| SALES Descriptive | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | | **Q07** | | **Q08** | | **Q09** | | **Q10** | | **Q11** | | **Q12** | | **Q13** | | **Q14** | | **Q15** | | **Q16** | | **Q17** | | **Q18** | | **Q19** | | **Q20** | | **Q21** | | **Q22** | | **Q23** | | **Q24** | | **Q25** | | **Q26** | | **Q27** | | **Q28** | | **Q29** | | **Q31** | | **Q32** | |
| N |  | 415 |  | 414 |  | 414 |  | 415 |  | 414 |  | 414 |  | 414 |  | 415 |  | 414 |  | 415 |  | 415 |  | 414 |  | 414 |  | 413 |  | 414 |  | 414 |  | 414 |  | 414 |  | 389 |  | 414 |  | 414 |  | 413 |  | 413 |  | 413 |  | 414 |  |
| Missing |  | 0 |  | 1 |  | 1 |  | 0 |  | 1 |  | 1 |  | 1 |  | 0 |  | 1 |  | 0 |  | 0 |  | 1 |  | 1 |  | 2 |  | 1 |  | 1 |  | 1 |  | 1 |  | 26 |  | 1 |  | 1 |  | 2 |  | 2 |  | 2 |  | 1 |  |
| Mean |  | 4.01 |  | 3.99 |  | 4.26 |  | 4.27 |  | 4.05 |  | 4.36 |  | 4.15 |  | 3.93 |  | 3.78 |  | 4.03 |  | 4.20 |  | 4.20 |  | 3.86 |  | 3.93 |  | 3.87 |  | 4.21 |  | 4.42 |  | 4.15 |  | 4.16 |  | 4.59 |  | 4.60 |  | 4.35 |  | 4.22 |  | 4.60 |  | 4.61 |  |
| Median |  | 4 |  | 4.00 |  | 4.00 |  | 4 |  | 4.00 |  | 4.00 |  | 4.00 |  | 4 |  | 4.00 |  | 4 |  | 4 |  | 4.00 |  | 4.00 |  | 4 |  | 4.00 |  | 4.00 |  | 5.00 |  | 4.00 |  | 4 |  | 5.00 |  | 5.00 |  | 4 |  | 4 |  | 5 |  | 5.00 |  |
| Standard deviation |  | 0.806 |  | 0.835 |  | 0.768 |  | 0.758 |  | 0.811 |  | 0.687 |  | 0.712 |  | 0.851 |  | 1.00 |  | 0.903 |  | 0.845 |  | 0.856 |  | 0.853 |  | 0.832 |  | 0.994 |  | 0.792 |  | 0.779 |  | 0.880 |  | 0.896 |  | 0.630 |  | 0.636 |  | 0.778 |  | 0.839 |  | 0.660 |  | 0.639 |  |
| Minimum |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  | 1 |  |
| Maximum |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  | 5 |  |
|  | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

**Correlation Matrix**

| Correlation Matrix | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | |  | | **Q07** | | **Q08** | | **Q09** | | **Q10** | | **Q11** | | **Q12** | | **Q13** | | **Q14** | | **Q15** | | **Q16** | | **Q17** | | **Q18** | | **Q19** | | **Q20** | | **Q21** | | **Q22** | | **Q23** | | **Q24** | | **Q25** | | **Q26** | | **Q27** | | **Q28** | | **Q29** | | **Q31** | | **Q32** | |
| Q07 |  | Spearman's rho |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q08 |  | Spearman's rho |  | 0.518 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q09 |  | Spearman's rho |  | 0.413 |  | 0.485 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q10 |  | Spearman's rho |  | 0.420 |  | 0.546 |  | 0.555 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q11 |  | Spearman's rho |  | 0.331 |  | 0.276 |  | 0.379 |  | 0.358 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q12 |  | Spearman's rho |  | 0.500 |  | 0.406 |  | 0.446 |  | 0.411 |  | 0.284 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q13 |  | Spearman's rho |  | 0.435 |  | 0.368 |  | 0.421 |  | 0.447 |  | 0.315 |  | 0.421 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q14 |  | Spearman's rho |  | 0.404 |  | 0.339 |  | 0.378 |  | 0.433 |  | 0.584 |  | 0.337 |  | 0.377 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q15 |  | Spearman's rho |  | 0.228 |  | 0.234 |  | 0.280 |  | 0.184 |  | 0.171 |  | 0.229 |  | 0.171 |  | 0.177 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q16 |  | Spearman's rho |  | 0.325 |  | 0.282 |  | 0.291 |  | 0.252 |  | 0.172 |  | 0.328 |  | 0.272 |  | 0.233 |  | 0.310 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q17 |  | Spearman's rho |  | 0.263 |  | 0.225 |  | 0.301 |  | 0.217 |  | 0.248 |  | 0.340 |  | 0.217 |  | 0.235 |  | 0.447 |  | 0.449 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q18 |  | Spearman's rho |  | 0.280 |  | 0.199 |  | 0.239 |  | 0.216 |  | 0.231 |  | 0.337 |  | 0.210 |  | 0.248 |  | 0.452 |  | 0.419 |  | 0.582 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q19 |  | Spearman's rho |  | 0.298 |  | 0.246 |  | 0.234 |  | 0.173 |  | 0.170 |  | 0.216 |  | 0.271 |  | 0.194 |  | 0.341 |  | 0.380 |  | 0.376 |  | 0.480 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q20 |  | Spearman's rho |  | 0.314 |  | 0.333 |  | 0.354 |  | 0.222 |  | 0.177 |  | 0.319 |  | 0.244 |  | 0.161 |  | 0.321 |  | 0.283 |  | 0.351 |  | 0.354 |  | 0.413 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q21 |  | Spearman's rho |  | 0.326 |  | 0.211 |  | 0.175 |  | 0.217 |  | 0.227 |  | 0.216 |  | 0.286 |  | 0.217 |  | 0.312 |  | 0.394 |  | 0.389 |  | 0.384 |  | 0.416 |  | 0.277 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q22 |  | Spearman's rho |  | 0.321 |  | 0.235 |  | 0.289 |  | 0.248 |  | 0.163 |  | 0.293 |  | 0.278 |  | 0.159 |  | 0.383 |  | 0.411 |  | 0.352 |  | 0.480 |  | 0.362 |  | 0.309 |  | 0.363 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q23 |  | Spearman's rho |  | 0.300 |  | 0.235 |  | 0.358 |  | 0.266 |  | 0.245 |  | 0.354 |  | 0.277 |  | 0.295 |  | 0.313 |  | 0.429 |  | 0.424 |  | 0.537 |  | 0.353 |  | 0.337 |  | 0.333 |  | 0.406 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q24 |  | Spearman's rho |  | 0.426 |  | 0.299 |  | 0.380 |  | 0.305 |  | 0.274 |  | 0.376 |  | 0.275 |  | 0.341 |  | 0.360 |  | 0.468 |  | 0.492 |  | 0.535 |  | 0.395 |  | 0.358 |  | 0.379 |  | 0.451 |  | 0.544 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q25 |  | Spearman's rho |  | 0.446 |  | 0.342 |  | 0.376 |  | 0.327 |  | 0.262 |  | 0.416 |  | 0.239 |  | 0.338 |  | 0.351 |  | 0.432 |  | 0.394 |  | 0.416 |  | 0.331 |  | 0.365 |  | 0.356 |  | 0.335 |  | 0.434 |  | 0.582 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Q26 |  | Spearman's rho |  | 0.352 |  | 0.350 |  | 0.367 |  | 0.342 |  | 0.253 |  | 0.321 |  | 0.308 |  | 0.282 |  | 0.253 |  | 0.262 |  | 0.300 |  | 0.345 |  | 0.243 |  | 0.260 |  | 0.213 |  | 0.340 |  | 0.439 |  | 0.383 |  | 0.390 |  | — |  |  |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |  |  |
| Q27 |  | Spearman's rho |  | 0.371 |  | 0.313 |  | 0.388 |  | 0.375 |  | 0.256 |  | 0.400 |  | 0.365 |  | 0.305 |  | 0.239 |  | 0.305 |  | 0.405 |  | 0.331 |  | 0.280 |  | 0.313 |  | 0.264 |  | 0.332 |  | 0.437 |  | 0.388 |  | 0.328 |  | 0.504 |  | — |  |  |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |  |  |
| Q28 |  | Spearman's rho |  | 0.365 |  | 0.252 |  | 0.329 |  | 0.263 |  | 0.264 |  | 0.390 |  | 0.297 |  | 0.327 |  | 0.387 |  | 0.372 |  | 0.471 |  | 0.515 |  | 0.377 |  | 0.300 |  | 0.342 |  | 0.386 |  | 0.540 |  | 0.549 |  | 0.442 |  | 0.434 |  | 0.450 |  | — |  |  |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |  |  |
| Q29 |  | Spearman's rho |  | 0.438 |  | 0.283 |  | 0.373 |  | 0.351 |  | 0.280 |  | 0.396 |  | 0.277 |  | 0.314 |  | 0.301 |  | 0.430 |  | 0.411 |  | 0.487 |  | 0.407 |  | 0.311 |  | 0.330 |  | 0.439 |  | 0.486 |  | 0.667 |  | 0.643 |  | 0.404 |  | 0.386 |  | 0.525 |  | — |  |  |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |  |  |
| Q31 |  | Spearman's rho |  | 0.343 |  | 0.295 |  | 0.353 |  | 0.322 |  | 0.198 |  | 0.389 |  | 0.277 |  | 0.244 |  | 0.251 |  | 0.341 |  | 0.400 |  | 0.369 |  | 0.248 |  | 0.309 |  | 0.246 |  | 0.396 |  | 0.456 |  | 0.409 |  | 0.343 |  | 0.534 |  | 0.622 |  | 0.489 |  | 0.422 |  | — |  |  |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |  |  |
| Q32 |  | Spearman's rho |  | 0.333 |  | 0.342 |  | 0.334 |  | 0.394 |  | 0.223 |  | 0.306 |  | 0.289 |  | 0.288 |  | 0.256 |  | 0.310 |  | 0.301 |  | 0.313 |  | 0.194 |  | 0.252 |  | 0.208 |  | 0.286 |  | 0.473 |  | 0.363 |  | 0.369 |  | 0.555 |  | 0.629 |  | 0.411 |  | 0.353 |  | 0.628 |  | — |  |
|  |  | p-value |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | < .001 |  | — |  |
| Note. Hₐ is positive correlation | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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Diagram

Description automatically generated

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