

) L Q D Q F L D O - Q G X V W U Y - Q W H U Y L H Z

() L Q D Q F L D O - Q G X V W U Y - Q P W H Y / L Z H K
\$ 5 (\$ 5 * \$) \$ - 8 - 8 -)

-QYHVWPHQW 5HVHDUFK

4 XHWLRQV

6 NLOOV

v 'R \RX IROORZ WKH PDUNHWV" \K\W\H RDQJH F\RH P XQL FD WLRQ VN
GLIIHUHQW PDUNHWV 'RZ 2LO *RHOUE DO D QG ZULWWHQ
v 'R \RX IROORZ SDUWLFXODU FRP\\$DQH\HDW" F KI W\RH VLV ZULWLQJ
ZKD W DUH WKHLU VWRFN SULFHV& RXUVHV LQ ILQDQFH HFRQF
v 'R \RX KDYH D VWRFN SRUWIROL RD'FFIRX\QWZLQDWD QG VWDWLVWL
IDFWRUUV GR \RX XVH WR SLFN \RXQURZ\WRE\H "R I WKH PDUNHWV
v 3LWFK PH D VWRFN
v *LYH PH DQ H[DPSOH RI D UHVHDUFK SURMHFW
RU SDSHU WKDW \RX KDYH GRQH

6DOHV 7UDGLQJ

4 X H V W L R Q V

6 NLOOV

v :KHUH LV WKH 'RZ" v \$ELOLW\ WR ZRUN LQ IDVW S
v :KDW PDUNHWV VWRFNV GR \RX IROORQVH HQYBDRQFHQWV
v 3LWFK PH D VWRFN v \$ELOLW\ WR EXLOG UHODWLRQ
v :KDW KDYH EHHQ VRPH WUHQGW BQWRQHJ FRPPXQLFDWLHQ DQ
PDUNHWV RYHU WKH SDVW IHZ ZHLQNMHUS HUVRQDGLVNLQOOL
v *LYH DQ H[DPSOH RI D WLPH ZKHQ E\ROLW\ DQW R WD NH ULVNV
WR PDNH D TXLFN GHFLVLRQ ZLW4KX DQFNLWHDGVLYH VNLOOV
LQIRUPDWRLQ

5 HVRXUFHV

v *ODVVGRRU FRP -QWHUYLHZ 4XHVWLRQV E\ &RPSDQ\
v 0RUJDQ 6WDQOH\ -QWHUYLHZ *XLGH
v (ILQDQFLDOFDUHHUV FRP -QWHUYLHZ \$UWLFOH RQ &RPSDQ\ 4