

Business English - GIS.

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Training Environment:

Training will be conducted at the BeGISer or client premises site (classroom format).

Training Scope:

The training of the English Non-Professional.

About this Course:

This course is designed to enhance learners' English language skills specifically for the GIS industry and professional business communication. Spanning ten units, it focuses on essential grammar, vocabulary, and writing techniques, emphasizing practical applications in technical writing, report drafting, and business correspondence. Participants will gain the confidence to communicate effectively in both technical and corporate environments, using industry-specific terminology. By the end of the course, learners will be able to produce professional documents and articulate complex ideas with clarity and precision, bridging communication between GIS professionals and business stakeholders.





Level one: English Business Fundamentals

8 Days, 20 Hours

Level One Description:

This unit aims to strengthen foundational English grammar skills, focusing on their application in the GIS industry and business communication. These basics are essential for effective technical writing, report drafting, and professional correspondence.

- ✓ After completing this unit, learners will be able to apply basic grammar principles in GIS project reports, business communications, and professional correspondence.
- ✓ They will also understand how to construct sentences that are clear, precise, and professional, leading to more effective communication in both technical and business contexts.

Level One Objectives

1. Nouns, Pronouns, and Articles in Technical Writing.

- ✓ Understand how to use specific nouns when discussing technical components in GIS. For instance, "the map," "spatial data," or "the satellite image."
- ✓ Learn the importance of articles ("the," "a," "an") to clarify whether you're referring to something specific or general, which is crucial when describing data, software tools, or project tasks.
- Y Proper use of pronouns to avoid redundancy and create clarity in business writing, e.g., replacing "the map layers" with "they" in subsequent sentences.

2. Verb Tenses for Reporting.

- Focus on the correct use of verb tenses in technical reports. Learn how to describe past events (completed tasks), present actions (ongoing projects), and future plans (upcoming developments).
 - o Example: "We collected the data last week," "We are analyzing the data," and "We will present the findings tomorrow."

3. Adjectives and Adverbs.

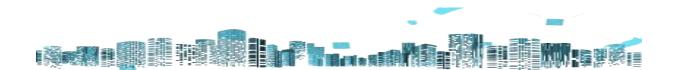
- ✓ Explore how adjectives can improve descriptions in GIS reports, such as "high-resolution imagery" or "complex spatial analysis."
- Learn how to use adverbs to modify actions in reports or technical discussions. For example, "accurately locate," "efficiently process," or "visually appealing map".

4. Prepositions in Spatial Contexts.

- ✓ Master the use of prepositions when describing spatial relationships, a critical skill in the GIS industry. Examples include "north of," "adjacent to," "beneath," and "within."
- ✓ Learn to construct sentences such as: "The data points are located within the specified buffer zone" or "The park is adjacent to the residential area".

5. Sentence Structure in Business Communication.

- Develop skills in creating clear, concise, and professionally structured sentences for business emails, reports, and proposals.
- ✓ Understand how to organize sentences in a way that the main idea comes first, making your point straightforward, especially in a business setting where clarity is key.
 - Example: "Our team has completed the preliminary analysis of the Geo-spatial data and is preparing the final report".





Level Two: Industry-Specific Vocabulary for GIS.

8 Days, 20 Hours

Level Two Description:

This unit focuses on building a solid vocabulary foundation specific to the GIS industry and business communication. Learners will gain the ability to accurately use and understand technical terms and business phrases in written and spoken formats.

- ✓ By the end of this unit, learners will have a strong grasp of the technical vocabulary used in GIS and business communication.
- ✓ They will be able to explain complex GIS concepts in simple terms, bridging the gap between technical and non-technical stakeholders.
- ✓ Learners will also be confident in drafting professional reports and summaries that incorporate both GIS specific and business-related terminology.

Level Two Objectives

1. Key GIS Terminology.

- ✓ Introduction to essential GIS terms such as coordinates, Geo-spatial, remote sensing, topography, and spatial analysis.
- Learn how to describe GIS concepts accurately, such as "The Geo-spatial datasets provide coordinates for mapping" or "We conducted a spatial analysis to identify land use patterns."
- Understand GIS tools and systems like ArcGIS, and QGIS, and how to refer to them in technical documentation or client meetings.

2. Acronyms and Abbreviations.

- ✓ Familiarize yourself with common acronyms used in the GIS industry, such as GIS (Geographic Information Systems), GPS (Global Positioning System), LiDAR (Light Detection and Ranging), and DEM (Digital Elevation Model).
- Understand how to use these abbreviations correctly in reports and presentations without overwhelming non-technical audiences.
 - Example: "The project required the integration of GPS data for accurate Geo-spatial analysis using DEM models."

3. Describing Spatial Data.

- ✓ Learn how to describe GIS data clearly and concisely, such as "high-resolution satellite imagery," "vector and raster data," or "thematic maps."
- ✓ Practice articulating the differences between types of spatial data, e.g., "Raster data represents images as pixels, while vector data uses points, lines, and polygons."
- ✓ Gain proficiency in explaining the functions of GIS tools like buffer analysis, Geo-referencing, and network analysis".

4. Business Vocabulary for GIS Documents.

- Expand your vocabulary with common business terms relevant to the GIS field, such as scope of work, deliverables, KPIs (Key Performance Indicators), and ROI (Return on Investment).
- Learn to describe business processes related to GIS, for instance, "Our deliverables include a full spatial analysis report with recommendations on site selection."
- ✓ Understand financial terms like budgeting, cost estimates, and resource allocation within GIS project management."

5. Writing GIS Reports and Executive Summaries.

- ✓ Learn how to apply the vocabulary acquired to write professional GIS reports and executive summaries.
- ✓ Develop skills in summarizing technical GIS data into concise, business-friendly reports for stakeholders or clients who may not have a GIS background.
- Practice structuring a GIS report: Introduction (project background), Methodology (GIS tools and data used), Findings (results of spatial analysis), and Recommendations (based on data insights).





Level Three: Reading Technical and Business Documents.

8 Days, 20 Hours

Level Three Description:

This unit is designed to enhance learners' ability to read and comprehend technical and business documents related to GIS. Effective reading skills are essential for extracting relevant information from reports, contracts, project specifications, and GIS data presentations.

- ✓ By the end of this unit, learners will be proficient in reading and interpreting both technical GIS documents and business-related paperwork.
- ✓ They will be able to efficiently extract key information from long and complex documents, helping them save time and focus on what is most relevant to their projects.
- ✓ Learners will also become familiar with how to navigate and understand the visual data elements that are essential to GIS work.

Level Three Objectives

1. Reading GIS Project Documentation.

- ✓ Understand Learn to read and interpret project documentation, such as project plans, GIS technical specifications, and scope of work documents.
- ✓ Understand how to identify key details like project objectives, tools and software being used deliverables, and deadlines.
- Example: "This project requires the integration of aerial imagery with topographic data to create a 3D model for urban planning".

2. Skimming and Scanning Industry Articles and Journals.

- ✓ Develop skimming and scanning techniques to quickly find relevant information in lengthy industry articles, research papers, or business journals.
- ✓ Focus on identifying keywords, main ideas, and supporting data without needing to read the entire document.
- Example: When scanning a research paper on urban mapping, focus on key terms like "land-use analysis," "urban sprawl," or "GIS- based models."

Understanding Key Information in Business Contracts and Proposals.

- ✓ Learn how to extract and interpret essential information from business contracts, including terms and conditions, deliverables, project timelines, and payment schedules.
- ✓ Understand the language of business contracts, focusing on clauses like "scope of services," "intellectual property rights," and "penalty clauses."
- ✓ Example: "The contractor agrees to deliver all GIS data layers in accordance with the agreed-upon timeline, with penalties for late delivery".

4. Analyzing Case Studies and GIS Project Reports.

- Gain experience in reading and analyzing real-world case studies related to GIS applications in various industries, such as environmental management, urban planning, or disaster response.
- Learn how to extract valuable insights, identify challenges, and evaluate the solutions presented in these case studies.
 - Example: Reading a case study on flood mapping, you would identify how GIS technology was used to predict flood zones and support evacuation planning".

Extracting Information from Maps, Data Tables, and Charts.

- o Develop skills in interpreting and extracting key information from visual data sources, such as maps, data tables, charts, and info graphics commonly found in GIS reports.
- o Learn how to read spatial data, identify patterns, and communicate insights drawn from visual representations.
 - Example: Interpreting a heat map to understand population density changes across a city or analyzing a data table to track land-use changes over time".





Level Four: Listening and Speaking in Business and GIS Meetings.

8 Days, 20 Hours

Level Four Description:

This unit focuses on developing effective listening and speaking skills for professional settings, including GIS and business meetings. These skills are crucial for clear communication, understanding project requirements, and collaborating with colleagues and clients.

- ✓ By the end of this unit, learners will have enhanced their listening and speaking skills specific to GIS and business contexts.
- ✓ They will be able to effectively participate in and contribute to technical and business meetings, ensuring clear communication and understanding.
- ✓ Learners will also gain confidence in presenting their ideas and findings, engaging in professional discussions, and handling feedback constructively.

Level Four Objectives

1. Listening to GIS Presentations.

- ✓ Techniques for actively listening to presentations on GIS topics, such as new technologies, project updates, or research findings.
- ✓ Learn how to identify and note key points, technical details, and any action items or decisions made during the presentation.
- Example: During a presentation on a new GIS tool, focus on understanding its features, benefits, and how it could impact your current projects.

2. Understanding Instructions in Technical Discussions.

- ✓ Develop skills to accurately interpret and follow instructions given during technical discussions or meetings.
- Practice summarizing and clarifying instructions to ensure the correct implementation of tasks or project requirements.
 - o Example: If instructed to "create a buffer zone around the specified areas," clarify the parameters, tools, and expected outcomes.

3. Participating in Business Meetings.

- Learn how to effectively contribute to business meetings, including discussing project status, negotiating deliverables, and addressing issues.
- ✓ Practice articulating your points clearly, asking relevant questions, and providing constructive feedback.
 - Example: In a project meeting, discuss the progress of GIS data integration and negotiate deadlines or resource needs.

4. Role Plays and Simulations.

- ✓ Engage in role-playing exercises to simulate real-life scenarios, such as client consultations, stakeholder meetings, and team discussions.
- ✓ Practice using industry-specific terminology and demonstrating professional communication skills in these simulated environments.
 - o Example: Role-play a scenario where you present GIS project results to a client, addressing their questions and concerns.

5. Technical Terminology in Conversations.

- ✓ Focus on using and understanding technical terminology related to GIS and business in everyday conversations and meetings.
- Ensure that you can explain complex GIS concepts in simple terms when speaking with non-technical stakeholders.
 - o Example: Explain how "spatial data layers" are used in a project to a client who may not be familiar with GIS jargon.





Level Five: Writing for GIS and Business Communication.

8 Days, 20 Hours

Level Five Description:

This unit focuses on developing effective writing skills necessary for creating various types of documents in the GIS and business environments. Clear, professional writing is essential for conveying information, documenting processes, and making business proposals.

- ✓ By the end of this unit, learners will be adept at writing various types of documents needed in the GIS and business fields.
- ✓ They will be able to produce clear and professional technical reports, business proposals, emails, memos, and meeting minutes.

Level Five Objectives

1. Technical Writing for GIS Processes.

- ✓ Learn to write clear and precise descriptions of GIS processes, tools, and methods.
- ✓ Understand the structure of technical documents, including project methodologies, data collection procedures, and analysis techniques.
- ✓ Example: Writing a procedure for "Conducting a Spatial Analysis Using ArcGIS," detailing each step from data import to result interpretation.

2. Creating GIS Project Proposals.

- Develop skills in drafting comprehensive GIS project proposals that outline objectives, methodologies, deliverables, and timelines.
- ✓ Focus on structuring proposals to highlight the benefits, feasibility, and impact of the GIS project on the client's needs.
 - Example: A proposal for a "Land Use Mapping Project" should include objectives, required GIS tools, data sources, and expected outcomes.

Business Email Writing.

- Master the art of writing effective business emails, including formal requests, follow-ups, project updates, and internal communications.
- ✓ Practice creating clear subject lines, concise body text, and professional signatures.
 - o Example: An email requesting "Data Access Permission" should include a polite request, the purpose of the data, and a specific timeline.

4. Writing Business Memos and Meeting Minutes.

- ✓ Learn how to draft business memos that communicate key points, action items, and decisions from meetings.
- ✓ Develop skills in writing accurate and concise meeting minutes, including attendees, agenda items, discussions, and follow-up actions.
 - o Example: Minutes for a project meeting should capture "Decisions on GIS Tool Selection," including who decided and what the next steps are.

5. GIS Documentation: Metadata, User Manuals, and Technical Specifications.

- ✓ Focus on writing comprehensive documentation for GIS projects, including metadata descriptions, user manuals, and technical specifications.
- Learn to create clear metadata for GIS datasets, write user-friendly manuals, and develop detailed technical specifications.
 - Example: Writing metadata for a "City Boundaries Datasets" should include data source, accuracy, date of creation, and intended use.





Level Six: Business English for GIS Professionals.

8 Days, 20 Hours

Level Six Description:

This unit provides the essential business English skills needed for effective communication within the GIS industry. It focuses on mastering business terminology, writing, and speaking skills that are crucial for professional interactions and documentation.

- ✓ By the end of this unit, learners will be proficient in using business English terminology relevant to the GIS field.
- ✓ They will be able to create and deliver effective presentations, draft and understand business contracts, and manage financial aspects of GIS projects.
- ✓ Learners will also develop strong professional communication skills, including business etiquette and formal correspondence.

Level Six Objectives

1. Business Vocabulary for GIS.

- ✓ Learn key business terms relevant to the GIS industry, such as ROI (Return on Investment), KPIs (Key Performance Indicators), deliverables, and scope of work.
- Understand how to use these terms in context, whether in reports, presentations, or discussions.
 - o Example: "Our project aims to achieve a high ROI by improving the accuracy of spatial data analysis."

2. Presentation Skills for GIS Solutions.

- Develop skills for creating and delivering compelling presentations about GIS solutions to various audiences, including clients, stakeholders, and team members
- ✓ Focus on structuring presentations, using visual aids effectively, and engaging the audience.
- Example: Preparing a presentation on "The Benefits of GIS for Urban Planning," with slides showing data analysis, case studies, and projected outcomes.

3. Understanding and Drafting Contracts and Agreements.

- ✓ Understanding and Drafting Contracts and Agreements
- ✓ Learn to read and write business contracts and agreements related to GIS services, including understanding key clauses and terms.
- Practice drafting contracts that clearly define project scope, responsibilities, deadlines, and payment terms.
 - Example: Drafting a contract for a "GIS Data Integration Project" that includes deliverables, timelines, and confidentiality clauses.

4. Financial Terminology in GIS Projects.

- ✓ Familiarize yourself with financial terms used in budgeting, invoicing, and cost management for GIS projects.
- ✓ Learn to communicate budgetary needs, cost estimates, and financial impacts effectively.
- ✓ Example: Discussing a "budget proposal for a GIS mapping project," including cost breakdowns for data acquisition, software licenses, and labor.

5. Business Etiquette and Professionalism.

- Master professional etiquette in business interactions, including email communication, meeting conduct, and networking.
- Understand the nuances of professional behavior and how to present yourself and your ideas in a polished and respectful manner.
 - Example: Following up on a business meeting with a thank-you email that summarizes key points and next steps.





Level Seven: Practical Application and Case Studies.

8 Days, 20 Hours

Level Seven Description:

This unit focuses on applying English language skills to real-world scenarios and case studies in the GIS industry. Learners will analyze and solve practical problems, using their acquired knowledge to enhance their professional capabilities.

- ✓ By the end of this unit, learners will be able to apply their English language skills to real-world GIS scenarios and case studies.
- ✓ They will have experience in analyzing, solving problems, and creating professional documents and presentations based on practical cases.
- ✓ Learners will also gain confidence in presenting their work and communicating complex GIS concepts effectively to diverse audiences.

Level Seven Objectives

1. Analyzing GIS Case Studies.

- ✓ Examine detailed case studies of GIS projects from various industries, such as environmental management, urban planning, and disaster response.
- ✓ Focus on understanding the problem, the GIS methods and tools used, and the outcomes achieved.
 - Example: A case study on "Using GIS for Flood Risk Assessment" may involve analyzing how GIS tools were used to map flood zones and develop risk mitigation strategies.

2. Problem-Solving in GIS Scenarios.

- Engage in practical exercises that simulate real GIS project challenges, such as data integration issues, spatial analysis problems, or software limitations.
- ✓ Develop solutions using appropriate GIS techniques and business communication skills.
 - o Example: A scenario where you need to integrate multiple data sources into a single GIS database and resolve conflicts in data formats.

3. Creating a GIS Project Proposal.

- Draft a comprehensive project proposal based on a hypothetical or real GIS project scenario. Include project objectives, methodologies, timelines, and budget estimates.
- Focus on structuring the proposal to address potential client needs and project requirements effectively.
- Example: A proposal for "Developing a GIS Based Land Use Plan" that outlines objectives, data sources, analysis methods, and expected benefits.

4. Writing Technical Reports Based on Case Studies.

- ✓ Write technical reports summarizing findings from case studies, including data analysis, methodology, results, and recommendations.
- $\checkmark \qquad \text{Practice presenting complex information in a clear and professional format.}$
 - Example: A report on "Evaluating the Effectiveness of GIS in Transportation Planning," including analysis of traffic patterns, proposed solutions, and impact assessment.

5. Presentation of Case Study Results.

- ✓ Prepare and deliver a presentation based on the case study or project proposal created during this unit.
- Focus on effectively communicating your findings, recommendations, and the value of the GIS project to a professional audience.
- Example: Presenting your proposal for "GIS Driven Site Selection for Renewable Energy Projects" to stakeholders or clients.





Level Eight: Advanced Business Communication Skills.

8 Days, 20 Hours

Level Eight Description:

This unit focuses on advanced communication skills essential for high-level business interactions and complex GIS project management. Emphasis is placed on strategic communication, negotiation, and leadership in a professional setting.

- ✓ By the end of this unit, learners will have advanced communication skills necessary for high-level business interactions and complex GIS project management.
- ✓ They will be proficient in strategic communication, negotiation, and leadership, enhancing their ability to manage and influence projects and teams effectively.
- Learners will also gain expertise in advanced report writing and crisis communication, preparing them for challenging situations and high-stakes discussions.

Level Eight Objectives

1. Strategic Communication in Business.

- ✓ Develop skills for strategic communication, including tailoring your message to different audiences, managing stakeholder expectations, and influencing decisions.
- ✓ Learn how to present GIS data and recommendations in a way that aligns with business goals and addresses key concerns.
 - Example: Crafting a communication plan for "Implementing GIS Solutions for Urban Development," focusing on how the project aligns with the city's long-term vision.

2. Negotiation Skills for GIS Projects.

- ✓ Master negotiation techniques to effectively discuss project scope, timelines, and costs with clients, stakeholders, and team members.
- ✓ Practice negotiating terms, managing conflicts, and reaching mutually beneficial agreements.
 - o Example: Negotiating a contract for "GIS Data Acquisition Services," including discussing deliverables, pricing, and timelines with a vendor.

3. Leadership and Team Communication.

- ✓ Learn leadership communication skills, including motivating teams, setting clear objectives, and providing constructive feedback.
- ✓ Develop strategies for managing diverse teams and facilitating effective collaboration on GIS projects.
 - Example: Leading a team meeting to discuss "The Implementation of New GIS Technologies," focusing on setting clear goals and addressing team concerns

4. Advanced Report Writing and Presentation.

- ✓ Enhance skills in writing comprehensive reports and delivering presentations that include complex data analysis and strategic recommendations.
- ✓ Focus on advanced report structures, integrating visual aids, and creating persuasive arguments.
 - Example: Writing a final report on "The Impact of GIS on Environmental Conservation Efforts," including detailed data analysis, conclusions, and actionable recommendations.

5. Crisis Communication and Problem Resolution.

- ✓ Develop skills for handling crisis communication and resolving issues that arise in high-pressure situations.
- ✓ Learn strategies for addressing project delays, technical problems, or stakeholder concerns in a professional and effective manner.
 - Example: Communicating with stakeholders during a "Data Integrity Issue" in a GIS project, outlining the problem, corrective actions, and mitigation strategies.





Level Nine: Enhancing Professional Development in GIS.

8 Days, 20 Hours

Level Nine Description:

This unit is designed to focus on professional development within the GIS field, including career advancement, networking, and continued learning. It emphasizes strategies for maintaining and expanding professional skills and building a strong career in GIS.

- ✓ By the end of this unit, learners will have a clear understanding of career advancement opportunities and strategies within the GIS field.
- ✓ They will be able to effectively network, pursue continued education, and build a professional portfolio that highlights their GIS skills and accomplishments.
- ✓ Learners will also be equipped with tools to stay updated with industry trends, ensuring they remain at the forefront of GIS advancements and maintain their professional relevance.

Level Nine Objectives

1. Career Advancement in GIS.

- Explore pathways for career growth within the GIS industry, including specialized roles, management positions, and opportunities for advancement.
- ✓ Develop skills for setting career goals, preparing for promotions, and transitioning into leadership roles.
 - Example: Planning a career trajectory from a GIS Analyst to a GIS Manager or Director of GIS Services, including acquiring relevant certifications and experiences.

2. Networking Strategies.

- ✓ Learn effective networking strategies to build and maintain professional relationships within the GIS community and related industries.
- Understand how to leverage professional associations, conferences, and online platforms for networking and career development.
 - Example: Participating in GIS conferences, joining professional organizations like the Urban and Regional Information Systems Association (URISA), and engaging in online forums or Linked In groups.

3. Continuing Education and Certifications.

- Explore options for continued education and certification programs that enhance your expertise and marketability in the GIS field.
- ✓ Understand the benefits of advanced certifications, workshops, and specialized training courses.
 - Example: Pursuing certifications such as GIS Professional (GISP), Esri Technical Certifications, or attending workshops on emerging GIS technologies.

4. Building a Professional Portfolio.

- ✓ Develop a professional portfolio that showcases your skills, projects, and accomplishments in GIS.
- Learn how to compile case studies, project summaries, and technical reports that demonstrate your expertise and achievements.
 - o Example: Creating an online portfolio with examples of GIS projects, including detailed descriptions, methodologies, and outcomes.

5. Staying Updated with Industry Trends.

- ✓ Learn strategies for staying informed about the latest trends, technologies, and developments in the GIS industry.
- ✓ Understand the importance of continuous learning and adapting to new tools, software, and methodologies.
 - Example: Following industry blogs, subscribing to GIS journals, and participating in webinars on emerging GIS technologies such as AI-driven spatial analysis.





Level Ten: Review and Final Assessment.

8 Days, 20 Hours

Level Ten Description:

This unit focuses on reviewing the key concepts covered throughout the course and conducting a final assessment to evaluate learners' understanding and application of the material. It aims to reinforce learning, address any gaps, and prepare learners for practical application of their skills.

- ✓ By the end of this unit, learners will have reinforced their understanding of key concepts covered in the course and demonstrated their ability to apply these skills in practical scenarios.
- ✓ They will have completed a final project or presentation that showcases their proficiency in GIS and business communication.
- ✓ Learners will also receive feedback to guide their further development and reflect on their progress to prepare for future professional challenges.

Level Ten Objectives

1. Review of Key Concepts.

- Explore Conduct a comprehensive review of all units covered in the course, including vocabulary, reading and writing skills, business communication, and
 professional development.
- ✓ Use summary notes, key points, and practice exercises to reinforce understanding.
 - o Example: Reviewing key terms from the GIS vocabulary unit and discussing their application in real-world scenarios.

2. Practice Exercises and Case Studies.

- ✓ Engage in practice exercises and case studies that integrate multiple skills learned throughout the course.
- Apply knowledge to new scenarios to demonstrate proficiency in technical writing, report generation, presentation skills, and business
 - o Example: Working on a mock case study that requires drafting a project proposal, presenting findings, and writing a final report.

3. Final Project or Presentation.

- ✓ Complete a final project or presentation that synthesizes the skills and knowledge gained during the course.
- ✓ The project should involve creating a detailed GIS project report or presentation, including technical documentation, business analysis, and strategic recommendations.
 - Example: Developing a comprehensive GIS project proposal for a fictional client, including a presentation to justify the approach and recommendations.

4. Final Assessment.

- ✓ Take a final assessment that tests understanding of the course material through a combination of written questions, practical exercises, and case study analysis.
- ✓ The assessment should evaluate proficiency in technical writing, business communication, and application of GIS concepts.
 - o Example: A test covering key terminology, reading comprehension of GIS documents, and writing a business email regarding project updates.

5. Feedback and Reflection.

- \checkmark Review feedback on the final project and assessment to identify strengths and areas for improvement.
- ✓ Reflect on the learning experience, considering how the skills gained can be applied in real-world GIS and business contexts.
 - Example: Discussing feedback from the final presentation and creating an action plan for ongoing professional development based on course outcomes.

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