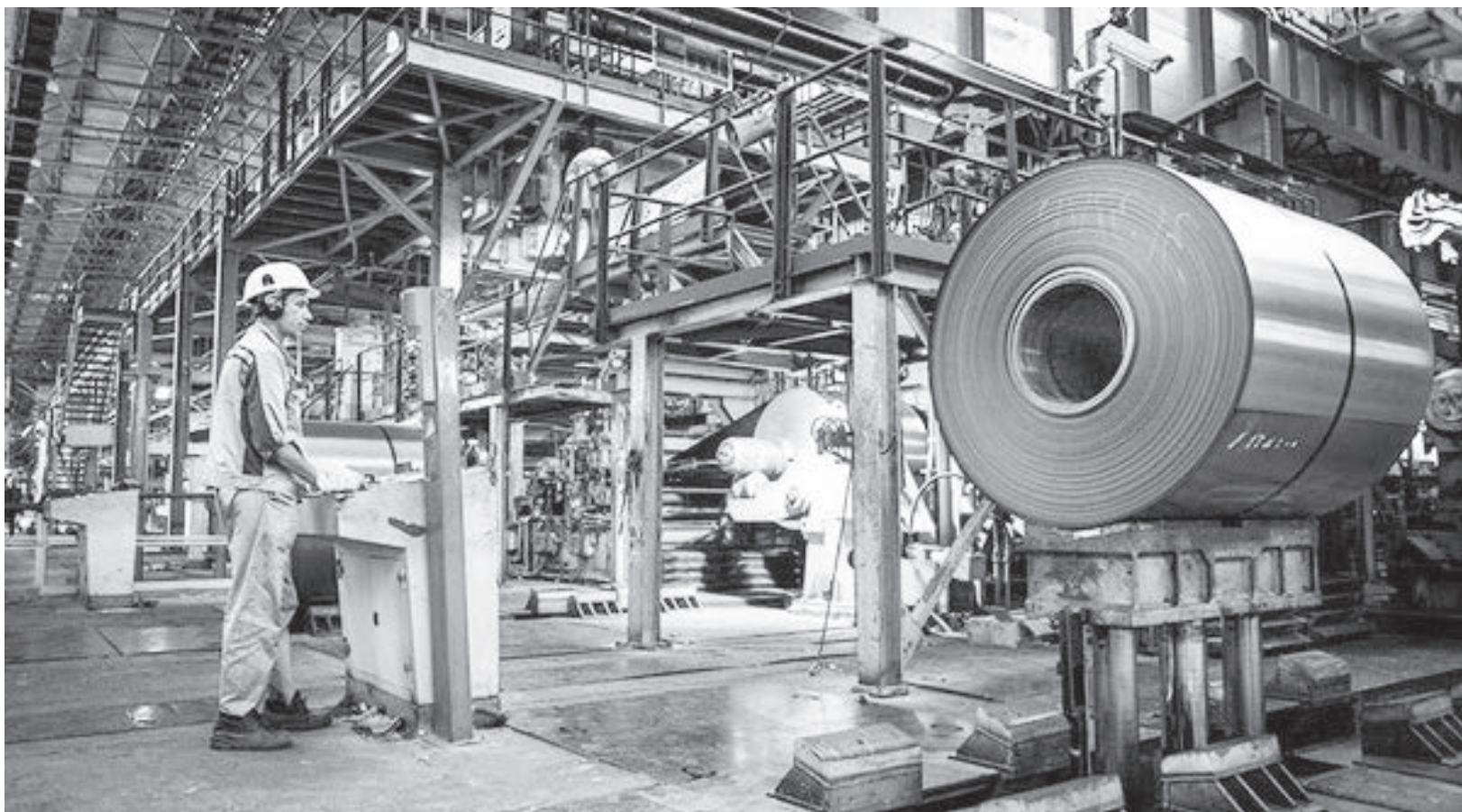


کشف نرخ واقعی ارز در هفته جاری:

دلار به نرخ واقعی برمی گردد؟

بازار متشکل ارزی در هفته جاری فعالیت خود را آغاز خواهد کرد و قرار است فعالیت این بازار به ساماندهی خرید و فروش ارز و کشف نرخ واقعی بر اساس عرضه و تقاضا منجر شود و این امید وجود دارد که دلار نیز به قیمت واقعی خود نزدیک شود. وعده ایجاد بازار متشکل ارزی از سال گذشته داده شد و در ابتدا بسیاری بر این باور بودند که بانک مرکزی این بازار را برای در دست...



فولاد؛ سومین تقلال آمریکا در راستای انزوای ایران

تیر تحریم به فولاد خورد

تحریم‌های بین‌المللی موضوع جدیدی نیست و فولاد مبارک از سال‌ها قبل همچون سایر بخش‌های اقتصادی کشور با آن روبرو بوده است و این امر خللی در جریان فعالیت‌های تولیدی، مالی و صادرات محصولات شرکت ایجاد نخواهد کرد.

اجرای طرح قطار سریع
السیبر اصفهان – تهران
باید از سر گرفته شود

معاون هماهنگی امور اقتصادی و توسعه منابع استانداری اصفهان گفت: طرح قطار سریع‌السیبر تهران – اصفهان – شیراز از مهمترین طرح‌های در دست اقدام است که اجرای آن باید هر چه سریع‌تر از سر گرفته شود.

سید حسن قاضی‌عسگر اظهار داشت: در ادامه اجرای این طرح هماهنگی‌هایی در حوزه مدیریتی پیش آمده بود و برغم این که تمام کارهای مربوط انجام شده بود و قول داده بودند که اجرای آن را از سر بگیرند اما سوء مدیریت باعث شد تا ادامه آن با تأخیر مواجه شود.

وی اضافه کرد: ولی معاونت عمرانی استانداری به دنبال برطرف شدن این مشکل است و...

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از طلاست

ماشین، طلا، دلار و سکه این ماه‌ها و این روزهای خوش بازار راه خود دیده‌اند و مورد استقبال عموم نیز قرار گرفته‌اند. چرا مورد استقبال قرار نگرفتند؟! تجارتی از این راحت‌تر؟! در طی چند ماه سرمایه دو تا چند برابر می‌شود، هر زمان بخواهند بازار خرید و فروش وجود دارد، نیاز به سواد و علم خاصی ندارد و هر بی‌سوادی بادر دست داشتن پول به راحتی می‌تواند به این بازار وارد شود و از همه مهم‌تر هیچ مالیاتی در این بازارها رد و بدل نمی‌شود! واقعا تجارتی با این مشخصات کجای دنیا پیدا می‌شود؟! اینجاست که باید گفت سنگفرش‌های ایران از طلاست، البته برای افرادی که پول داشته باشند و بتوانند در آن سرمایه‌گذاری کنند. تمام حسن‌هایی که برای این بازارها گفته شد، تیشه‌ای شده بر اقتصاد مولد کشورمان، تا دیگر کسی جرأت نداشته باشد دست به کار تولید شود و تا چشم کار می‌کند، دلال باشد و دلال..... به نظر می‌رسد...

ادامه در صفحه ۲

بازار طلا و سکه ۹۸/۲/۲۱ ساعت ۱۵:۰۵

قیمت سکه	قیمت فروش	قیمت قبلی
سکه طرح قدیم	۴۸۸۰۰۰۰	۴۷۰۰۰۰۰
سکه طرح جدید	۵۱۱۵۰۰۰	۴۸۶۰۰۰۰
نیم سکه	۲۸۵۰۰۰۰	۲۶۵۰۰۰۰
ربع سکه	۱۸۳۰۰۰۰	۱۷۰۰۰۰۰
سکه گرمی	۹۹۰۰۰۰	۹۶۰۰۰۰

یک مثقال	۱۰۹۱۰۰۰۰	۱۰۹۱۰۰۰۰
طلای ۱۷ عیار		
یک گرم طلای ۱۸ عیار	۴۶۴۰۸۰	۴۳۴۹۲۱
یک گرم طلای ۱۹ عیار	۴۳۹۵۳۵	۴۳۹۵۳۵
یک گرم طلای ۲۴ عیار	۵۴۱۷۶۰	۵۴۱۷۶۰

آگهی تجدید مزایده

بدینوسیله اداره تصفیه امور ورشکستگی اصفهان به قائم مقامی از شرکت ورشکسته پیش سازان لوازم خانگی ایران در نظر دارد مالکیت شش دانگ دفتر شرکت واقع در تهران، ضلع شمالی ابتدای خیابان کریم خان زند، از سمت میدان هفت تیر، پلاک آبی ۱۳، متعلق به شرکت ورشکسته فوق الذکر را از طریق مزایده به فروش برساند:

(الف) مشخصات عرصه و اعیان ملک:

- ۱- ملک به شماره پلاک ۹۵۶ فرعی از ۶۹۳۳ اصلی مشرف از قریه عباس آباد واقع در بخش ۲ تهران دارای تمدید پروانه پایان ساخت ساختمان به شماره ۶۲۰۴۹۵۲۷ مورخ ۱۳۸۱/۵/۱۹
- ۲- مساحت عرصه ملک ۳۱۲/۵ متر مربع
- ۳- ساختمان ۷ طبقه با اسکلت فلزی و واحدهای اداری و تجاری دارای برق اختصاصی، انشعاب آب و گاز اشتراکی می‌باشد.
- ۴- ملک دارای دو طبقه زیر زمین با کاربری انبار دارای جمعا به مساحت ۲۶۰/۲۵ متر مربع که در حال بازسازی و انجام نازک کاری و اجرای تاسیسات نیمه کاره رها شده است.
- ۵- طبقه همکف تجاری که دارای دو باب واحد تجاری در غرب و شرق جمعا به مساحت ۱۵۳/۵ متر مربع و همچنین نیم طبقه تجاری واحدهای مذکور جمعا به مساحت ۹۳ متر مربع و نیم طبقه انبار اداری به مساحت ۸/۵ متر مربع می‌باشد.
- واحدهای مذکور با عرض دهانه هر یک ۴/۳۰ متر و راهرو میانی با عرض ۲/۲۵ متر جهت دسترسی به طبقات و حیاط می‌باشد.
- محل استقرار آسانسور در مجاور راهرو میانی و واحدهای شرقی بوده و فاقد کابین و متعلقات مربوط به آسانسور بوده و صرفاً آهن کشی مربوطه انجام گرفته است.
- واحد تجاری غربی به مساحت ۹۰ متر مربع و نیم طبقه تجاری به مساحت حدود ۶۰ متر مربع که سرقفلی آن در ید مستاجر (واحدهای انتشارات علمی فرهنگی) بوده و صرفاً ملکیت آن مورد مزایده می‌باشد. این واحد حق استفاده از حیاط شمالی ملک را دارد.

- ۶- چهار طبقه اول تا چهارم واحدهای اداری هر کدام ۱۷۵/۲۵ متر مربع و در مجموع ۷۰۱ متر مربع در حال بازسازی و انجام نازک کاری و اجرای تاسیسات و نیمه کاره رها شده است.

قیمت پایه مزایده: ارزش پایه مزایده عرصه و اعیان شش دانگ ملک مورد مزایده (بدون لحاظ سرقفلی و به عبارت دیگر ارزش واحد تجاری غربی) جمعا مبلغ ۱۰۷,۲۲۰,۰۰۰ ریال می‌باشد.

زمان مزایده: روز دوشنبه مورخ ۱۳۹۸/۳/۲۷ ساعت ۱۱ صبح

مکان مزایده: اصفهان، خیابان چهار باغ بالا، ابتدای خیابان نیکبخت، اداره تصفیه امور ورشکستگی اصفهان

شرایط مزایده:

- ۱- فروش نقدی و اقساطی می‌باشد. (اقساط حداکثر ظرف مدت سه ماه از تاریخ مزایده خواهد بود).
 - ۲- کلیه شرکت کنندگان در مزایده می‌بایست ۵٪ از مبلغ مزایده را به حساب سپرده دادگستری اصفهان به شماره ۲۱۷۱۲۹۰۲۱۰۰۸ واریز و اصل فیش واریزی را همراه با در خواست شرکت در مزایده تا قبل از جلسه مزایده به اداره تصفیه ارایه نمایند.
 - ۳- پیشنهادات در ساعت ۱۱ صبح روز مقرر بررسی خواهد شد. حضور پیشنهاد دهندگان در جلسه مزایده بلامانع است و در صورت لزوم در همان جلسه مزایده حضوری به عمل خواهد آمد و برنده کسی است که بالاترین قیمت را پیشنهاد دهد.
 - ۴- اداره تصفیه در رد یا قبول پیشنهادات مختار است.
 - ۵- در صورتی که برنده مزایده در مهلت مقرر قانونی از پرداخت ثمن مزایده و انجام معامله در دفتر اسناد رسمی خودداری نماید مسوول کسر احتمالی قیمت و خساراتی که از تجدید مزایده حاصل شود خواهد بود که بدو از سپرده او استیفا و سپرده تا تعیین کسر قیمت و خسارات وارده مسترد نخواهد شد.
 - ۶- هزینه‌های نشر آگهی مزایده بعهده برنده مزایده خواهد بود.
- متقاضیان برای کسب اطلاعات بیشتر و هماهنگی جهت بازدید از محل شرکت می‌توانند به اداره تصفیه امور ورشکستگی اصفهان مراجعه نمایند.
- تلفن: ۰۳۱-۳۶۶۱۱۰۸۶

مستشار قضائی اداره تصفیه امور ورشکستگی اصفهان

چاپ دوم

آگهی تجدید مزایده عمومی – نوبت دوم

سازمان مدیریت حمل و نقل شهرداری شاهین شهر به استناد مصوبه شورای محترم اسلامی شاهین شهر به شماره ۱۸۹۳/ش مورخ ۱۳۹۷/۱۱/۲۳ در نظر دارد **کانتنر فروش بلیط ایستگاه هوشمند** جهت فروش بلیط مسافرت‌های هوایی، ریلی و زمینی واقع در شاهین شهر، بلوار امام خمینی، سه راه فردوسی، مقابل بازار شهید خرازی را از طریق مزایده عمومی به صورت آجاره به مدت دو سال با قیمت پایه کارشناس رسمی دادگستری طبق اسناد مندرج در آگهی به شرکت‌ها و آژانس‌های مسافرتی واجد شرایط واگذار نماید. بنابر این متقاضیان می‌بایستی جهت اطلاع از شرایط و شرکت در مزایده به امور مالی سازمان واقع در شاهین شهر، بلوار جمهوری اسلامی، مجموعه اداری انقلاب مراجعه و نسبت به تحویل مدارک تا آخر وقت اداری روز چهارشنبه مورخ ۱۳۹۸/۰۳/۰۱ به حراست شهرداری شاهین شهر اقدام نمایند. پیشنهادات رسیده راس ساعت ۱۵ روز چهارشنبه مورخ ۱۳۹۸/۰۳/۰۱ با حضور اعضا کمیسیون عالی معاملات سازمان باز و قرائت خواهد شد.

۱- سپرده شرکت در مزایده به مبلغ ۲۱,۶۰۰,۰۰۰ ریال می‌باشد که به صورت ضمانت نامه بانکی یا واریز مبلغ به حساب شماره ۰۱۲۲۱۶۶۶۰۰۱ به نام سازمان مدیریت حمل و نقل شهرداری شاهین شهر نزد بانک ملی برای مدت سه ماه می‌باشد.

۲- چنانچه برندگان اول تا دوم و سوم حاضر به انعقاد قرارداد نشوند سپرده آنان به ترتیب ضبط خواهد شد.

۳- بدیهی است شرکت در مزایده و ارایه پیشنهادات به منزله قبول شروط و تکالیف مقرر در اسناد مربوطه بوده و سازمان در رد یا قبول یک یا کلیه پیشنهادها مختار است.

۴- هزینه‌های کارشناسی و چاپ آگهی مزایده در روزنامه به عهده برنده مزایده می‌باشد.

۵- سایر اطلاعات و جزییات مربوط به مزایده در اسناد شرایط آگهی مزایده مندرج است.

شناسه: ۴۵۴۹۸۵

سعیداکرم خانی – رییس سازمان مدیریت حمل و نقل شهرداری شاهین شهر

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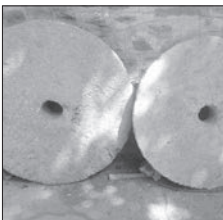
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**400-years
old Khansar
watermill;
new tourist
attraction**



400-years old Khansar watermill is the only remained watermill in Khansar that has been abandoned and neglected since many years ago.

Khansar is one of the counties of Isfahan province that its history dates back to before Islam. This county is considered as one of the first main centers of civilization and social life in the area. Many springs and old water equipment like watermills are among the most important attractions in this county.

Before Sassanid era, watermills were tied to a camel with a gear; but Romans taught Iranian how to construct watermills. When Roman Empire was defeated by Iran in two battles, Valerianos was captured in the second battle, and kept in a castle in Shooshtar for 10 years.

At that time, the king of Iran promised to release the slaves from the prison under one condition; every slave who teaches Iranian people the skills of reading, writing, making craft, or any other art will be released. Those who were in the castle agreed the proposed condition and built the old Dezful bridge; the bridge that cars still cross on it.

The rest of the slaves teach the watermill construction; Khansar watermill is one of those promised watermills. Now, the watermill area in khansar has become a tourist attraction; people come to visit this 400-years old watermill, drink tea, buy souvenirs and take photos with the watermill.

» **License Owner& Managing director:** Reza Mahzunieh
» **Editor-in-Chief:** Marzie Rabiei
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» **Isfahan Office:** Hooria Building, Shahid Mofateh Street, Ahmad Abad Square, Isfahan, Iran
» **Tel:** 031- 32274500
» **Public Relations:** 031-32274754

» **Organization of advertisement:** 031-32274517, 32274518, 32274512, 32274505.
Fax: 031-32274507, 32274511
» **Lithography and printing:** Golriz
» **Isfahan subscribers Office:** 031-32274508
» **website:** esfahan-news.com
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Heavenly Persian Nougat



Traditional Persian nougat is one of the world's oldest and most beautiful confections. It may also be one of the world's most unusual delicacies.

Commonly known as gaz, this sumptuous nougat originated in Isfahan, a province in Central Iran that was so grand it twice served as the capital of Persia. The name gaz comes from the Persian gaz-angebin, meaning "sap of angebin". Angebin is a kind of wild tamarisk tree that grows in the Zagros Mountains in Isfahan. Gaz is often assumed the sap of that tree. Gaz is also called manna, just like the food sent from heaven in the Abrahamic texts.

A couple hundred years ago, botanists discovered that this manna isn't tree sap. And, it doesn't really come from heaven. Instead, it is the exudate of an insect called the tamarisk manna scale. These insects live for about a year, spending their entire lives on the same tamarisk tree. The females produce gaz by feeding on the tree and then releasing from their bodies a milky and sweet thick liquid that sticks on the spiny tree branches. This gaz dries to a solid when exposed to the air. The threadlike gaz is harvested from August through mid-October. The harvesters beat or shake the

bushes and collect the falling gaz on cloths spread on the ground or in bowls made of animal skins. The gaz then passes through a sieve to separate out unwanted particles like leaves and rocks.

Now it's time for the confectioners to take over. The dry gaz is boiled so that it becomes liquid again, and then it is strained. Because the harvesting is so labor intensive and demand for it exceeds production, gaz is expensive. To make more gaz at a lower price, confectioners often blend equal amounts of sugar and gaz. While the gaz is soft and sticky, it is blended with egg whites and ingredients native to Iran, like fruits, nuts, and spices. Families pass the recipes down through generations, with precise formulas being guarded secrets. The old-fashioned way to serve Persian nougat is in round pieces that are about 2 inches in diameter and up to ½-inch thick. A modern presentation is to serve the nougat cut into smaller rectangles. Although many of the modern nougat recipes substitute sugar and corn syrup for gaz, the difference in taste is not very significant. The sweet flavor of the nougat with either formulation remains soft and delicate.

Depending on the ingredients mixed in, Persian nougat can have a subtle rose flavor or a savory, yet pungent, profile. Gaz can be different colors – it can be white, or it can become yellow because of

the addition of spices like saffron. Even with different ingredient combinations, two things always remain the same with gaz: the unusual quality of being both brittle and chewy and the unmistakable sweetness that comes from its naturally high fructose content. Celebrations such as Nowruz, the Persian New Year, feature gaz. Because Nowruz falls on the Spring Equinox, it has always been a beautiful celebration strongly connected to the bounty of native Persian foods like nuts and spices. This nougat is a perfect confection to highlight the breathtaking diversity of Persian crops and plants because it is often made using delicious pistachios and precious Iranian spices such as saffron and cardamom. During the Nowruz holiday, family and friends visit each other's homes and, typically, the host offers fruits and sweets to their guests. Served with sherbet or tea, gaz is a favorite delicacy. Gaz is a much-appreciated gift as it helps to ensure that a household will have ample snacks to serve to all holiday visitors. Exotic and delicious, Persian nougat is just as delightful to taste as it is to see. This traditional confection, made with the rare delicacy of a tiny insect's honeydew, has been popular for centuries. Instantly recognizable by its spongy consistency and plush sweetness, gaz is a heavenly confection to enjoy with tea and friends.

A couple hundred years ago, botanists discovered that this manna isn't tree sap. And, it doesn't really come from heaven. Instead, it is the exudate of an insect called the tamarisk manna scale.

The Jalali Castle in Kashan, Iran



The construction of Kashan's fortifications is attributed to Zobeida, Caliph Harun al-Rashid's wife, who also provided financial assistance for many similar structures in other cities of the Islamic world. Malek Shah Seljuk reinforced Kashan's ram-parts and also built the Jalali Fortress in the western part of the town. Some old chronicles indicate that there also used to be a moat in front of the ramparts, but the precise evidence of its existence belongs to a much later date. Together, the fortifications allowed for the town's impregnability from attack by any military force. For example, in 1141, Kashan withstood a severe three month siege, while many unfortified towns and villages in its vicinity were ruined.

The same result occurred in 1198, when Kashan was besieged by Kharazm-Shahs's troops. After that, the fortifications were repaired and extended to encompass the districts that emerged after the initial ramparts had been laid out. Because the Jalali Fortress was often occupied by the mutineers, Shah Ismail Safavid ordered its destruction; however, this order was never obeyed.

On the contrary, the site was further repaired, especially during the revolt of Mohammad Khan Turkman, who occupied the Jalali Fortress and sacked the neighboring towns and villages for twelve years. One of their sorties even reached Esfahan, where they killed Mahd Oliya, mother of Shah Abbas I. It is said that, at that time, the walls were 6 m thick and 4 m high. The peaceful reign of Shah Abbas I led to the partial destruction of the fortifications, except for the outer ramparts, towers, and Safavid period icehouses - practically the same as what can be seen today.

Afghan invaders further ruined the structures, this time purposely. In later periods, the ramparts were restored to some extent. More walls were also added in such a way that, if necessary, the town could be defended house by house. The fortifications suffered greatly in the earthquake of 1778, but were repaired soon afterwards. Reinforced with a moat, they served well in repulsing the attacks during the early Qajar period, when Kashan was constantly threatened by enemies.

The ramparts were repaired by Abdolrezaq Khan Kashi, the town's governor, who added two gates to the existent five gates, each topped with a watchtower. Of all the gates, Dowlat Gate (when the municipality is located today) was the most important. Its significance was also enhanced by a complex of splendid buildings, which included a large bazaar and a caravanserai with a handsome portal.

These structures were demolished in modern times, when the town was expanded and modern alleys were laid out. 111 e last time that Kashans fortifications were used was during the revolt headed by Naeb Hossein Kashi and his sons.

Abidar Park Recreational Complex in Iran's Kurdistan

The Abidar Park Recreational Complex, also known as Abidar Mountainous Park, is the most famous and popular resort of Sanandaj City in the province of Kurdistan, among the mountains of Abidar with an altitude of 2500 meters and covered with varied vegetation. This is a mountain in the city of Sanandaj, located at the end of Abidar Street, west of the city of Sanandaj. Abidar Park consists of two mountains called the Big Abidar and The Small Abidar. The height of The Big Abidar is 2550 meters and The Small Abidar is about 2350 meters above sea level. In fact, the word Abidar means where it leaks from abundant water. The waterfalls of the Abidar mountain in Sanandaj, which the forest park also located in its heart, is still the source of the aqueduct of historical monuments of Khosrow Abad, Asef, lawyer and a number of other monuments. The Mountains and Forest Park of Abidar attract annually a large number of travelers and tourists from inside and outside of the province. The city of Sanandaj has a very beautiful landscape from above the park. There are several gardens and natural springs in the park. One of the largest gardens of this complex is the Amirieh Garden, which is the largest outdoor cinema in the country. The cinema, with capacity of 10,000, is the largest in the world with a 12×25-meter curtain. The sound of the cinema's movies can be heard at any place of the Abidar Park Recreational Complex through the FM radio wave, and the curtain is designed in such a way that 10,000 people can face it.

Isfahan Museums	Address	IRR
Chrhel Sotun	Isfahan Province, Isfahan- Imam Hossein Square	200000
Vank Church	Isfahan Province, Isfahan, Jolfa, Vank Church Alley	200000
Imam Mosque	Isfahan Province, Isfahan, Imam square	200000
Ali Gholi Agha hammam	Isfahan Province, Isfahan, Bid Abadi St	200000
Decorative Arts Museum	Isfahan, Isfahan Province, Ostandari Street	150000
Contemporary Art Museum	Isfahan Province, Isfahan, Ostandari Street	200000

Agriculture min. plans to provide full food security in sanctions period

Minister of Agriculture Mahmoud Hojjati revealed the provision of food security in sanctions period. He made the remarks on Saturday in his meeting with deputies and executives of the ministry and emphasized on full provision of food security of the country in sanction period. Considering the current situation and restrictions imposed by the US government on Iran in trade, business and oil fields, financial and scientific exchanges, new approaches and strategies should be taken in line with preserving and

promoting production and supply of food needed in the country, Hojjati reiterated. He also placed his special emphasis on the need to ramp up research and scientific activities for meeting food requirements in the country and reducing dependency in accordance with the current situation and macro strategies of the country especially in livestock and poultry industries. Turning to the problems caused by sanctions and stonewalling of enemies on the country, he stated, "Iran enjoys high potentials and capacities that can meet requirements of agricultural sector optimally." He called on research activists of the country to cooperate with international centers and urged researchers in agricultural

sector of the country to establish fair interaction with foreign research centers and agricultural experts of other countries in line with meeting demands in this field. He also urged private sector to play a leading role in this respect and acknowledged, "most research activities in the world are conducted by the private sector, so that private sector should help public sector materialize most objectives in relevant field."



Fire incurs \$1.3 million loss to Iran's historic Bazaar of Tabriz



A blaze that erupted at the historic Bazaar of Tabriz, northwest Iran, on Thursday is estimated to have caused about 200 billion rials (\$1.33 million) to the centuries-old site. Mohammad Hassan Talebian, a deputy at Iran's Cultural Heritage, Handicrafts and Tourism Organization (ICHHTO) made the announcement on Saturday, saying that the renovation of the historic bazaar, which dates back to 1,000 years, will start as soon as possible. "An agreement will be forged between ICHHTO and all the related organizations to commence the reconstruction project of the bazaar in the near future," he said. The fire was fully put out after six hours. About 150 of the market's 5,500 shops were damaged, and 19 people were injured. The Bazaar of Tabriz has been a UNESCO World Heritage Site since 2010 and was mentioned by Marco Polo when he traveled the Silk Road in the Middle Ages. There was no word on what started the fire. The Bazaar of Tabriz has seen several fires over the past years due to the disregard of safety measures.

GOLD PRICE PER OUNCE
1,286.2\$

Currency	IRR
USD	42000
GBP	54595
CHF	41507
EUR	47176

India's first shipment to Afghanistan via Iran enters Chabahar Port



A rice shipment from India has arrived at Iran's Chabahar Port and soon will be dispatched to landlocked Afghanistan's market, a senior Afghan official said. "Around 500 tons of rice which were bought from India have arrived in Chabahar this week. Exports have also started through Chabahar," Khan Jan Alokozay, the deputy head of Afghanistan Chamber of Commerce and Industries said on Friday. Noting that this is the first Indian cargo sent to Afghanistan through Chabahar, the official said in line with the plans to boost regional connectivity, Afghanistan is ready to send its second shipment to India via Chabahar. The country sent its first cargo, containing 570 tons of commodities, via the Iranian strategic port in late February, under the TIR (Transports Internationaux Routiers) Convention that enables shipments to pass through countries without being opened at borders.

According to Alokozay, despite the US' sanctions against Iran, Afghan and Indian traders have not become reluctant in trading through the port. Meanwhile, a number of economic analysts said Chabahar port can play a significant role in the expansion of trade between Afghanistan, Iran and India. The experts said the involved governments should resolve the technical problems exist in the port. "It is a big transit route and we also want to expand our trade ties with Iran. It is a big income source that connects Afghanistan with Iran and South Asia," said Esmatullah Ishaqzai, an economic expert. Chabahar Port, lying along the Sea of Oman, is considered as a gateway to golden opportunities for trade, especially by India, Iran and Afghanistan with Central Asian countries. In May 2016, India, Iran, and Afghanistan signed an agreement on the establishment of a Transit and Transport Corridor among the three countries using Chabahar port as the regional hub for sea transportation.

Iran, India may swap goods if US bans Iranian oil, petrochemicals exports

Deputy Head of Iran-India Chamber of Commerce Parham Rezaei announced that in case Iran cannot export its oil or petrochemical products to India, it will export different types of goods to India to be able to import its requirements from the country.



As he described, Iran's exports to India surpasses its imports currently and the Islamic country imports medicine, machineries and agricultural goods for exporting oil and petrochemicals to India. Assuming that the two sides will experience an increase in bilateral trade in future months, Rezaei added that Iran and India have banking relations currently and the two countries' tradesmen are doing business via banking transactions. He reiterated that there has been no official decision about swap of goods but in case Iran cannot export its oil or petrochemical products to India due to US-led sanctions in future, it will export different types of goods to be able to import its requirements from the country. The Trump administration

The Trump administration announced new sanctions on Iran's metals sectors; steel, aluminum and copper industries, on Wednesday. His executive order came hours after Iran announced it was withdrawing from parts of an Obama-era nuclear agreement, known as JCPOA.



announced new sanctions on Iran's metals sectors; steel, aluminum and copper industries, on Wednesday. His executive order came hours after Iran announced it was withdrawing from parts of an Obama-era nuclear agreement, known as JCPOA. Some sources have said that the US president is also weighing on levying sanctions on Iran's exports of petrochemical products. However, according to Secretary General of Iranian Association of Petrochemical Employers' Union Ahmad Mahdavi Abhari, the already imposed US unilateral sanctions will have not any impact on Iran's export of petrochemicals.

Given the reduced exports of gas condensates, more feedstock may be injected into the petrochemical industry. Mechanism defined for export of petrochemicals differs from crude oil, he said, adding, "therefore, US sanctions will have no impact on the production and export of petrochemicals." With the studies made in this regard, both production and export of petrochemicals will experience significant growth in the current year (started March 21, 2019), he said, adding, "new petrochemical units will come on stream in the current year in line with increasing production volume."

Iran exports \$350mn machine-made carpet annually

Member of the Board of Directors of Iran Textile Specialists Association Alireza Haeri said that \$350 million worth of machine-made carpet is exported from the country annually. Statistics show that machine-made carpet accounts for half of Iran's total export value of textile industries, he reiterated. Of about \$700 million exports of textile industry, more than \$350 billion of which is related to the machine-made carpet, he stressed. He put the volume of machine-made carpet produced in the country in the past Iranian calendar year (ended March 20, 2019) at 90

million square meters, about 60 million square meters of which hit the domestic market. The country enjoys high capacity of producing up to 120 million square meters of machine-made carpet per annum if appropriate export markets are taken into consideration for this product, Haeri stated. He is of the opinion that carpet exporters can be supported duly with granting export loans, considering facilities for repayment of these loans, offering export incentives and facilitating trade relationship with other countries. Iranian machine-made carpet is considered as the most expensive textile product in the world in terms of design, quality and color, he said, adding, "if domestic production of machine-made carpet is supported,



this product can get lion's share in the international markets." Elsewhere in his remarks, Haeri said, "the country enjoys high capability of exporting machine-made carpet up by \$1.5 billion annually." He called on responsible officials to pave suitable ground for exporters in line with spurring exports and export activities both in national and international arenas.

NO 213

	2			9				
						5		3
4							6	1
3								
				6			2	
1								
		7					8	
			4		3			
	6		1					

Sudoku

Solution: NO 212

4	3	6	2	9	7	8	5	1
9	7	8	5	1	6	2	3	4
5	1	2	3	8	4	7	6	9
7	8	4	1	3	2	5	9	6
6	9	3	7	4	5	1	8	2
1	2	5	8	6	9	3	4	7
8	6	1	4	2	3	9	7	5
2	5	9	6	7	8	4	1	3
3	4	7	9	5	1	6	2	8

News

Official urges modifying internal bylaws to counter sanctions on steel exports

Chairman of Iranian Steel Producers Association (ISPA) Bahram Sobhani on Saturday called for modifying and correcting internal regulations for countering sanctions in the field of steel exports. Turning to the restrictions created for exporting steel products of the country, he added, "to reduce impacts of sanctions, internal instructions should be facilitated and existing barriers should also be

removed." In his reaction to the limitations created by US government for exporting some metal products of the country such as steel, he stated, "under such circumstances, domestic steel producers are advised to produce steel in the country." To improve exports situation, the country requires revising and modifying some rules and regulations in this field, he reiterated.

Netanyahu real architect of US anti-Iran policy: Pak expert

A Pakistani political analyst says that Israeli Netanyahu is the real architect of American anti-Iran policy which is not good for the peace in the region. Imran Jan in his article published in Express Tribunes said the Zionist regime continues to hijack the American foreign policy. He said ever since the Islamic Revolution, the American leadership has been following anti-Iran policy. "Trump's Jewish son-in-law, Jared Kushner, is a godsend for Israel. That partly explains why we have witnessed unprecedented support for Israel," said the analyst. He added Trump moved the US embassy from Tel Aviv to Jerusalem recognising it as Israel's capital which is against all international laws. "In order to prop up the victory chances of Benjamin Netanyahu, President Trump recognised Israel's control over the Golan Heights, which Israel had captured from Syria in the 1967 war, in a move never recognised by the world. Heripped apart, as he had promised during his campaign, the Iran nuclear deal formally known as Joint Comprehensive Plan of Action (JCPOA)," said Imran Jan. "The Trump and Kushner duo's sadistic urges did not stop there, Trump declared the IRGC a terror group. That is a first in international relations, to label the military of another nation as a terror group," the analyst added. Imran Jan said Trump has further imposed sanctions on Iran and even ended waivers for nations that could buy the Iranian oil including Japan, India, and China. The expert said that the US unconditional support for Zionist regime is not only harmful for America but also the region.

US Democrats call against war with Iran

A number of US Democrats are calling on other senators to sign a bill that would prevent the Trump administration from launching a military attack on Iran. In a tweet on Friday, US Senator from Connecticut Chris Murphy invited his followers to call their senators and tell them to sign on to a bill introduced by Senator from New Mexico Tom Udall to prevent war with Iran. Tom Udall wrote in a tweet a few days ago that the Trump administration's diplomatic failures are putting the US on a dangerous trajectory toward war with Iran. "The Iraq

playbook is being used on Iran. We must pass my bipartisan bill to prevent another ill-fated conflict in the Middle East," he said in the tweet. Udall has been vocal in his protests against the Trump administration's warmongering policies toward Iran. He maintained that "the current tensions are a direct result of the Trump administration's failed Iran policy, naming "withdrawing from the nuclear deal, ratcheting up sanctions, designating part of their military as terrorist, selective intelligence leaks, and saber-rattling rhetoric" as instances of US measures "designed to spark conflict, not resolve differences through diplomacy." "It is apparent that some influential voices within the

Trump administration would welcome a military conflict with Iran and are provoking it, but the Constitution says they must seek approval from Congress first. Those who learned the lessons of Iraq cannot allow such a debacle to happen again. The time to speak out and take action to prevent an unnecessary and unauthorized war is now—not after a conflict starts," he added.



Trump responsible for Iran halting of some commitments in JCPOA: Nephew

Richard Nephew, who served as the lead sanctions expert for the US team negotiating with Iran, is of the opinion that I can understand why Iran is preparing to halt its implementation of these key parts of the JCPOA and "do not deny at all the responsibility that the Trump Administration bears in this matter."



Interview by Javad Heirannia

The fellow at the Center on Global Energy Policy at Columbia University says that "I have long believed that the JCPOA could not survive without US sanctions relief."

He also says that "Today's action shows why: Iran will not continue to provide nuclear concessions without economic access."

Following is the text of the interview:

Iran is preparing to halt its implementation of some key parts of the JCPOA for 60 days. What is your assessment of this?

It is deeply concerning that Iran is preparing to halt its implementation of these key parts of the JCPOA, especially on low enriched uranium. Although I can understand why Iran is doing so and do not deny at all the responsibility that the Trump Administration bear in this matter, the reality is that restarting the buildup of uranium stocks will create further instability and threat in the Middle East and do nothing to solve Iran's economic problems.



This action means that Iran has now joined the United States in escalating the situation and, ultimately, I think has contributed to the risk of conflict in the region. **What is the future of JCPOA according to new development?**

I have long believed that the JCPOA could not survive without US sanctions relief. Today's action shows why: Iran will not continue to provide nuclear concessions without economic access.

I therefore believe that the JCPOA's future is very bleak and that the agreement may expire as early as a few months from now.

What is the reaction of President Trump administration especially aggressive wing such as person like Bolton to Iran decision?

I do not believe that this is a reasonable assessment of

Bolton's role in the Trump Administration. He remains in the driver's seat with respect to a variety of policies, especially on Iran, and even if he were to be removed, his views of Iran are shared by many others in the Administration.

What's the point of President Rouhani message (JCPOA is a win-win or lose-lose game) for the other side?

Well, clearly, President Rouhani is trying to encourage the United States to return to the agreement and to generate pressure on the United States to do so from other participating countries.

I understand why he is doing it. I do think that, at this point, it is probably a futile gesture given the inadequacy of European, Russian and Chinese pressure on the United States to reverse course to date.

Iran's Kharrazi warns Europe to avoid death of JCPOA

Chairman of the Strategic Council on Foreign Relations, Dr. Kamal Kharrazi who is in Paris to attend Leaders for Peace conference, met with the French Parliament Foreign Affairs Committee Chairwoman, Marielle de Sarnez. Emphasizing on Iran's importance, the French legislator asked Tehran's detailed view on its recent decision to suspend implementation of some commitments based on the Joint Comprehensive Plan of Action (JCPOA). "The decision and Iran's withdrawal from JCPOA can put the positive

results and the stability reached after the nuclear deal at risk and raise concerns," she said. Explaining Iran's stance, the Iranian chairman of the strategic council on foreign relations said, "Iranian people have become strongly pessimistic towards Europe because of its failure in meeting its JCPOA commitments, complying with Trump's sanction policies and giving in to US' transnational decisions". Citing Iran's decision for phasic suspension of its commitments and determining a 60-day deadline for remaining members of Iran's nuclear deal, Kharrazi added, "It's a good opportunity for Europe to compensate its slow actions by accelerating the process of implementation of

Instrument for Supporting Trade Exchanges (INSTEX)".

The French parliament foreign affairs committee chairwoman, for his part expressed discontent over US' transnational decisions and its pressures on Europe, criticizing Washington's withdrawal from JCPOA, saying that the nuclear deal couldn't proceed well in practice.

"Europe and France are determined and have goodwill to advance and preserve JCPOA and we hope to reach a suitable solution," she added. De Sarnez also insisted on the importance of exchanging parliamentary delegations between the two countries to obtain better understandings about realities and viewpoints of the sides.

NEWS

Pressuring Iran to backfire: White House ex-official

Assistant Director for National Security in the White House Office of Science and Technology Policy Frank von Hippel criticized US President Donald Trump's approach towards Iran and told IRNA that it will bear reverse results.

'I worry the President Trump's policy may have exactly the opposite effect that he is imagining,' von Hippel told IRNA in an email interview.

'His attempt to get Iran to change its policies with additional pressure is already resulting in a dangerous development in which Iran is doing just the opposite.'

The Princeton University professor added that I know that President Rouhani wants to force Europe, China and Russia to do more to support the JCPOA by rewarding Iran for its compliance, but I am afraid that the response will be less than Iran wants.'

He said that the probability of confrontation between Iran and the US may be escalating, and added, 'I believe that some in the Trump Administration (Bolton?) would welcome an opportunity to bomb Iran's nuclear facilities and air-defense installations.'

Regarding Europe's failure in fulfilling their commitments mentioned in the Joint Comprehensive Plan of Action (JCPOA), also known as Iran Deal, he said, 'The problem is that the sanctions are on companies in these countries. The Trump Administration is forcing them to choose between the Iranian and US markets.'

Iran-US tensions not to end in war: ex-Qatari min.

EX-Foreign Minister of Qatar Hamad bin Jassim bin Jaber Al Thani believes that the current tensions between Iran and the US will not lead in war but will bring the two sides to the negotiation table.

In his tweets on Friday, the ex-foreign minister abandoned the Persian Gulf littoral estate countries from interfering in these tensions.

Some Persian Gulf countries are dreaming of Iran's military defeat, as they did before JCPOA endorsement, but these countries admired the nuclear deal after being hammered down, he wrote.

Bin Jaber also warned of the death of the Persian Gulf Cooperation Council due to the wrong policies of its members.

On Wednesday, Iran announced its decision to partially reduce its 2015 nuclear commitments a year after the US unilaterally left the accord. It gave the other remaining parties to the JCPOA a 60-day ultimatum to comply with their commitments, particularly those regarding Iran's economic interests in the banking and energy sectors, before reducing portions of its own commitments to the agreement stage by stage.

However, the EU rejected Iran's ultimatum on JCPOA on Thursday.

News

Russian Lawmaker Suggests US Sanctions on Venezuela Are A Bid to Instigate Chaos

Washington is strangling Venezuela with sanctions, hoping to drag the Latin American nation into chaos, but US-backed coup attempts in the country have failed, Leonid Slutsky, the head of the Russian lower house's International Affairs Committee, said on Friday. "By introducing and expanding sanctions against Venezuela and its companies, the United States continues unlawful pressure of the legitimate authorities of the Bolivarian Republic. This is frank, rude and blatant interference in the affairs of a sovereign state," Slutsky told reporters.

According to the lawmaker, Washington is slashing the nation with sanctions in the hope to bring Venezuela to chaos." However, all US-backed coup attempts in Venezuela have failed. That's why, the expansion of sanctions is some kind of revenge for bringing the rebels to justice," Slutsky concluded, Sputnik reported. Earlier in the day, the US Treasury Department imposed sanctions on two Venezuelan shipping companies and two of their vessels for allegedly transporting oil from Venezuela to Cuba. The Treasury's Office of Foreign Assets Control (OFAC) designations targeted the Monsoon Navigation Corporation, based in the Marshall Islands, along with one of its registered vessels, Ocean Elegance. Washington has in recent months attempted to shut down Venezuela's oil trade in order to force President Nicolas Maduro out of office. Maduro, the legitimately-elected president, has repeatedly accused Washington of trying

to orchestrate a coup in the country in order to seize Venezuela's riches, including its oil, gold, gas, diamonds and other natural resources. On 23 January, Juan Guaido proclaimed himself to be Venezuela's interim president. The United States and 54 other countries have recognized Guaido. However, Russia, China and numerous other countries recognize constitutionally-elected President Nicolas Maduro to be Venezuela's only legitimate leader.



ISFAHAN NEWS

The First Bilingual Economic Newspaper In Isfahan Province

5000 Rials

Sunday, May 12, 2019
No. 223

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Iran, India may swap goods if US bans Iranian oil, petrochemicals exports

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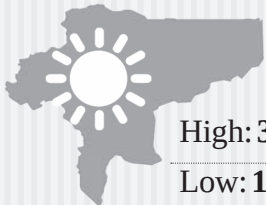
The Jalali Castle in Kashan, Iran

3

CALL TO PRAYER TIME IN ISFAHAN

Morning call to prayer:
04:35:07
Noon call to prayer:
12:59:42
Evening call to prayer:
20:11:25

WEATHER



High: 30 °C
Low: 13 °C



Turkey to Continue Backing Iran in US Sanctions Era: MP

Chairman of the Foreign Affairs Committee of the Grand National Assembly of Turkey Volkan Bozkir said his country is determined to continue its support for neighboring Iran in the era of US sanctions. "We have always supported the abolition of sanctions against Iran and we want the country to be in its proper place on the international stage so that it can use its capabilities and capacities," Bozkir said at a meeting with Iranian Ambassador to Ankara Mohammad Farazmand.



Agriculture min. plans to provide full food security in sanctions period

4

Climate change or daily management; flood crisis factor

The head of the Environmental Committee of the Expediency Discernment Council considers the isolated functioning of the governmental bodies a factor in increasing the damage caused by the flood and said, "In the country's management system, these bodies are segmented and do not want to work together".



The high rainfall in the last days of March and the first half of April this year left Iran with an unpleasant New Year start, and unfortunately, there were a great many deaths along with financial loss. From those very days, officials and experts have spoken about the different aspects of the flood and the causes of the recent destruction from the recent event. Meanwhile, Mohammad Mojabi, in an interview with ISNA, in addition to commenting on the causes of floods and arbitration, explained the performance of various governmental bodies in this regard, proposing a strategy to compensate for and avoid future probability of such events.

In response to the question of how destructive Iran's global warming disaster has been in the wake of the devastating catastrophe in Iran, Majidi said, "To provide a detailed overview of the main causes of flooding during the last month, we should wait for the results of the National Flood Committee's review and studies. Of course, if we were to accept it is part of the recent global climate changes and a result of global warming and the phenomenon of climate change, one cannot deny the role of other factors. We agree that the rainfall in March was very high compared to the long-term average, but we must admit that we did not act accurately in the management of the issue. As an example, diet failure has contributed to the increase in erosion".

Climate change or management weakness "Unfortunately, because of the many droughts in recent years, some people have come to the conclusion that there will not be any overwhelming flood conditions," he said. "For this reason, permitted or unauthorized construction was allowed around the rivers,

and as a result, the damage caused by the flood became more severe. Another reason for the increase in recent flood damage is the lack of attention to water management plans that, if executed over the past years, could have had a huge impact on reducing the amount of harm. In any case, we need to make predictions in the management system, especially as a large number of cities are located on steep slopes and should be considered for flood risk." The head of the Environmental Committee of the Expediency Discernment Council stressed the need to plan for the potential risks of the country, stating, "The hazards of different areas must be identified and the effects of natural phenomena, such as floods and earthquakes, should be minimized with planning. In the current state of flood in the country, and because of the damage it has caused, has become a major issue for the people and the government. We must deal with the situation at hand and with precise planning and ongoing implementation, we are trying to reduce the risks it poses".

A proposal to reduce the damage of the flood In response to the question of what suggestions have been proposed to reduce the risks of floods, Mohammad Mojabi said, "After identifying the natural hazards of each city and explaining the situation of cities in terms of potential risks, they should be categorized. Furthermore, the standards and guidelines for creating settlements must be defined, and the existing status of the cities in accordance with these standards should be improved to make the cities sustainable. In my opinion, it is mandatory to maintain the sustainability of cities in this process, although in the present circumstances, due to natural disasters, sustainability levels have dropped in cities and we have not followed the principles of sustainability".

According to him, all governmental and non-governmental organizations should play a role in monitoring the cities. Municipalities, as public non-governmental organizations, are responsible for urban development and management. The ministries of roads and urban development, interior and energy, and

even the Department of Environment should identify the situation of each city along with its hazards and participate in its development. The country's administrative system is routine. Pointing to the need to reform the settlements according to the standards, the former head of the Environmental Department said, "Unfortunately, often in the management system, attention is paid only to day-to-day issues, while plans for watershed management which play a major role in reducing flood damage, could have been done over the years and at a low cost. At present, however, the flood left tens of thousands of tomans in damages in a few hours and days. Unfortunately, dealing with these issues is usually delayed, and this itself has led to crises like the recent flood".

"Regrettably, in many cases, studies are only library based, and, in implementing development projects, we do not make those studies practical," Mojabi said, criticizing the non-technical functioning of the governmental bodies. "First of all, the studies should be done accurately for any development project, and they should be in line with project implementation and not be left as mere studies".

If there had been spatial planning, there would have been no need for water transfer. He also pointed out the necessity of implementing territorial planning for all areas of the country and planning for development. "If the land had been prepared, the need for water in arid areas would not be so high that we would seek to transfer water from another ecosystem. Instead, by understanding the potential and crises in the area, we would have better managed the situation and as a result of these conditions, the path of development would have coincided with the ecological system of the region," he stated.

The head of the Environmental Committee of the Expediency Discernment Council emphasized that there is a great problem in the country's management system both at the level of governmental bodies and at the level of the regions. "The various governmental bodies don't work together; instead they each deal with the issues separately. That is why, when

the Environmental Protection Department finds a problem in implementing a project, the project manager considers the objection to be a mismanagement, not as a matter of necessity. To solve the problem at a macro-level, there needs to be policy-making at higher levels, he said. "Each organization needs to accept full responsibility over its own area, and should not blame other governmental bodies when a problem occurs in their section".

Regulation of the general policy of the system for watershed management

Recalling that we need to integrate the function of governmental bodies through meaningful and massive policy making, Mojabi said, "It is interesting to note that in the overall policy of the system in the field of the environment as proclaimed by the Supreme Leader in 2015. Article 7 of the 15 main policies refers to climate change and the need to address its negative effects. The use of runoff water, the development of an aquifer, and watershed management have also been emphasized in other articles. For the implementation of these sections of the overall policy of the system in the Fifth and Sixth Development Plans of the country, other assignments have been given for watershed management".

He also responded to questions about the positive aspects of the recent floods in the country. "Although the rainfall during March and April this year left a lot of devastation and resulted in the death of a number of our compatriots, which was very bitter, it led to sympathy for our fellow Iranian citizens and strengthened social capital. In addition, due to the floods and heavy rainfall, many wetlands that had been left thirsty for many years because of low water abundance were watered and now nearly 80 percent of the country's wetlands are saturated. In the current situation, it is also necessary to properly monitor and manage the wetlands in accordance with the existing laws, including the law of conservation and restoration of wetlands and the necessity of determining and guaranteeing the quality of the wetlands, in order to ensure the recovery path for the wetlands".

"If the land had been prepared, the need for water in arid areas would not be so high that we would seek to transfer water from another ecosystem. Instead, by understanding the potential and crises in the area, we would have better managed the situation and as a result of these conditions, the path of development would have coincided with the ecological system of the region,"



از اصول مذاکره؛

بازبان بدن، نتایج بهتری در کسب و کار داشته باشید!

مدیر موفق کسی است برای یک جلسه بسیار حائز اهمیت خودش، تیم و حتی طرف مقابلش را برای این جلسه آماده کند. حرف هایش را پیش از شروع جلسه تمرین کند.

یک مدیر موفق کیست؟ کسی که صرفاً مدیریت می کند؟ مسلماً خیر. او باید این توانایی را داشته باشد روی سایرین تاثیر مثبت و الهام بخش داشته باشد. مدیر موفق کسی است برای یک جلسه بسیار حائز اهمیت خودش، تیم و حتی طرف مقابلش را برای این جلسه آماده کند. حرف هایش را پیش از شروع جلسه تمرین کند. نکات حیاتی و مهم در پیشبرد هر چه بهتر جلسه به خاطر بسیار دو با صدایی رسا، حرف خودش را به کرسی بنشاند.

اما فراتر از این موارد، زبان بدن باعث می شود شما چند درجه قوی تر از سایر مدیران موفق ظاهر شده و در دید عموم به یک ابرقهرمان تبدیل شوید. در این یادداشت قرار

است نگاهی داشته باشیم بر ۵ ویژگی مهم زبان بدن (Body Language) که اهمیتی ندارد مگر تحصیلی تان چیست. شما تنها با تکرار و تمرین می توانید نتایج بهتری در جلسات مختلف کاری خود کسب کنید.

شاید از زبان شما حرف هایی بیرون بیاید که حقیقت ندارد و تنها می خواهید فرد مقابل را وادار به پذیرش کاری کنید. باید بدانید بدن شما نسبت به جملاتی که می زنید، واکنش نشان می دهد. اگر شما به درستی تعلیم نبینید، این واکنش ها قابل کنترل نیست و در اغلب سناریو ها به ضرر تان تمام می شود.

ایمن ویژگی که زبان بدن نام دارد، از بنیادی ترین علوم شناختی بین انسان ها به شمار می رود. فضای حریم شخصی، وضعیت استقرار، حالت چهره و همچنین تماس مستقیم چشمی تنها چند مورد ابتدایی در نشان دادن زبان بدن تان به یک فرد غریبه است. برای آموزش کامل زبان بدن می توان صدها مقاله نوشت. اما در دیجیاتر قرار است نگاهی جامع بر ۵ ویژگی مهم زبان بدن داشته باشیم.

۱. شما تنها هفت ثانیه وقت دارید! در تعامل های تجارت و بیزنس، اولین برخورد بسیار اهمیت دارد. دقیقاً در همان بدو ملاقات است که ذهنیت فرد نسبت به

شما شکل می گیرد و به سختی در آینده تغییر می کند. آیا شما یک فرد قدرتمند و مهره ای با ارزش برای او محسوب می شوید یا صرفاً یک فرد شکاک و مرموز؟ از این فیلتر که گذر کنید، رفتار و حرکات تان بر اساس این سنگ محک سنجیده می شود. مثل این می ماند اگر در همان وهله اول فردی عاشق رفتار شما شود، علاقه مند است تا با ندیده گرفتن رفتارهای منفی تان یک تجارت را ادامه دهد. اما اگر در ابتدای ملاقات لجش را در بیاورید، به احتمال زیاد به تمام رفتار هایتان مشکوک خواهد بود.

در نتیجه پژوهش های مختلف، شما تنها هفت ثانیه وقت دارید نظر مساعد یک غریبه را به خود جلب کنید. برای موفقیت در این ویژگی چند نکته را اشاره می کنیم:

درست رفتار کنید: پیش از ورود مشتری به دفتر تان، تمام جواب را در نظر بگیرید و به صورت آگاهانه انتخاب کنید چه نوع رفتاری باید از خودتان بر اساس سن، جنس و موقعیت شغلی فرد مقابل نشان بدهید. آیا یک فرد بدله گو و شاد باشید بهتر است یا یک جنتملم با لباس شیک و رسمی؟

لبخند بزنید: لبخند زدن، یک سیگنال مثبت در رهبران و مدیران موفق است. با لبخند زدن به نوعی دیگران را دعوت به آغاز یک مکالمه و دوستی می کنید. در حقیقت لبخند روی صورت تان به دیگران می گوید: «من رفتار دوستانه ای دارم و می توانید به دستم بیاورید».

تماس چشمی برقرار کنید: به نظر می رسد نگاه مستقیم به چشمان دیگران، یک نوع انرژی ساطع می شود و ناخودآگاه علایق و سلاهی تان به فرد القا می شود. نگاه کردن به چشمان دیگران به خصوص جنس مخالف آبیاری تان کار سختی است یا خجالت می کشید؟ سعی کنید با نگاه مستقیم به صورت فرد، توجه خودتان را به رنگ چشم فرد معطوف کنید.

اندکی رو به جلو خم شوید؛ اگر شما اندکی روی صندلی بدن تان را به سمت جلو حرکت دهید یعنی شما به مبحث مورد نظر علاقه نشان می دهید. اما نسبت به فضای حریم شخصی دیگران احترام



فروش ۶۰ تا ۸۰ هزار میلیارد تومانی شرکت های دانش بنیان و عرض اندام آنها در عرصه اقتصادی کشور، نشان می دهد که با وجود تمام تنگناهای ناشی از تحریم، جوانان ایرانی در قالب استارت آپ و فعالیت های دانش بنیان، «ما می توانیم» را به بهترین شکل متجلی کرده اند.

قاعداً تحریم یک کار ظالمانه است و فشارهای معیشتی و اقتصادی را بر کشور و بیکره اقتصادی کشور وارد می کند و کسی نیز منکر آن نیست. تحریم های ضد بشری در زمینه دارو و تجهیزات پزشکی و سایر اقلام اثر سوء و منفی بر زندگی و کسب و کار مردم و به تبع آن برای فعالیت شرکت های دانش بنیان و استارت آپ ها دارد.

به گفته رئیس مرکز توسعه فناوری های راهبردی معاونت علمی ریاست جمهوری؛ موضوع

بگذارد. این فضا تقریباً ۵۰ سانتی متر تعریف می شود. هر چند در کشورهای شرقی و غربی این میزان تفاوت دارد. در کشورهای شرقی همانند ژاپن و چین، از آنجا که تراکم جمعیتی بسیار زیاد است، این عدد به ۲۰ سانتی متر کاهش می یابد. در کشورهای غربی عکس این موضوع مصداق دارد. در ایران همان ۵۰ سانتی متر کفایت می کند.

حواستان به وضعیت استقرار تان باشد: پژوهشی در موسسه مدیریت نی کیلاگ واقع در آمریکا کش کرده وضعیت استقرار فرد می تواند نشان دهنده قدرت

شما به سایرین باشد. بر همین اساس تغییرات رفتاری دیگران نسبت به یک موضوع مشترک می تواند ناشی از وضعیت ایستادن یا نشستن شما باشد. افراد متخصص در زبان بدن این ویژگی را مهم ترین خصیصه یک مدیر موفق می دانند که روی دیگران تاثیر به سزایی دارد.

دست بدهید: در کشورهای غربی دست دادن چندان اهمیت ندارد. اما با این وجود تاثیر این رفتار کم نیست. سریع ترین راه برای ارتباط برقرار کردن با دیگران در دست دادن است. تحقیقات مختلف

نشان می دهد قدرت تاثیر گذاری یک لحظه دست دادن در ابتدای معاشرت به اندازه یک مکالمه سه ساعته است. فقط حواس تان باشد آنقدر محکم دستان دیگران را فشار ندهید که احساس کند با وی در حال کشتی گرفتن هستید!

۲- اعتماد دیگران را با رفتار های شفاهی و غیر شفاهی جلب کنید اعتماد نسبی زمانی میان چند نفر برقرار می شود که گفته هایتان با آنچه زبان بدن تان نشان می دهد مطابقت داشته باشد. اگر حرکات بدن تان با توضیحات شفاهی در تطابق نباشد، سایرین به صورت ناخودآگاه احساس خوبی نسبت به شما پیدا نمی کنند و این عدم قاطعیت در نوع نگرش به شما کار دستتان می دهد.

عصب شناسان در دانشگاه کولگیت واقع در نیو یورک با موضوع «تاثیرات زیست انسان بر مغز با استفاده از ماشین های الکتروانسفالوگراف» به نتایج جالبی دست یافتند. با استفاده از این دستگاه، امواج مغزی ثبت می شود. ماجرا اینجاست زمانی که زبان بدن فرد با گفته هایش مطابقت نداشت، پژوهشگران امواجی را مشاهده کردند که انسان در زمان گوش دادن به حرف های غیر ضروری در مغزش بیشتر فعال است. پس تا حد امکان سعی کنید در سخنرانی عجله نکنید و اگر تازه کار هستید

حرکت نکردن و ژست خاصی نگرفتن بهتر از این است مدام دست و سرتان را به هر طرف پر تاب کنید. اگر قرار نیست نظر مساعد جلب کنید با انجام حرکات اضافی، آینده تجارت تان را به خطر نیندازید.

به نوع دست دادن پوتین دقت کنید. این نوع دست دادن جهت کسب کنترل و نشان دادن قدرت است. پوتین ناخودآگاه به ترامپ اعلام می کند قدرت و نبوغ من بیشتر از توست!

۳- قدرت در دستان شماس ت شاید شما هم به این نکته دقت کرده باشید وقتی آدم ها درباره یک موضوع مورد علاقه شان در یک جمع صحبت می کنند، ناخودآگاه حرکات بدن شان فعال تر می شود. همچنین دست و بازو هایشان بیشتر حرکت دارد تا آنچه دلشان می خواهند را با قدرت هر چه بیشتر، به سایرین القا کنند. شاید به صورت خودآگاه خودتان این موضوع را تجربه نکرده باشید ولی قطع به یقین دیگران نیز این خصیصه رفتاری را در شما دیده اند و شاید حتی از شدت حرکات بدن تان شکایت کنند. تحقیقات نشان می دهد مخاطبین تان علاقه دارند تا شما مثل یک بازیگر فعالیت حرکتی داشته باشید.

استارت آپ

عرض اندام شرکت های دانش بنیان و استارت آپ ها

وی بیان کرد: برای دستیابی به خودکفایی در تولید دارو، وزارت بهداشت و سازمان دامپزشکی کل کشور حمایت های لازم را انجام داده اند، در زمینه تجهیزات پزشکی توانمندی های خوبی در شرکت های دانش بنیان داریم که امروز می توانند با اتکاب دانش بومی و فناوری های بومی، تجهیزات پزشکی را بسازند، نمونه آن که ساخت انواع شتاب دهنده های پزشکی توسط یک شرکت دانش بنیان در اصفهان بود که در جشن ملی فناوری هسته ای در فروردین ماه امسال رونمایی شد، این شرکت دانش بنیان آل آن به نمونه محصول رسیده و آخرین مراحل کار آزمایشی را طی می کند تا محصول نهایی تولید شود، محصولی که صد در صد تحریم هستیم و از طرف دیگر مورد نیاز مردم است.

رئیس مرکز توسعه فناوری های راهبردی معاونت علمی ریاست جمهوری به دیگر دستاوردهای استارت آپ ها و شرکت های دانش بنیان اشاره کرد و افزود: در حوزه کشاورزی نیز که جزو اقلام مورد نیاز مردم هست، در تولید انواع بذر از جمله بذرهای هیبریدی نیز فعالیت هایی انجام شده و برنامه ریزی خوبی برای استفاده از ظرفیت های شرکت های دانش بنیان این حوزه صورت گرفته است.

عبور از سختی های تحریم با تولید حداکثری تولیدات داخلی

قادری فر بیان کرد: تحریم یک فرصت به عنوان بهار علمی و جریان سازی در حوزه علم و فناوری است. فرصتی برای شکوفایی و رونق تولید محصولات فناوریانه در کشور است، ما باید از سختی های تحریم استفاده کنیم که حداکثر محصولات را در داخل کشور تولید کنیم این یکی از موضوعات جدی است که قطعاً مورد عنایت شرکت های دانش بنیان، استارت آپ ها و واحدهای فناوری از یک طرف از سوی دیگر معاونت علمی قرار دارد و سعی شده با بستر سازی لازم با اعطای تسهیلات و تسهیل گری برای توسعه بازار محصولات فرصت آفرینی بیشتری شود تا از فشار تحریم سرلبد بیرون بیایم. وی ادامه داد: خودروسازی، ساخت قطعات خودرو و محصولات نانو، ظرفیت هایی است که در شرکت های دانش بنیان وجود دارد، معاونت علمی و فناوری ریاست جمهوری در حال هدف گذاری و دسته بندی کالاهای است تا بتواند با توجه و بستر سازی هر چه بیشتر برای شرکت های دانش بنیان این ظرفیت را هر چه بیشتر شکوفا کند تا از این مقطع سخت و تاریخی مثل همیشه بیرون بیاید.



ایران باید در تحولات مدیریت شده فضای مجازی نقش ایفا کند

دبیر شورای عالی فضای مجازی گفت: ما باید در حکمرانی فضای مجازی در سطح جهانی نقش داشته باشیم و بتوانیم در تحولات مدیریت شده این فضا نقش ایفا کنیم.

حسن فیروزآبادی با حضور در دانشگاه ادیان و مذاهب با رئیس این دانشگاه دیدار و گفت و گو کرد. وی در این دیدار با اشاره به بررسی های کارشناسی و مطالعاتی صورت گرفته در مرکز ملی فضای مجازی کشور برای تهیه سند تحول کشور در حوزه فضای مجازی و ارائه آن به شورا، گفت: ما باید در حکمرانی فضای مجازی در سطح جهانی نقش داشته باشیم و بتوانیم در تحولات مدیریت شده این فضا نقش ایفا کنیم. رئیس مرکز ملی فضای مجازی کشور افزود: باید آینده نگری داشته باشیم و برای کشور در حوزه فضای مجازی عمق استراتژیک ایجاد کرده و در جهان کنشگر باشیم تا اعمال هر سیاست و برنامه ای در این حوزه علیه ایران برای آنها هزینه داشته باشد و به آسانی امکانپذیر نباشد. وی با بیان اینکه عمق استراتژیک کشور در فضای مجازی امروز در بسیاری از حوزه ها از مرزهای جغرافیای ما کوچک تر است، تأکید کرد: در روابط بین الملل و تعریف قدرت هر میزان که عمق استراتژیک شما از مرزهای جغرافیایی کشور بیشتر باشد شما کشوری قوی تر در سطح جهان خواهید بود. گفتنی است: در این دیدار بر همکاری مشترک با دانشگاه ادیان و مذاهب، به منظور راه اندازی استارت آپ های مذهبی، تولید محتوای درسی و تولید ویدئو کلیپ ها تأکید شد.