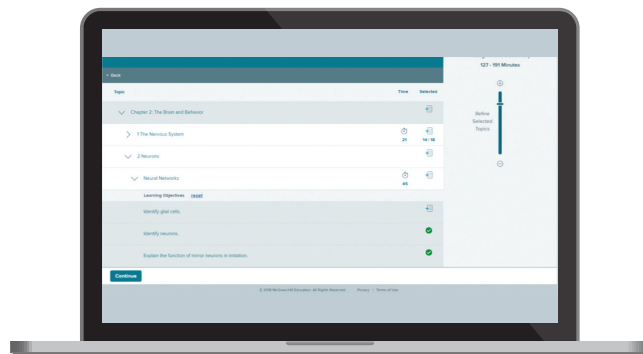
\*Available with *Essentials of Medical Language*, *Focus on Personal Financial Literacy*, and *Hole's Human Anatomy & Physiology*.

### For Teachers

## More Control. More Prepared. More Actionable.

Teachers can organize assignments to suit their students' needs and align to their course outcomes while easily tracking student progress.

- **Flexible Assignments:** Assign homework down to the subtopic level and time-on-task.
- **Manageable Content:** Assign content across multiple chapters to make connections between chapters, topics, and concepts.
- **Results-Based Support:** Provide personalized review assignments that target each student's areas of weakness.
- **Actionable Reports:** Advanced reporting features track individual and class progress with data-driven insights.



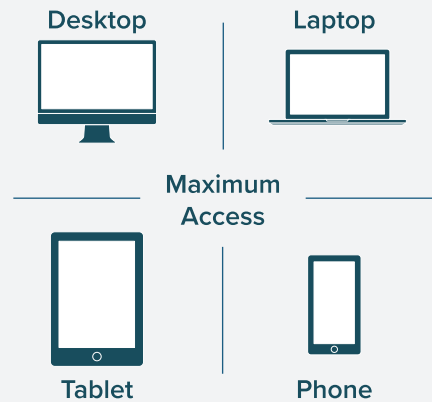
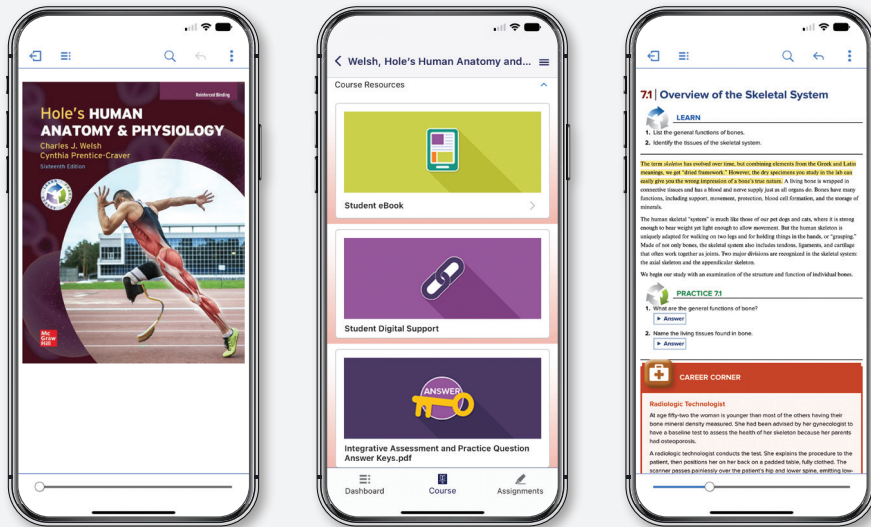
“Using *SmartBook* has been a game changer! It is like having a co-teacher! I can see how much they read. I can see how much they comprehended! I can see, specifically, what challenging concepts exist. Students can see their progress. Students can see that they are being held accountable in a much more realistic and targeted manner. Students are much more engaged in the class and better prepared to interact with a deeper level of academic conversation.”

— Marion Chase  
Instructional Coach and AP Teacher



### McGraw Hill K–12 Portal App

Life happens on the go, and now learning can too. Empower students with the tools to study inside or outside the classroom, with or without Wi-Fi with the new McGraw Hill K–12 Portal app.



### Small Devices, Big Impacts

Designed for a mobile-friendly reading experience, the McGraw Hill K–12 Portal app comes with easy navigation and helpful eBook viewing tools like pinch, zoom, and text search. Select on-page links to view interactive resources and use the embedded tools (notes, bookmark, highlighter, and even a pen for writing directly on the screen) to stay organized.

### No Wi-Fi? No Problem

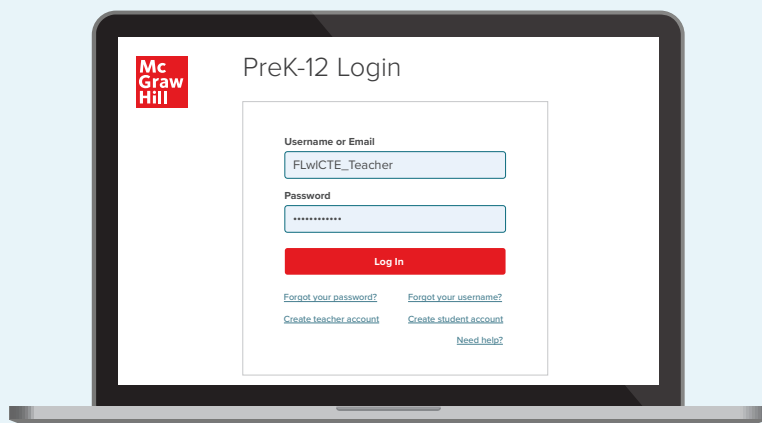
With the K-12 Portal, students can access their course materials completely offline. Simply download eBooks and assignments before disconnecting to read, highlight, annotate, bookmark, and more on the go. Notes and *SmartBook* assignments will automatically sync once re-connected to Wi-Fi or data.

### Navigate with Ease

No need to spend time learning new tools: the McGraw Hill K–12 Portal app was built with a simple, intuitive interface for students' ease of use. Conveniently access *SmartBook* and personalized practice assignments from the portal to launch into learning.

## DIGITAL REVIEW GUIDE

Use this guide to help you get familiar with a variety of digital tools, resources, and support to meet the needs of your classroom and students.



**my.mheducation.com**

**Username: FLWlCTE\_Teacher**

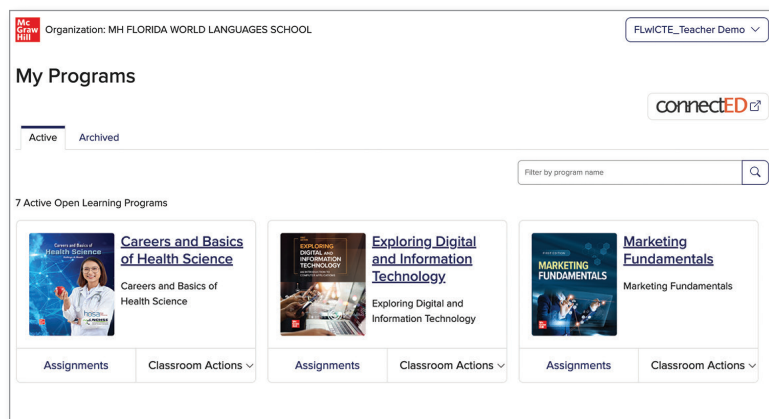
**Password: FLoridaWLcte25!**

### Log In to the Digital Experience

Log in to **my.mheducation.com** using the credentials above.

Locate and click on the course you wish to review.

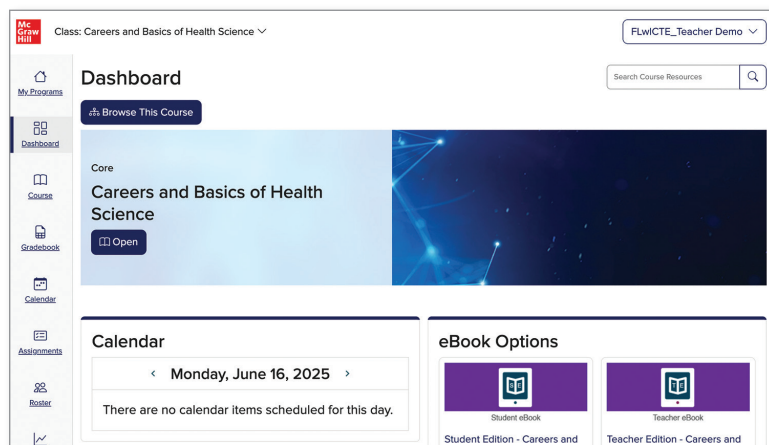
**Note:** All courses function similarly. You can explore any title within the demo account.



### View Your Course Dashboard

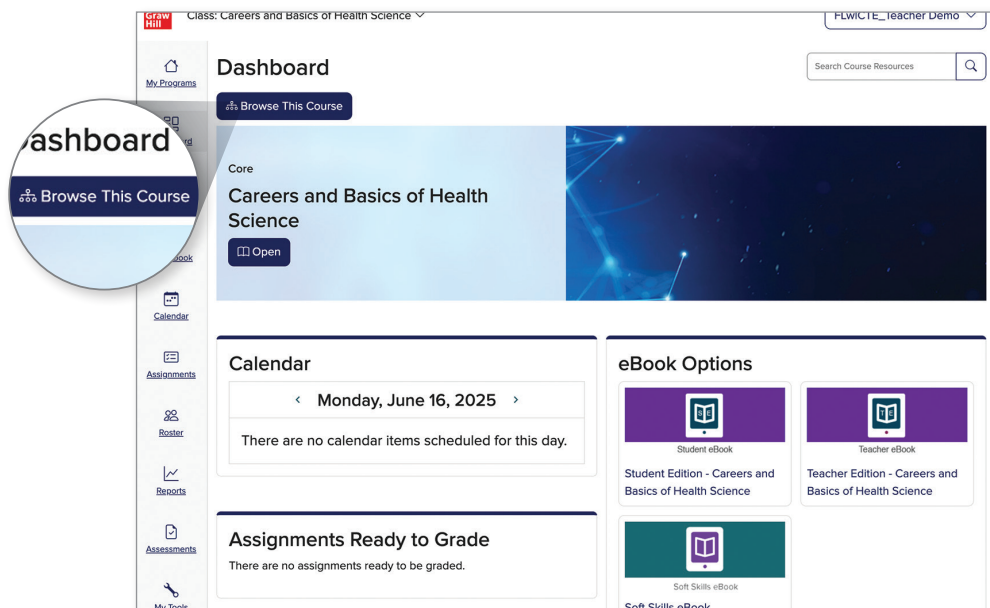
This is the **Digital Dashboard**. It's your home base for resources, such as:

- Teacher Manual/Instructor Guide
- Quick eBook Access
- Assignment Calendar
- Digital Teacher Support
- Digital Student Support



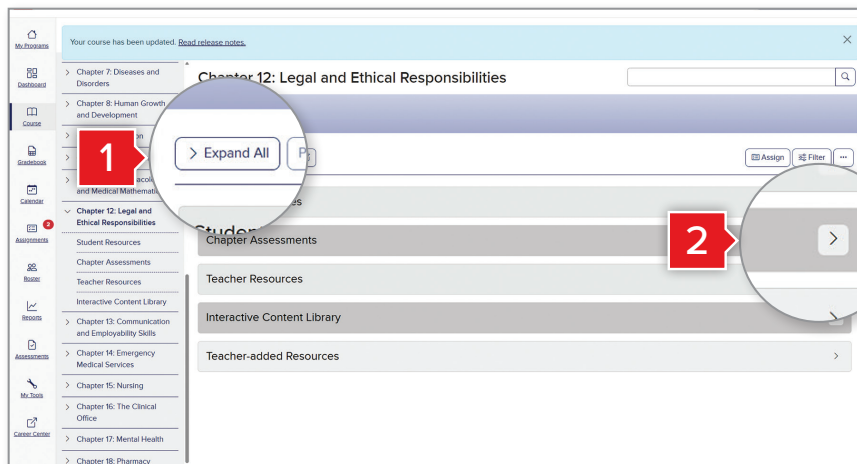
### Browse Your Course

Click **Browse This Course** to expand the menu and explore chapters, assignments, activities, assessments, and more.



### Browse Chapter Contents

1. Select **Expand All** to open all of chapter contents for both students and teachers.
2. You can also click on each section individually to see resources or activities.





## View Resources and Activities

1. Click on a resource or activity to view it.
2. For **Assignments** or **Assessments**, click the **Start Assignment** button on the lower left.
3. For **Simulations**, click on **Preview** in the gray box to the right.

The screenshot shows the course interface for 'Chapter 2: Healthcare Systems'. On the left, a sidebar lists various resources including 'Core: Careers and Basics of Health Science', 'General Course Resources', 'Soft Skills', 'Soft Skills Simulations', 'Chapter 1: Healthcare Career Clusters', 'Student Resources', 'Chapter Assessments', 'Teacher Resources', 'Interactive Content Library', 'Chapter 2: Healthcare Systems', 'Student Resources', and 'Chapter Assessments'. A red circle with the number '1' highlights the 'Chapter 2: Healthcare Systems' link in the sidebar. The main content area shows 'Student Resources' with a 'Student eBook - Healthcare Systems' and an 'Assignment - Medical Math: Calculating the Average Age of a Population'. A red circle with the number '2' highlights the 'Start Assignment' button on the assignment card. A red circle with the number '3' highlights the 'Preview' button on the assignment card.

## Explore Soft Skills Activities and Career Center

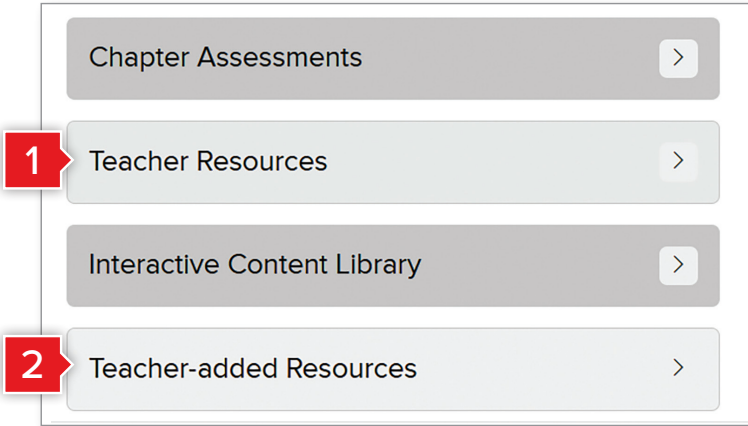
1. Click on the first section called **Core** followed by the title name.
2. Explore the resources in the **Soft Skills** sections.
3. Click on **Career Center** on the lower right to explore this helpful student resource.

The screenshot shows the McGraw Hill Career Center interface. On the left, a sidebar lists various resources including 'My Programs', 'Browse This Course', 'Keyboard Help', 'Core: Careers and Basics of Health Science', 'General Course Resources', 'Soft Skills', 'Soft Skills Simulations', 'Chapter 1: Healthcare Career Clusters', 'Chapter 2: Healthcare Systems', 'Chapter 3: Safety and Infection Control Practices', 'Chapter 4: Emergency Preparedness', 'Chapter 5: Medical Terminology', 'Human and', and 'Career Center'. A red circle with the number '1' highlights the 'Core: Careers and Basics of Health Science' link in the sidebar. The main content area shows 'Core: Careers and Basics of Health Science' with a search bar and buttons for 'Expand All', 'Present', 'Assign', and 'Filter'. Below this, there are sections for 'General Course Resources', 'Soft Skills', 'Soft Skills Simulations', and 'Teacher-added Resources'. A red circle with the number '2' highlights the 'Soft Skills' section. A red circle with the number '3' highlights the 'Career Center' link in the sidebar. The bottom of the page shows a 'Find your path.' banner with various career paths like 'Accounting', 'Healthcare', 'Education', and 'Business'.

Browse Teacher Resources

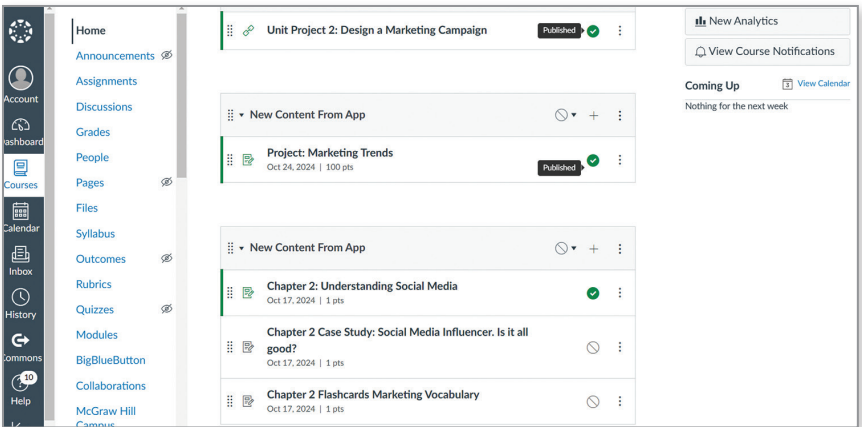
Selecting a chapter will take you to the **Chapter Landing Page**.

- 1. Click on **Teacher Resources** to view the support for instruction.
- 2. Note that teachers can add their own resources into **Teacher-added Resources** for students to see.



Integrate Into Your Learning Management System (LMS)

While this guide shows our easy-to-use platform, you can deliver activities through an LMS like Canvas, PowerSchool (formerly Schoology), or Google Classroom. You can also see your students' results and progression in the LMS gradebook.



Canvas Dashboard

Google Classroom

## Notes

This image shows a single sheet of white paper with horizontal blue ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



Learn more at  
[mheducation.com/florida](http://mheducation.com/florida)

