

FRANCHISE BUSINESS DEFINE

FRANCHISE BUSINESS DEFINE IS A TERM THAT ENCOMPASSES A BUSINESS MODEL WHEREIN AN INDIVIDUAL OR A COMPANY (THE FRANCHISEE) IS AUTHORIZED TO OPERATE A BUSINESS UNDER THE BRAND NAME AND OPERATIONAL MODEL OF ANOTHER COMPANY (THE FRANCHISOR). THIS RELATIONSHIP IS DESIGNED TO LEVERAGE THE ESTABLISHED REPUTATION AND RESOURCES OF THE FRANCHISOR WHILE ALLOWING THE FRANCHISEE TO BENEFIT FROM A PROVEN BUSINESS FORMULA. IN THIS ARTICLE, WE WILL DELVE INTO THE INTRICACIES OF FRANCHISE BUSINESSES, EXPLORE THEIR ADVANTAGES AND DISADVANTAGES, DISCUSS THE STEPS INVOLVED IN STARTING A FRANCHISE, AND LOOK INTO THE VARIOUS TYPES OF FRANCHISES AVAILABLE IN THE MARKET.

UNDERSTANDING THE CONCEPT OF FRANCHISING IS ESSENTIAL FOR THOSE CONSIDERING THIS BUSINESS MODEL, WHETHER AS A FRANCHISEE OR FRANCHISOR. WE WILL ALSO COVER ESSENTIAL TERMINOLOGY RELATED TO FRANCHISING, CURRENT TRENDS IN THE FRANCHISE INDUSTRY, AND PROVIDE INSIGHTS INTO FINANCING A FRANCHISE.

- WHAT IS A FRANCHISE BUSINESS?
- ADVANTAGES OF FRANCHISE BUSINESSES
- DISADVANTAGES OF FRANCHISE BUSINESSES
- STEPS TO START A FRANCHISE BUSINESS
- TYPES OF FRANCHISE BUSINESSES
- FRANCHISE TERMINOLOGY EXPLAINED
- CURRENT TRENDS IN THE FRANCHISE INDUSTRY
- FINANCING YOUR FRANCHISE

WHAT IS A FRANCHISE BUSINESS?

A FRANCHISE BUSINESS IS A SPECIFIC TYPE OF LICENSING ARRANGEMENT WHERE ONE PARTY (THE FRANCHISOR) GRANTS ANOTHER PARTY (THE FRANCHISEE) THE RIGHTS TO OPERATE A BUSINESS USING ITS TRADEMARK, BRAND, AND OPERATIONAL PROCEDURES. THIS RELATIONSHIP IS GOVERNED BY A LEGAL AGREEMENT KNOWN AS THE FRANCHISE AGREEMENT. THE FRANCHISOR TYPICALLY PROVIDES THE FRANCHISEE WITH TRAINING, SUPPORT, AND A MARKETING PLAN TO HELP THEM SUCCEED IN THEIR BUSINESS ENDEAVORS.

FRANCHISE BUSINESSES CAN BE FOUND ACROSS VARIOUS INDUSTRIES, INCLUDING FAST FOOD, RETAIL, HOSPITALITY, AND SERVICES. THE FRANCHISEE PAYS AN INITIAL FRANCHISE FEE AND ONGOING ROYALTIES TO THE FRANCHISOR, WHICH IS USUALLY A PERCENTAGE OF THE FRANCHISEE'S GROSS SALES. THIS MODEL ALLOWS FRANCHISEES TO OPERATE UNDER A RECOGNIZABLE BRAND, WHICH CAN SIGNIFICANTLY REDUCE THE RISKS ASSOCIATED WITH STARTING A NEW BUSINESS FROM SCRATCH.

ADVANTAGES OF FRANCHISE BUSINESSES

THERE ARE NUMEROUS ADVANTAGES TO CHOOSING A FRANCHISE BUSINESS MODEL, BOTH FOR THE FRANCHISEE AND THE FRANCHISOR. UNDERSTANDING THESE BENEFITS CAN HELP POTENTIAL BUSINESS OWNERS MAKE INFORMED DECISIONS. HERE ARE SOME OF THE KEY ADVANTAGES:

- **ESTABLISHED BRAND RECOGNITION:** FRANCHISEES BENEFIT FROM THE ESTABLISHED REPUTATION AND CUSTOMER BASE OF THE FRANCHISOR, WHICH CAN LEAD TO QUICKER PROFITABILITY.
- **COMPREHENSIVE TRAINING AND SUPPORT:** MOST FRANCHISORS PROVIDE EXTENSIVE TRAINING PROGRAMS AND ONGOING SUPPORT TO HELP FRANCHISEES NAVIGATE THE CHALLENGES OF RUNNING A BUSINESS.
- **ACCESS TO PROVEN BUSINESS MODELS:** FRANCHISEES CAN UTILIZE PROVEN OPERATIONAL PROCEDURES AND MARKETING STRATEGIES THAT HAVE BEEN TESTED IN THE MARKET.
- **REDUCED RISK OF FAILURE:** THE FRANCHISE MODEL OFTEN LEADS TO HIGHER SUCCESS RATES COMPARED TO INDEPENDENT STARTUPS, AS THE BUSINESS IS BUILT ON A TESTED FRAMEWORK.
- **COLLECTIVE BUYING POWER:** FRANCHISEES CAN BENEFIT FROM BULK PURCHASING AGREEMENTS NEGOTIATED BY THE FRANCHISOR, RESULTING IN COST SAVINGS.

DISADVANTAGES OF FRANCHISE BUSINESSES

WHILE FRANCHISING OFFERS MANY ADVANTAGES, IT IS NOT WITHOUT ITS DRAWBACKS. POTENTIAL FRANCHISEES SHOULD CAREFULLY CONSIDER THESE DISADVANTAGES BEFORE ENTERING INTO A FRANCHISE AGREEMENT:

- **HIGH INITIAL INVESTMENT:** THE INITIAL FRANCHISE FEE AND STARTUP COSTS CAN BE SIGNIFICANT, WHICH MAY NOT BE AFFORDABLE FOR EVERYONE.
- **ONGOING ROYALTIES:** FRANCHISEES ARE TYPICALLY REQUIRED TO PAY ONGOING ROYALTIES, WHICH CAN CUT INTO PROFITS.
- **LIMITED CONTROL:** FRANCHISEES MUST ADHERE TO THE FRANCHISOR'S OPERATIONAL GUIDELINES AND BRANDING, LIMITING THEIR ABILITY TO MAKE INDEPENDENT DECISIONS.
- **RISK OF BRAND REPUTATION DAMAGE:** A SINGLE FRANCHISEE'S POOR PERFORMANCE OR UNETHICAL PRACTICES CAN NEGATIVELY IMPACT THE ENTIRE BRAND.
- **POTENTIAL FOR FRANCHISE TERMINATION:** FRANCHISE AGREEMENTS CAN BE TERMINATED UNDER SPECIFIC CIRCUMSTANCES, WHICH MAY LEAD TO LOSS OF INVESTMENT.

STEPS TO START A FRANCHISE BUSINESS

STARTING A FRANCHISE BUSINESS INVOLVES SEVERAL CRITICAL STEPS THAT POTENTIAL FRANCHISEES MUST FOLLOW TO ENSURE A SUCCESSFUL LAUNCH. HERE IS A DETAILED BREAKDOWN OF THE PROCESS:

1. **RESEARCH POTENTIAL FRANCHISES:** INVESTIGATE VARIOUS FRANCHISE OPPORTUNITIES TO FIND THE ONE THAT ALIGNS WITH YOUR INTERESTS, SKILLS, AND FINANCIAL CAPACITY.
2. **REVIEW THE FRANCHISE DISCLOSURE DOCUMENT (FDD):** THIS DOCUMENT PROVIDES ESSENTIAL INFORMATION ABOUT THE FRANCHISE, INCLUDING FEES, OBLIGATIONS, AND FINANCIAL PERFORMANCE.
3. **MEET WITH EXISTING FRANCHISEES:** SPEAK WITH CURRENT FRANCHISEES TO GAIN INSIGHTS INTO THEIR EXPERIENCES, CHALLENGES, AND SUCCESSSES.

4. **SECURE FINANCING:** DETERMINE YOUR FINANCING OPTIONS, WHETHER THROUGH PERSONAL SAVINGS, BANK LOANS, OR INVESTORS.
5. **SIGN THE FRANCHISE AGREEMENT:** AFTER THOROUGH CONSIDERATION, SIGN THE FRANCHISE AGREEMENT, ENSURING YOU UNDERSTAND ALL TERMS AND CONDITIONS.
6. **COMPLETE TRAINING:** PARTICIPATE IN THE FRANCHISOR'S TRAINING PROGRAM TO LEARN THE OPERATIONAL ASPECTS OF RUNNING THE FRANCHISE.
7. **LAUNCH YOUR FRANCHISE:** ONCE TRAINING IS COMPLETE, SET UP YOUR BUSINESS LOCATION AND COMMENCE OPERATIONS.

TYPES OF FRANCHISE BUSINESSES

FRANCHISING COMES IN VARIOUS FORMS, EACH SERVING DIFFERENT INDUSTRIES AND BUSINESS MODELS. UNDERSTANDING THE TYPES OF FRANCHISES CAN HELP ASPIRING FRANCHISEES CHOOSE THE RIGHT OPPORTUNITY. THE MAIN TYPES OF FRANCHISE BUSINESSES INCLUDE:

- **PRODUCT DISTRIBUTION FRANCHISE:** THIS TYPE INVOLVES THE FRANCHISEE SELLING PRODUCTS UNDER THE FRANCHISOR'S BRAND, SUCH AS AUTOMOTIVE PARTS OR SOFT DRINK DISTRIBUTORS.
- **BUSINESS FORMAT FRANCHISE:** THIS IS THE MOST COMMON FORM, WHERE THE FRANCHISEE ADOPTS THE ENTIRE BUSINESS MODEL, INCLUDING BRANDING, MARKETING, AND OPERATIONAL PROCEDURES.
- **MANUFACTURING FRANCHISE:** IN THIS MODEL, THE FRANCHISEE IS GRANTED THE RIGHTS TO PRODUCE AND SELL PRODUCTS USING THE FRANCHISOR'S BRAND AND SPECIFICATIONS.
- **CONVERSION FRANCHISE:** THIS TYPE ALLOWS INDEPENDENT BUSINESSES TO CONVERT TO A FRANCHISE MODEL, ADOPTING THE FRANCHISOR'S BRANDING AND SUPPORT.

FRANCHISE TERMINOLOGY EXPLAINED

UNDERSTANDING FRANCHISE TERMINOLOGY IS ESSENTIAL FOR NAVIGATING THE FRANCHISE LANDSCAPE. HERE ARE SOME KEY TERMS COMMONLY USED IN FRANCHISING:

- **FRANCHISOR:** THE COMPANY THAT GRANTS THE RIGHTS TO USE ITS BRAND AND BUSINESS MODEL.
- **FRANCHISEE:** THE INDIVIDUAL OR ENTITY THAT PURCHASES THE RIGHTS TO OPERATE A FRANCHISE.
- **FRANCHISE AGREEMENT:** THE LEGAL CONTRACT THAT OUTLINES THE TERMS AND CONDITIONS OF THE FRANCHISING RELATIONSHIP.
- **FRANCHISE DISCLOSURE DOCUMENT (FDD):** A COMPREHENSIVE DOCUMENT THAT PROVIDES CRITICAL INFORMATION ABOUT THE FRANCHISE OPPORTUNITY.
- **ROYALTY FEES:** ONGOING FEES PAID BY THE FRANCHISEE TO THE FRANCHISOR, USUALLY BASED ON A PERCENTAGE OF SALES.

CURRENT TRENDS IN THE FRANCHISE INDUSTRY

THE FRANCHISE INDUSTRY IS CONTINUALLY EVOLVING, INFLUENCED BY MARKET DEMANDS AND CONSUMER BEHAVIOR. SOME CURRENT TRENDS INCLUDE:

- **TECHNOLOGY INTEGRATION:** FRANCHISES ARE INCREASINGLY ADOPTING TECHNOLOGY FOR OPERATIONS, MARKETING, AND CUSTOMER ENGAGEMENT.
- **HEALTH AND WELLNESS FOCUS:** THERE IS A GROWING DEMAND FOR FRANCHISES IN THE HEALTH AND WELLNESS SECTOR, INCLUDING FITNESS CENTERS AND HEALTHY FOOD OPTIONS.
- **SUSTAINABILITY PRACTICES:** ECO-FRIENDLY FRANCHISES ARE GAINING POPULARITY AS CONSUMERS PRIORITIZE SUSTAINABILITY IN THEIR PURCHASING DECISIONS.
- **REMOTE OPERATIONS:** THE RISE OF REMOTE WORK HAS LED TO MORE FRANCHISE OPPORTUNITIES IN HOME-BASED OR MOBILE BUSINESSES.

FINANCING YOUR FRANCHISE

FINANCING IS A CRITICAL ASPECT OF STARTING A FRANCHISE BUSINESS. POTENTIAL FRANCHISEES HAVE SEVERAL OPTIONS FOR FUNDING THEIR BUSINESS:

- **PERSONAL SAVINGS:** MANY FRANCHISEES USE PERSONAL SAVINGS TO COVER INITIAL COSTS.
- **BANK LOANS:** TRADITIONAL BANK LOANS CAN PROVIDE THE NECESSARY FUNDS, BUT THEY OFTEN REQUIRE A SOLID BUSINESS PLAN AND GOOD CREDIT.
- **SBA LOANS:** THE SMALL BUSINESS ADMINISTRATION OFFERS LOANS SPECIFICALLY FOR FRANCHISES, MAKING IT EASIER FOR FRANCHISEES TO SECURE FINANCING.
- **INVESTORS:** SOME FRANCHISEES SEEK INVESTORS TO HELP FUND THEIR BUSINESS IN EXCHANGE FOR EQUITY.

THE FRANCHISE BUSINESS MODEL IS A POWERFUL AVENUE FOR ASPIRING ENTREPRENEURS. WITH AN UNDERSTANDING OF WHAT A FRANCHISE BUSINESS DEFINES, POTENTIAL FRANCHISEES CAN NAVIGATE THE COMPLEXITIES OF THIS MODEL AND TAKE ADVANTAGE OF ITS MANY BENEFITS WHILE BEING AWARE OF ITS CHALLENGES. THE FRANCHISE INDUSTRY CONTINUES TO GROW AND ADAPT, OFFERING DIVERSE OPPORTUNITIES FOR THOSE WILLING TO INVEST IN A PROVEN BUSINESS SYSTEM.

Q: WHAT IS A FRANCHISE BUSINESS?

A: A FRANCHISE BUSINESS IS A BUSINESS MODEL WHERE ONE PARTY (THE FRANCHISEE) OPERATES A BUSINESS USING THE BRAND AND OPERATIONAL SYSTEM OF ANOTHER PARTY (THE FRANCHISOR) UNDER A LEGAL AGREEMENT.

Q: WHAT ARE THE ADVANTAGES OF OWNING A FRANCHISE?

A: ADVANTAGES OF OWNING A FRANCHISE INCLUDE ESTABLISHED BRAND RECOGNITION, COMPREHENSIVE TRAINING AND SUPPORT FROM THE FRANCHISOR, ACCESS TO A PROVEN BUSINESS MODEL, REDUCED RISK OF FAILURE, AND COLLECTIVE BUYING POWER.

Q: WHAT ARE SOME COMMON DISADVANTAGES OF FRANCHISING?

A: COMMON DISADVANTAGES OF FRANCHISING INCLUDE HIGH INITIAL INVESTMENT COSTS, ONGOING ROYALTY FEES, LIMITED CONTROL OVER BUSINESS OPERATIONS, POTENTIAL DAMAGE TO BRAND REPUTATION, AND THE RISK OF FRANCHISE TERMINATION.

Q: WHAT STEPS ARE INVOLVED IN STARTING A FRANCHISE?

A: STEPS IN STARTING A FRANCHISE INCLUDE RESEARCHING POTENTIAL FRANCHISES, REVIEWING THE FRANCHISE DISCLOSURE DOCUMENT (FDD), MEETING EXISTING FRANCHISEES, SECURING FINANCING, SIGNING THE FRANCHISE AGREEMENT, COMPLETING TRAINING, AND LAUNCHING THE FRANCHISE.

Q: WHAT TYPES OF FRANCHISES ARE AVAILABLE?

A: TYPES OF FRANCHISES INCLUDE PRODUCT DISTRIBUTION FRANCHISES, BUSINESS FORMAT FRANCHISES, MANUFACTURING FRANCHISES, AND CONVERSION FRANCHISES, EACH CATERING TO DIFFERENT BUSINESS NEEDS AND MARKETS.

Q: WHAT IS A FRANCHISE DISCLOSURE DOCUMENT (FDD)?

A: THE FRANCHISE DISCLOSURE DOCUMENT (FDD) IS A LEGAL DOCUMENT THAT PROVIDES ESSENTIAL INFORMATION ABOUT THE FRANCHISE OPPORTUNITY, INCLUDING FEES, OBLIGATIONS, AND FINANCIAL PERFORMANCE, HELPING POTENTIAL FRANCHISEES MAKE INFORMED DECISIONS.

Q: WHAT CURRENT TRENDS ARE IMPACTING THE FRANCHISE INDUSTRY?

A: CURRENT TRENDS IN THE FRANCHISE INDUSTRY INCLUDE TECHNOLOGY INTEGRATION, A FOCUS ON HEALTH AND WELLNESS, SUSTAINABILITY PRACTICES, AND THE RISE OF REMOTE OPERATIONS, REFLECTING CHANGING CONSUMER PREFERENCES.

Q: HOW CAN I FINANCE MY FRANCHISE?

A: FINANCING OPTIONS FOR A FRANCHISE INCLUDE PERSONAL SAVINGS, BANK LOANS, SBA LOANS, AND SEEKING INVESTORS, EACH PROVIDING DIFFERENT AVENUES TO COVER INITIAL STARTUP COSTS.

Q: WHAT IS THE ROLE OF A FRANCHISOR?

A: THE FRANCHISOR IS THE COMPANY THAT OWNS THE BRAND AND BUSINESS MODEL, GRANTING RIGHTS TO FRANCHISEES TO OPERATE UNDER ITS NAME AND PROVIDING TRAINING, SUPPORT, AND MARKETING ASSISTANCE.

Q: WHAT DOES ROYALTY FEE MEAN IN FRANCHISING?

A: A ROYALTY FEE IN FRANCHISING REFERS TO THE ONGOING FEES PAID BY THE FRANCHISEE TO THE FRANCHISOR, TYPICALLY CALCULATED AS A PERCENTAGE OF THE FRANCHISEE'S GROSS SALES, IN EXCHANGE FOR CONTINUED SUPPORT AND BRAND USE.

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franchise business define: To what extent do you agree with the view that franchising is the salvation of people starting and operating a small business Christian Bacher, 2006-03-06 Essay from the year 2005 in the subject Business economics - Company formation, Business Plans, grade: A, University of Otago (Department of Management), course: Small Businesses, language: English, abstract: Franchising as a way of starting or operating a small business that is more likely to be successful than engaging in an independent small business. This was the predominant opinion during the last decades (Hoy, 1994). The common view towards franchising merits a closer look into situations franchising and non-franchising small businesses could face to finally answer the title-question of this essay To what extend do you (do I) agree with the view that Franchising is the salvation of people starting and operating a small business?. To provide a sound answer the initial question requires some clarification. The basic notions of 'franchising' and 'small business' are defined and described in the first chapter. The second chapter, however, focuses on the person who starts or runs the small business, the entrepreneur or small business owner. The understanding of the entrepreneur's personality shall be enhanced by asking several questions. What kinds of decisions do self-employed people have to make, what are the threats they are confronted with and what determinates their failure and success? What might be the reasons for entrepreneurial behaviour and how might small business people feel running or starting the business? Moreover, what could the term 'salvation' mean to these people, and how could 'salvation' be interpreted? The third part of this essay combines the insights of the previous chapters by displaying the framing conditions that could induce the future small business person to start a franchise as first-time self-employment or the existing entrepreneur to give up an existing independent business in order to run a franchise. Whether franchising finally meets 'salvation', what kind of advantages and disadvantages franchising might offer and what kind of personal attributes franchisees and franchisors need to embody shall be presented in this last chapter. My subjective evaluations will be clearly visible in the text, for instance by defining 'salvation' or assessing the personal feelings of the prospective or current self-employed person. Additionally the text concludes with my individual judgement about the 'extent' to which franchising is the salvation of people starting or operating in a small business.

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and often rely upon entrepreneurs to both finance and manage their operations. With historical side notes from an international set of sources and real-world exemplars that run throughout the text, this book is a future-facing resource for scholars in economics and finance, as well as the academically minded valuation practitioner.

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Practitioner Keywords · Business Management Consulting · Continuous Learning · Director Franchise Business Market · Franchises Global Market · Investment Development · Leadership Dynamics Mastery · Operational Excellence · Practitioner Self-Study · Strategic Insights Top-tier

Preface: Welcome to the Global Master of Franchises Business Management Consulting, Practitioner, and Director: A Comprehensive Guide to Thriving in the Franchises Consulting World and Becoming a Top-tier F.B Consultant, Practitioner, and Director (GMFBMCPD) self-study handbook. Franchises have become a cornerstone of the global business landscape, presenting both challenges and unprecedented opportunities. As the demand for expertise in franchise business management continues to rise, this handbook has been crafted to serve as your indispensable companion on the journey to mastery.

Purpose of the Handbook: This self-study handbook aims to equip individuals with the knowledge, skills, and insights needed to excel in the complex and dynamic field of franchise business management. Whether you are an experienced professional seeking to elevate your career or an aspiring consultant eager to enter the global franchise arena, this guide offers a comprehensive roadmap for success.

Key Features:

- Comprehensive Exploration:** Dive into the historical evolution and current trends of franchises, examining their impact on the global F.B. market.
- Consultancy Mastery:** Understand the vital role of a global franchise business management consultant, and learn the skills and competencies required to reach top-tier status.
- Practical Insights:** Explore real-world experiences of successful practitioners, gaining valuable perspectives on the challenges and rewards of working in franchises.
- Directorship Dynamics:** Delve into the responsibilities of a director in the franchises sector, uncovering the delicate balance between innovation and stability.
- Investment Strategies:** Discover the power of franchise business management and investment development, exploring market dynamics and operational excellence.

Self-Study Format: Take control of your learning journey with a wealth of tools, resources, and case studies that reinforce theoretical concepts and encourage continuous improvement.

Who Should Read This Handbook: Business professionals seeking to enhance their expertise in franchises. Aspiring consultants aiming to enter the world of franchise business management. Directors and practitioners looking for strategic insights to navigate the complexities of the global F.B. market.

How to Use This Handbook: This self-study guide is designed for flexibility, allowing you to navigate chapters based on your specific interests and needs. Engage in self-reflection, apply practical exercises, and draw inspiration from real-world examples to maximize your learning experience. Embark on this self-study journey with the confidence that, armed with the knowledge contained within these pages, you are well on your way to becoming a Global Master of Franchises Business Management Consulting, Practitioner, and Director. Best wishes on your journey to excellence.

Synopsis: Unlock the Secrets to Success in the Global Franchises Business Management Arena! In *Global Master of Franchises Business Management Consulting, Practitioner, and Director: A Comprehensive Guide to Thriving in the Franchises Consulting World and Becoming a Top-tier F.B Consultant, Practitioner, and Director (GMFBMCPD)*, discover the strategies, insights, and practical wisdom needed to thrive in the ever-evolving world of franchises.

Key Features:

- **Consultancy Excellence:** Uncover the role of a global franchise's business management consultant and the skills required to stand out in the competitive consulting landscape.
- **Global Perspectives:** Navigate the complexities of international markets, cultural considerations, and legal challenges inherent in franchise business management.
- **Top-Tier Practices:** Learn from real-world case studies of successful practitioners, gaining actionable insights to elevate your own expertise in franchises.
- **Directorship Dynamics:** Explore the responsibilities of a director in franchises, striking the right balance between innovation and stability for sustained success.
- **Investment Mastery:** Discover the power of franchise business management and investment development, gaining a strategic edge in the global F.B. market.
- **Self-Study Journey:** Take charge of your learning with practical exercises, tools, and resources designed to reinforce theoretical concepts and foster continuous improvement.

Who Should Read This Book? Aspiring consultants and practitioners are eager to excel in franchise business management. Directors and executives seeking strategic insights for success in the global F.B. market. Business professionals looking to deepen their expertise in the dynamic world of

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