FASHION SALES

DANIELLA R PLATT

- THE REAL WORLD GUIDE TO FASHION SELLING AND MANAGEMENT GERALD J. SHERMAN, SAR PERLMAN, 2014-05-15 PROVIDES THE KIND OF EXAMPLES AND INFORMATION THAT LEAD TO SUCCESS IN THE FASHION RETAIL WORLD, INCLUDING THE CHARACTERISTICS OF GREAT SALESPEOPLE, USING DIGITAL AND SOCIAL MEDIA, AND ADAPTING TO CHANGE IN THE FASHION MARKETPLACE.
- Pashion Sales Promotion Pamela M. Phillips, Ellye Bloom, John D. Mattingly, 1985 In this Second Edition, Phillips attempts to σ -- (1) demystify the field of fashion sales promotion, (2) introduce readers to each piece of the promotions puzzle, and (3) demonstrate how these pieces fit together σ -- all toward the ultimate goal of giving readers the ability to apply the skills they've learned. The book reflects the latest developments in fashion sales promotion, including CD-ROM technology, selling over the Internet, and the overall increase of supplier and media art support. The author conveys concepts in a clear, concise writing style designed to be easily accessible to both the student of the fashion industry and the entrepreneur in the field.
- PASHION SALES PROMOTION ARTHUR A. WINTERS, STANLEY GOODMAN, 1965
- FASHION SALES PROMOTION HANDBOOK ARTHUR A. WINTERS, STANLEY GOODMAN, 1967
- Pashion Sales Promotion Pamela M. Phillips, 1996 In this Second Edition, Phillips attempts to—(1) demystify the field of fashion sales promotion, (2) introduce readers to each piece of the promotions puzzle, and (3) demonstrate how these pieces fit together—all toward the ultimate goal of giving readers the ability to apply the skills they've learned. The book reflects the latest developments in fashion sales promotion, including CD-ROM technology, selling over the Internet, and the overall increase of supplier and media art support. The author conveys concepts in a clear, concise writing style designed to be easily accessible to both the student of the fashion industry and the entrepreneur in the field.
- Demail Buyers Will, Some Buyers Won't Renato Grant, 2012-01-11 This is a look at the often unspoken world of fashion sales, from showrooms, tradeshows and exhibitions and ultimately by being stocked in premier retail stores worldwide. It describes in detail the methods used by professional fashion salesmen and women to pursuade fencourage both men's and womenswear fashion buyers from both independent boutiques and department stores to buy into fashion collections we present. As a guide, this book seeks to expose the tactics we use everyday and which new fashion students, emerging designers and brands should know and utilise for continued success. The book also contains a 400 plus men's and women's buyer directory containing full contact details for over 400 of the most prestigious and prominent independent boutiques and department stores in the UK, which is one of the most vibrant fashion cities in the world. The directory also contains a list of the very best London fashion agencies and showrooms to represent you. The fashion buyers, agents fishowrooms listed are targeted by established and emerging brands and designers worldwide and are regarded as the very best in the industry. The revelations within the book clearly show that regardless of background, creed, culture or colour, the fashion industry is a wide open industry for creatives the world over.
- Eashion Wholesaling Linda B. Tucker, 2022-06-16 Get to know the activities, processes and people involved in wholesaling and its crucial role in the wider fashion industry. From working with fashion vendors and trend forecasting companies, to navigating trade shows, and working in different territories, Fashion Wholesaling is the ultimate guide to an often overlooked but rewarding career path. Clearly illustrated case studies and industry-focused exercises put the journey from apparel factory to retailer into a practical, real-world context for anyone looking for a way into the business of fashion.
- Pashion Merchandising Mary D. Troxell Elaine Stone 1981
- PAPAREL & FASHION SALES AFFIRMATIONS WORKBOOK FOR INSTANT SUCCESS. APPAREL & FASHION SALES POSITIVE & EMPOWERING AFFIRMATIONS WORKBOOK. INCLUDES POSITIVE AFFIRMATIONS INC, 2017-12-28 DO YOU WANT AN INTERACTIVE WORKBOOK AND DIARY THAT WILL SUPPORT YOU IN REACHING YOUR GOALS AND IMPROVING YOUR RESULTS? WELL THEN THIS BOOK IS FOR YOU! THIS IS A STRATEGICALLY COMPOSED WORKBOOK OF AFFIRMATIONS WHICH IS INTENDED TO COMMUNICATE WITH YOUR SUBCONSCIOUS MIND THROUGH THE REGULAR SUBLIMINAL MESSAGING OF POSITIVE AFFIRMATIONS. THROUGH YEARS OF CORPORATE BUSINESS TO BUSINESS (B2B) SALES EXPERIENCE, WE DISCOVERED THAT THIS FORM OF POSITIVE PROGRAMMING YIELDED HIGHLY PROFITABLE RESULTS FOR SALES TEAMS ACROSS THE GLOBE. IT IS NOW YOUR TURN TO EXPERIENCE INSTANT POSITIVE CHANGES. WE WISH YOU GREAT SUCCESSES AND ACHIEVEMENTS.
- EXIDENCE MARKET ECONOMICS, TEXTILES, DESIGN, AND PROMOTION. THIS EXCITING NEW TEXT GIVES AN IN-DEPTH VIEW OF THE ENTIRE TEXTILE/APPAREL/RETAIL SOFT GOODS CHAIN AND OFFERS A COMPREHENSIVE STUDY OF RETAIL FUNDAMENTALS AND STRATEGIES FOR RETAIL SUCCESS. HUNDREDS OF FULL-COLOR PHOTOS MAKE THE WORLD OF FASHION REAL FOR FASHION MERCHANDISING STUDENTS. -- DESCRIBES THE LATEST CONCEPTS OF MANUFACTURING, MASS CUSTOMIZATION, AND NICHE SPECIALIZATION, AND THE ENVIRONMENT ISSUES. -- EXPLAINS NEW COMPUTER TECHNOLOGIES, SUCH AS ROBOTIC MANUFACTURING, AUTOMATIC REPLENISHMENT OF MERCHANDISE, AND INTERNET RETAILING. -- PROVIDES KNOWLEDGE ABOUT THE MANY CAREER OPPORTUNITIES RELATED TO FASHION THAT WILL HELP STUDENTS ENTER A CAREER IN THE WORLD OF FASHION. -- INCLUDES CHAPTER LEARNING OBJECTIVES AND REVIEW MATERIALS TO AID LEARNING AND AN EXTENSIVE END-OF-TEXT GLOSSARY OF FASHION AND APPAREL TERMS.
- Pashion Buying David Shaw, Dimitri Koumbis, 2020-08-06 Containing fully updated and beautifully illustrated need-to-know info, this revised second edition of the bestselling textbook on fashion buying contains everything today's fashion management student needs to give them a clear head-start in this lucrative but highly competitive industry. Fashion Buying uniquely looks at what fashion buying entails in terms of the activities, processes and people involved from the perspective of the fashion buyer. The book breaks down the five key areas of buying activity for those wishing to pursue a career in the industry, crucially exploring the role of the fashion buyer, sources of buying inspiration, sourcing and communication, merchandise planning and trends in fashion buying. Featuring completely revised content on retail typology (including need-to-know info on demographics, price points and markets), and selecting and buying garments (line sheets, purchase orders and lookbooks), Fashion Buying now includes valuable new sections on customer profiling, merchandise pricing (mark-ups, markdowns and how pricing is calculated for profit), and trends. Also included in this practical handbook are insightful interviews with both established and emergent fashion creatives. Business case studies put the contents of each chapter into professional context and provide insider perspective; while industry-focused exercises and activities enable readers to practise applying their new skills and so gain a competitive advantage in both their studies and buying careers. Written by industry experts, Fashion Buying is an invaluable go-to resource and leading textbook for fashion design, marketing, buying and merchandising students.
- MTRODUCTION TO FASHION MERCHANDISING EVELYN GRACE, 1978
- [2] Case Studies in Merchandising Apparel and Soft Goods Michele M. Granger, 1996 An interdisciplinary approach which combines clothing/textiles and business administration in the apparel and soft goods industry as analyzed from a marketing perspective. The marketing model: product, people, place, promotion and price, forms the foundation for the structure of this text.
- PROMOTING FASHION BARBARA GRAHAM, CALINE ANOUTI, 2022-12-22 THE MARKETING AND PROMOTION OF FASHION IS ENTERING A FAST-MOVING AND CHALLENGING PHASE. THIS BOOK SHOWS HOW TO APPEAL TO THE CONSUMER AND COMMUNICATE THE BRAND MESSAGE.

 ADVERTISING CAMPAIGNS, BOTH OFFLINE AND ONLINE, ARE DISCUSSED, TOGETHER WITH THE EXISTING AND NEW METHODS OF PR AND PROMOTION. INDIVIDUAL CHAPTERS THEN LOOK AT SOCIAL MEDIA, E-COMMERCE AND ONLINE FASHION RETAIL, PERSONAL SELLING AND OFFLINE FASHION RETAIL, DIRECT MARKETING, FASHION SHOWS AND SALES PROMOTIONS, PLUS COSTING A CAMPAIGN. THESE ARE SUPPORTED BY CASE STUDIES AND INTERVIEWS WITH LEADING PROFESSIONALS.
- EASHION RETAILING DIMITRI KOUMBIS, 2020-08-06 THROUGHOUT MODERN HISTORY, RETAILERS HAVE OPENED THEIR DOORS TO CONSUMERS, PROVIDING THEM WITH GOODS AND SERVICES THAT SATISFY BOTH RATIONAL AND EMOTIONAL NEEDS. THEY DO THIS BY EVOKING A CUSTOMER'S SENSORY SYSTEM, TO CREATE MEMORABLE EXPERIENCES THAT WILL ENTICE SHOPPERS TO VISIT AGAIN AND AGAIN. STARTING WITH A BRIEF OVERVIEW OF THE HISTORY OF RETAIL, MARKET RESEARCH, SITE SELECTION AND RETAIL TYPOLOGY ARE THEN DISCUSSED. THE DIFFERENCES BETWEEN ON-SITE AND OFF-SITE RETAILING ARE DISTINGUISHED; AND MULTI-CHANNEL APPROACHES THAT HAVE BEEN USED IN RETAIL TEST MARKETS AS A MEANS TO COST-EFFECTIVE GROWTH WITHIN THE INDUSTRY ARE EXPLORED, WITH SPECIFIC REFERENCE TO HOW TECHNOLOGY HAS CREATED A NEW FORMULA WITHIN A STAGNANT MODEL. FASHION RETAILING FURTHER EXPLORES BACK-OF-HOUSE FUNCTIONS, SUCH AS HUMAN RESOURCES (HIRING, PAYROLL, JOB DESCRIPTIONS AND SALARIES) AND LOSS PREVENTION FROM A MANAGEMENT STANDPOINT. FRONT-OF-HOUSE FUNCTIONS, INCLUDING MERCHANDISING (PRODUCT ANALYSIS, FIXTURING, FIXTURE SALES TRACKING), VISUAL MERCHANDISING (SEASONAL DISPLAYS, WINDOWS, MANNEQUINS), CIRCULATION PATTERNS AND THE RELATIONSHIP BETWEEN THE MERCHANDISING AND MANAGEMENT TEAMS IN DRIVING OVERALL SALES AND BRAND IMAGE, ARE EXPLORED ACROSS DIFFERENT RETAILERS. READERS WILL GAIN A THOROUGH UNDERSTANDING OF HOW THE RETAIL MODEL OPERATES IN AN EFFORT TO CONTINUALLY CAPTURE THE EVERCHANGING MARKET. AS WELL AS AN INSIGHT INTO CORPORATE SOCIAL RESPONSIBILITY (CSR) AND BRAND SUSTAINABILITY.
- RETAIL BUYING RICHARD CLODFELTER, 2012-07-17 RETAIL BUYING: FROM BASICS TO FASHION, 4TH EDITION IS A COMPREHENSIVE TEXT THAT PROVIDES STUDENTS WITH THE SKILLS AND SAVVY NEEDED TO BECOME SUCCESSFUL BUYERS IN ALL AREAS OF RETAIL. WITH AN EMPHASIS ON DEVELOPING A BUYING STRATEGY, ITS SIMPLE AND STRAIGHTFORWARD APPROACH PRESENTS STEP-BY-STEP INSTRUCTIONS FOR TYPICAL BUYING TASKS, SUCH AS IDENTIFYING AND UNDERSTANDING POTENTIAL CUSTOMERS, CREATING A SIX-MONTH MERCHANDISING PLAN, AND DEVELOPING SALES FORECASTS. A VAST ARRAY OF ACTIVITIES, DRAWN FROM REAL-WORLD MERCHANDISING EXAMPLES AND INCORPORATING CURRENT TRENDS, OFFER READERS THE OPPORTUNITY TO APPLY THESE SKILLS AS THEY WOULD IN A PROFESSIONAL ENVIRONMENT.
- [2] DOKING GOOD DANIELLA R PLATT, 2020-06-11 DISCOVER HOW TO MAKE ROCKSTAR SALES & BECOME A SUCCESSFUL FASHION BRAND IN THIS REFRESHINGLY SINCERE PLAYBOOK, LOOKING GOOD. You're sitting on a goldmine of sales and fashion expertise people need! Not wanting to keep it to herself, Daniella Platt is passing along the secrets to anyone on a quest to activate their dreams. How did you land that appointment and get that yes? How can anyone create a clothing line, without worrying about fit -- in 90 days? Why risk missing an opportunity? The Ten Commandments To Be A Sales Rockstar teaches how to deepen relationships, open doors, get your YES, and screw NO with small

SHIFTS THAT MAKE BIG IMPACT. BE IN POSITION TO KNOCK SALES OUT OF THE PARK. AND GET YOUR WAY FOR DINNER TOO! FASHION, THE INDUSTRY, IS ENORMOUS. COMPLEX. AND, PERSONAL. WHERE DO YOU START? HOW DO YOU GROW? WHETHER YOU ARE A DESIGNER OR YOGI, YOU CAN HAVE A COLLECTION. YOU JUST NEED GUIDANCE. THE FASHION STARTUP PLAYBOOK SPEAKS FROM THE HEART OF A WEST COAST FASHION INSIDER TO SIMPLIFY THE PROCESS. FROM BLANKS TO PRIVATE LABEL, WHOLESALING, PRODUCTION, TRADESHOWS, MARKET WEEKS, AND MORE, BREAK THROUGH THE COMPLEXITY - BRING YOUR COLLECTION TO LIFE! EVEN SWEETER IS THE TREASURE BOX OF SCRIPTS, RESOURCES, STORIES, AND SECRET STRATEGIES THE AUTHOR GIVES TO BOLDLY BRING YOUR VISION TO THE WORLD AND MAKE SURE, YOU'RE LOOKING GOOD! AND, SINCE HER FRIENDS IN THE FASHION INDUSTRY ASKED FOR A JUICY STORY, DON'T BE SURPRISED TO FIND HER JOURNEY, FROM JFK JR. TO A PERSONAL EARTHQUAKE. WHAT OTHERS SAY? YOU OFFER SO MUCH VALUE THAT'S HARD TO PUT INTO WORDS.

- LINDSEY LE YOUR WRITING IS EXQUISITE. YOU ARE THE SOURCE OF INFORMATION. - INGA GOODMAN ABOUT DANIELLA PLATT DANIELLA PLATT IS A MULTI-PLATFORM CREATOR, BUSINESS SHIFTER AND PEOPLE CONNECTOR. SHE HOSTS A MONTHLY TEA & CREATIVE MINGLE FOR DESIGNERS AND BRANDS TO COLLABORATE, OFFERS WORKSHOPS ON HOW TO BUILD A FASHION EMPIRE, AND THE TEN COMMANDMENTS TO BE A SALES ROCKSTAR. AS THE #1 IN AD SALES AT THE APPAREL NEWS, A WOMEN WHO INNOVATES STORYTELLER, FASHION MAINUSCRIPT EDITOR AND AD AGENCY ALUM, SHE HAS CREATED 100'S OF FASHION AND LIFESTYLE CAMPAIGNS EARNING HER A RESPECTED PLACE IN THE INDUSTRY. DANIELLA HAS GUIDED COUNTLESS PEOPLE TO BREAKTHROUGHS, AWAKEN NEW IDEAS, EXPOSURE, AND REALIGN THEIR MESSAGE TO SHIFT THEIR BUSINESS AND LIFE. WHAT ARE YOU CREATING? FOR A DOOR OPENING SCRIPT IN YOU PROCKET, TIPS, CONNECTIONS, WORKSHOPS, OR TO SAY HELLO, POP BY WWW.LOOKINGGOODPAYA.COM

- Emonometric Methods with Applications in Business and Economics Christiaan Heij, Paul de Boer, Philip Hans Franses, Teun Kloek, Herman K. van Dijk, All at the Érasmus University in Rotterdam, 2004-03-25 Nowadays applied work in business and economics requires a solid understanding of econometric methods to support decision-making. Combining a solid exposition of econometric methods with an application-oriented approach, this rigorous textbook provides students with a working understanding and hands-on experience of current econometrics. Taking a 'learning by doing' approach, it covers basic econometric methods (statistics, simple and multiple regression, nonlinear regression, maximum likelihood, and generalized method of moments), and addresses the creative process of model building with due attention to diagnostic testing and model improvement. Its last part is devoted to two major application areas: the econometrics of choice data (logit and probit, multinomial and ordered choice, truncated and censored data, and duration data) and the econometrics of time series data (univariate time series, trends, volatility, vector autoregressions, and a brief discussion of SUR models, panel data, and simultaneous equations). Real-world text examples and practical exercise questions stimulate active learning and show how econometrics can solve practical questions in modern business and economics. Learning-support features include concise, manageable sections of text, frequent cross-references to related and background material, summaries, computational schemes, keyword lists, suggested further reading, exercise sets, and online data sets and economics, and fine generalized support exercises are clearly marked for students in advanced courses. This textbook is perfect for advanced undergraduate students, new graduate students, and applied researchers in econometrics, business, and economics, and for researchers in other fields that draw on modern applied econometrics.
- PERCHANDISE BUYING AND MANAGEMENT JOHN DONNELLAN, 2015-09-21 THE FOURTH EDITION OF MERCHANDISE BUYING AND MANAGEMENT HAS BEEN UPDATED TO COVER THE MOST CURRENT INFORMATION ON MERCHANDISING AND RETAILING. WRITTEN FOR COLLEGE-LEVEL COURSES DEALING WITH RETAIL BUYING AND THE MANAGEMENT FOR RETAIL INVENTORIES, THE TEXT COVERS TOPICS RELEVANT TO FUTURE BUYERS AND STORE MANAGEMENT PERSONNEL. THE MATERIAL IS PRESENTED WITHIN THE CONTEXT OF A CONTEMPORARY RETAIL ENVIRONMENT-WITH EXAMPLES FROM BOTH FASHION AND NON-FASHION RETAILERS-IN WHICH BUYERS OFTEN ACT AS FISCAL MANAGERS AS WELL AS PRODUCT DEVELOPERS, AND STORE MANAGERS PLAY IMPORTANT ROLES IN SALES PRODUCTIVITY AND ASSORTMENT PLANNING.

 RETAIL TECHNOLOGY IS A THEME THAT RUNS THROUGHOUT THE BOOK, TIED TO TOPICS SUCH AS SPACE MANAGEMENT, ELECTRONIC DATA EXCHANGE, POINT-OF-SALE SYSTEMS, AND FLOOR READY MERCHANDISE.
- PERRY'S DEPARTMENT STORE: A BUYING SIMULATION KAREN M. VIDETIC, CYNTHIA W. STEELE, 2016-02-25 PERRY'S DEPARTMENT STORE: A BUYING SIMULATION, 4TH EDITION, LAUNCHES STUDENTS INTO THE EXCITING ROLE OF BEING A RETAIL BUYER IN THE FASHION INDUSTRY USING A UNIQUE SIMULATION APPROACH THAT TAKES READERS STEP-BY-STEP THROUGH A REAL-LIFE BUYING EXPERIENCE. THE TEXT IS ORGANIZED INTO 10 CHAPTERS THAT WALK STUDENTS THROUGH THE VARIOUS STEPS A NEW BUYER WOULD TAKE TO COMPLETE A SIX-MONTH BUYING PLAN AND A MERCHANDISE ASSORTMENT PLAN FOR THE WOMEN'S CONTEMPORARY APPAREL, JUNIOR APPAREL, WOMEN'S ACCESSORIES, MEN'S APPAREL AND ACCESSORIES, MEN'S CONTEMPORARY APPAREL, CHILDREN'S, OR HOME FURNISHINGS MARKETS. THE FOURTH EDITION HAS BEEN REVISED WITH STATISTICAL INFORMATION TO REFLECT A MORE CONTEMPORARY STRUCTURE AND BUSINESS MODEL FOR A SUCCESSFUL DEPARTMENT STORE. THE NEW PERRY'S DEPARTMENT STORE IS ORGANIZED TO REFLECT A LARGER-SCALE DEPARTMENT STORE IN TODAY'S MARKET. STUDENTS INTERACT BY RESEARCHING CURRENT MARKET AND INDUSTRY TRENDS TO BUILD THEIR BUSINESS. THE CHARTS AND WORKSHEETS IN THIS BOOK AND COMPANION WEBSITE, PERRY'S DEPARTMENT STORE: A BUYING SIMULATION STUDIO, ARE REPLICAS OF THOSE FOUND IN THE RETAIL AND WHOLESALE INDUSTRY TO EXPOSE STUDENTS TO THE PROCEDURES AND POLICIES THEY CAN EXPECT TO FIND IN A FIRST JOB AS AN ASSISTANT BUYER. THIS NEW EDITION AND STUDIO LAUNCH STUDENTS DIRECTLY INTO THE EXCITING ROLE OF A RETAIL BUYER IN THE FASHION INDUSTRY.

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TABLE OF CONTENTS FASHION SALES

- 1. UNDERSTANDING THE EBOOK FASHION SALES
 - THE RISE OF DIGITAL READING FASHION SALES
 - ADVANTAGES OF EBOOKS OVER TRADITIONAL BOOKS
- 2. IDENTIFYING FASHION SALES
 - EXPLORING DIFFERENT GENRES
 - O CONSIDERING FICTION VS. NON-FICTION
 - O DETERMINING YOUR READING GOALS
- 3. CHOOSING THE RIGHT EBOOK PLATFORM
 - O POPULAR EBOOK PLATFORMS
 - $\circ\,$ Features to Look for in an Fashion Sales
 - User-Friendly Interface
- 4. EXPLORING EBOOK RECOMMENDATIONS FROM FASHION SALES
 - Personalized Recommendations
 - Fashion Sales User Reviews and Ratings
 - Fashion Sales and Bestseller Lists
- 5. Accessing Fashion Sales Free and Paid eBooks

- FASHION SALES PUBLIC DOMAIN EBOOKS
- FASHION SALES EBOOK SUBSCRIPTION SERVICES
- FASHION SALES BUDGET-FRIENDLY OPTIONS
- 6. NAVIGATING FASHION SALES EBOOK FORMATS
 - EPUB, PDF, MOBI, AND MORE
 - FASHION SALES COMPATIBILITY WITH DEVICES
 - FASHION SALES ENHANCED EBOOK FEATURES
- 7. ENHANCING YOUR READING EXPERIENCE
 - ADJUSTABLE FONTS AND TEXT SIZES OF FASHION SALES
 - HIGHLIGHTING AND NOTE-TAKING FASHION SALES
 - Interactive Elements Fashion Sales
- 8. Staying Engaged with Fashion Sales
 - JOINING ONLINE READING COMMUNITIES
 - O PARTICIPATING IN VIRTUAL BOOK CLUBS
 - FOLLOWING AUTHORS AND PUBLISHERS FASHION SALES
- 9. BALANCING EBOOKS AND PHYSICAL BOOKS FASHION SALES
 - BENEFITS OF A DIGITAL LIBRARY
 - Creating a Diverse Reading Collection Fashion Sales
- 10. Overcoming Reading Challenges

- O DEALING WITH DIGITAL EYE STRAIN
- MINIMIZING DISTRACTIONS
- Managing Screen Time
- 11. CULTIVATING A READING ROUTINE FASHION SALES
 - SETTING READING GOALS FASHION SALES
 - O CARVING OUT DEDICATED READING TIME
- 12. Sourcing Reliable Information of Fashion Sales
 - FACT-CHECKING EBOOK CONTENT OF FASHION SALES
 - O DISTINGUISHING CREDIBLE SOURCES
- 13. PROMOTING LIFELONG LEARNING
 - UTILIZING EBOOKS FOR SKILL DEVELOPMENT
 - EXPLORING EDUCATIONAL EBOOKS
- 14. EMBRACING EBOOK TRENDS
 - INTEGRATION OF MULTIMEDIA ELEMENTS
 - $\circ\,$ Interactive and Gamified eBooks

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