

Executive works to build 5th base lubricant refinery begin in Bandar Abbas

Executive works to build the 5th base lubricant refinery began on the occasion National Day for Resistance Economy and Entrepreneurship on Wednesday aiming to prevent import of foreign motor-oil. Addressing the ceremony, Hormuzgan Governor Fereydoun Hemmati said the project is in line with the Strategy of Resistance Economy and surge in production in Bandar Abbas. The refinery will be built with \$150-million investment of MTA Holding and with the capacity of producing 1,000 barrels of base lubricant per day in the Persian Gulf Special

Economic Zone. LPG Demand 2m Tons p.a.

Two million tons of liquefied petroleum gas is consumed annually in Iran, managing director of Persi Iran Gas Company said.

"The company, which is the biggest LPG supplier, sells 66,500 tons of LPG per day across the country," IRNA quoted Hamidreza Haddadi as saying.

Persi company was established in 2008 after the Iran Gas Company and Persi Gas Company merged and has about half the share of the domestic market, Haddadi said.

The company also sells LPG in Sistan-Baluchestan Province, south of Kerman and part of Hormozgan provinces, as well as rural and nomadic regions with no access to piped gas.

Iran can hold 20% share of neighboring states' market: TPOI

Chief of Trade Promotion Organization of Iran (TPOI) pointed to \$1,100 billion worth of market of neighboring states and said that Iran is able to hold 20 percent share of neighboring states' market in products' export terms.

With the studies made in this regard, Iran's neighboring states enjoy the capacity of \$1,100 billion worth of non-oil products to be imported to these countries, so that Iran can play a very constructive and important role in this lucrative market.

Speaking at the 7th Annual Conference of Resistance Economy on Wed., Hamid Zadboum pointed to the export of products to neighboring countries and reiterated that Iran's neighboring states have the capacity of importing \$1,100 billion worth of products.

At the order of Leader of the Islamic Revolution in the year named after 'Surge in Production', Iran should hold 20 percent share of neighboring countries' market, so that Iran's neighboring countries can yield up to \$200 million worth of foreign currency. He put Iran's export of non-oil products to neighboring state in the past years at between \$44 and \$45 billion, so that the country enjoys high potential to increase the aforementioned rate.

Iran's foreign trade exceeds \$6.7 billion

Spokesperson for Iran's Customs Office Seyyed Ruhollah Latifi said on Tuesday that Iran has exported around \$7 billion in January. Latifi said that the country's foreign trade in January recorded a \$55 million growth in imports and a \$693 million reduction in exports compared to December. The country's foreign trade performance in December was around \$8 billion, with an export and import share of around \$4 billion, he added.

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The First Bilingual Economic Newspaper In Isfahan Province

» **License Owner & Managing director:** Reza Mahzunieh
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» **Isfahan Office:** Hooraa Building, Shahid Mofateh Street, Ahmad Abad Square, Isfahan, Iran
» **Tel:** 031-32274500
» **Public Relations:** 031-32274515 »

Organization of advertisement:
031-32274517, 32274518, 32274512, 32274505.
Fax: 031-32274507, 32274511
» **Lithography and printing:** Samim
» **Isfahan subscribers Office:** 031-32274508
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ECONOMY

Thursday, February 18, 2021, No. 722



Minister Defends Monopoly on Electricity Export Sector

In the present conditions allowing private companies to get involved electricity export will deprive the Energy Ministry of crucial forex revenue, the energy minister said.

"Selling power to neighbors is the only source of foreign currency revenue for the state-run Iran Power Generation, Transmission and Distribution Management Company (Tavanir). Entry of private power producers in this domain at this juncture does not make economic sense," Reza Ardakanian was quoted as saying by Mehr News Agency.

Due to inexpensive power tariffs, Tavanir has long been grappling with economic problems and letting private companies to sell electricity to foreign customers will aggravate the ongoing financial crisis, he stressed.

"Tavanir's forex revenues are divided among several subsidiaries. Dominance of the private sector in such a key sector will cause the income to be distributed among a few private power producers that would be to the detriment of the ministry."

Revenue from electricity export to Iraq, Pakistan and Afghanistan reached \$60 million in 2018.

Although electricity export tariffs vary and are based on a variety of factors namely fuel prices in the Persian Gulf region, power can be sold for at least 11 cents per kilowatt hour in international markets. The same in the domestic market barely makes 1.5 cents. Tavanir is in charge of purchasing electricity from power plants and private companies are obliged to sell only to the state agent. To further justify his view, Ardakanian said the power sector in Iraq, Pakistan and Afghanistan are the monopoly of governments and "they are keener to sign contracts with Tavanir rather than private firms."

Private Investment in Free Trade, Special Economic Zones Hit 6.2\$b

More than 6.2\$ billion worth of investments were made by the private sector in Iran's free trade and special economic zones during the first nine months of the current Iranian year (March-20Dec. 2020, 20).



A total of 127 trillion rials (\$488 million) in local currency, in addition to \$94 million [in foreign currency] worth of domestic investments, were made in free trade and special economic zones, showing a 15.45% rise in the former and no significant change in the latter year-on-year, says Mohammad Reza Khazraei-Manesh, an official with the Supreme Council of Free Trade and Special Economic Zones. "Investments made in local currency in Special Economic Zones amounted to 300 trillion rials (\$1.15 billion), registering an upsurge of 237.1% YOY as domestic investments made in foreign currencies reached \$4.5 billion over the nine-month period, experiencing no significant change," he told IRNA. The official noted that foreign investments worth \$153 million were made in FTZs during the same period, indicating a 53% rise compared with the corresponding period of last year.

Khazraei-Manesh did not mention whether any foreign investment was made in SEZs. "Exports from FTZs and SEZs during the nine months stood at \$600 million and around \$4 billion respectively,



adding that the figures combined show a 20% decline YOY due to the Covid-19 pandemic and US sanctions on the Iranian economy," he said. Exports via Iran's free trade and special economic zones account for 40% of the country's total exports during the seven years since President Hassan Rouhani first took office in August 2013.

According to Secretary of High Council of Free Trade Zones and Special Economic Areas Morteza Bank, exports through FTZs and SEZs reached \$169 billion during the period under review. "Overall imports from these trade zones hit \$45 billion over the seven-year period," he was quoted as saying by IRNA. Based on the latest figures released by the Ministry of Economic Affairs and Finance, \$5 billion (in foreign currencies) and a total of 89.84 trillion rials in Iran's local currency (\$345 million) worth of domestic investments were made in special economic zones by the Iranian private sector during the last fiscal year (March 2019-20),

showing a 173% rise compared with the year before.

As of the last Iranian year, a total of 599 industrial units were active in Iran's SEZs creating jobs for around 205,650 people. The figures show a 3% and 18% respective rise compared with the preceding year. During the same period, \$37 million worth of foreign investments were made in Iran's SEZs.

SEZ's last year exports hit \$13.5 billion, showing a 20% decrease YOY. In Iran, free trade zones were first authorized in 1993 in Kish, Qeshm and Chabahar. Later, Aras, Arvand, Maku and Anzali were added to the list of Iranian FTZs. There are 30 SEZs across the country.

New Investments in Qeshm Three industrial and eight fishery and aquaculture projects were inaugurated on Qeshm Island's Free Trade Zone via videoconference by President Rouhani last month.

Among these projects were a cold storage

facility with a capacity of 21,000 tons and investment of 600 billion rials (\$2.3 million), which has created 120 jobs, a manufacturing plant with a production capacity of 1,500 tons of commercial fish feed annually, and an investment worth 110 billion rials (\$0.4 million) creating 20 jobs, in addition to a mask manufacturing factory with an investment of \$500,000, which has created 15 jobs.

A total of 2,996 billion rials (\$11.52 million) have been invested in fishery and aquaculture projects that were inaugurated on Thursday, which have created 426 jobs, IRNA reported. "The current administration plans to complete 310 projects worth 620,000 billion rials [\$2.38 billion] in Iranian free trade zones prior to the end of its term; 100 out of these projects worth over 210,000 billion rials [\$807 million] will be launched on Qeshm Island off the Persian Gulf," said Hamid Reza Momeni, the managing director of Qeshm Free Trade Zone Organization.

NO 705

Sudoku

Solution: NO 704

News

33% Rise in Trade With Oman

Iran and Oman traded 2.29 million tons of commodities worth \$593 million during the first nine months of the current Iranian year (March 20, 2020-Jan. 19), showing a 33% increase in value compared with the similar period of last year, according to the chairman of Iran-Oman Chamber of Commerce. "Iran's exports amounted to 1.26 million tons worth \$274.65 million, registering a 16% YOY decline," Mohsen Zarrabi was also quoted as saying by Fars News Agency.

The official noted that imports

stood at 979,101 tons worth \$318.43 million. Zarrabi said there are many reasons for the decrease in Iran's exports to the neighboring Oman, the main ones being the Central Bank of Iran's directives, export earning repatriation in particular, forex regulations and bans on the export of different commodities by local officials. Referring to shipping routes between the Iranian ports of Jask, Shahid Bahonar, Shahid Rajaei and Khorramshahr and Oman ports of Al Suwaiq, Shinas, Sohar and Sultan Qaboos Port, Zarrabi said, "Almost all countries closed their borders with Iran following the spread of the new coronavirus."

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FM Zarif: Iran can be a hub of science, technology if sanctioned lifted

Iranian Foreign Minister said that Islamic Republic of Iran can be turned into a hub of science and technology if sanctions and economic pressures imposed against the country are lifted.

Speaking among heads of Science and Technology Parks, held at the venue of the Ministry of Foreign Affairs on Wed., Foreign Minister Mohammad Javad Zarif pointed to the high capabilities and potentials of the country in the field of science and technology and added that science and technology parks can bring up efficient and competent manpower in the country and also can decrease migration of elites from the country. Iranian students are attracted in reliable and prestigious foreign universities and academic centers, he said, adding, "If suitable ways are provided for talented Iranian students, they will certainly prefer to continue activity in their country rather than migrating overseas."

Development of science and industry is one of salient advantages of science and technology parks, he said, reiterating that these science and technology parks can nurture efficient manpower in the country optimally. The current economic situation overshadowing the country has increased prominent role of knowledge-based companies in a way that suitable ways have been paved for knowledge-based firms to export their high-quality products to other countries, Zarif added. Iranian Foreign Minister reiterated that Islamic Republic of Iran can be turned into a hub of science and technology with the removal of sanctions and economic pressures imposed on the country.

Iranian Vaccine Proves 100% Effective against UK Coronavirus Variant: Official

The coronavirus vaccine financed by the Barakat Foundation of Iran is a hundred percent effective against the new strain of virus first found in the UK, an official said. Speaking to reporters in the southern province of Fars on Wednesday, the chairman of the Headquarters for Executing the Order of Imam Khomeini, the institution that has developed the first Iranian vaccine for COVID-19, said the homegrown vaccine is one hundred percent effective against the mutated variant of coronavirus found

in the UK.

Mohammad Mokhber, whose daughter was the first Iranian volunteer to get the COV Iran Barkat vaccine in late December, said the first stage of human trials has ended successfully.

Once the second phase of the clinical trials yields successful results, the third stage of human tests will begin in April, he added.

Last week, the Razi Vaccine and Serum Research Institute unveiled the second Iranian vaccine for the coronavirus, administered via injection or inhalation.

Cov-Pars is a vaccine based on recombinant protein that can be injected or inhaled.

In comments at the unveiling ceremony, Health Minister Saeed Namaki said Iran is going to become a main hub of vaccine production in the world in the coming months.

Officials say Iran will receive around 16 million doses of vaccines through the World Health Organization's COVAX program, import more than 25 million doses from abroad, and produce 25 million other doses inside the country.



Leader: Iran Counts on Action Regarding JCPOA, Not Words

Leader of the Islamic Revolution Ayatollah Seyed Ali Khamenei said Iran has had enough of empty promises about the 2015 nuclear deal, demanding practical action on fulfillment of the JCPOA by the other parties.



Ayatollah Khamenei on Wednesday delivered a televised speech on the anniversary

of the popular uprising of the people of Tabriz, which took place on February 18, 1978. The Leader made it clear in the videoconference that Iran has heard many good words and promises about the Joint Comprehensive Plan of Action but the deal has been violated in practice. Ayatollah Khamenei underlined that what matters to Iran this time will be actions alone, not promises like the past. "About the JCPOA, promises were made by the other side. I am saying one thing: We've heard many promises which were broken and contradicted in practice. Mere words

I am saying one thing: We've heard many promises which were broken and contradicted in practice. Mere words don't help. This time only action! Action! If the Islamic Republic sees action from the other side, it will act too



don't help. This time only action! Action! If the Islamic Republic sees action from the other side, it will act too," the Leader stressed, according to the Khamenei.ir website. "We set the condition and the condition will not be retreated from," Ayatollah Khamenei underlined. "The domineering order has always looked for excuses against the Islamic Revolution. One day it's human rights, once vilifying theocracy, once the nuclear issue and once

regional issues. They're all excuses. The key concern is that Iran won't give in to their domination," the Leader stated. In remarks earlier in February, Ayatollah Khamenei said Iran will resume honoring the nuclear deal in full only after the US has removed all sanctions on Tehran in a practical and verifiable manner.

The Leader has argued that the US and the EU3, who violated all of their JCPOA commitments, have no right to set conditions for

Iran. The three EU parties to the JCPOA – France, the UK and Germany- have not taken any practical measure to honor the deal after the US' unilateral withdrawal from the accord, urging Tehran to remain committed to the agreement. The new US administration has also refused to lift the anti-Iranian sanctions imposed by its predecessor and has set conditions for a return to the agreement that Donald Trump scrapped in 2018.

Biden to downgrade ties with Bin Salman

According to the latest announcement of the White House, US President Biden is to decrease ties with Bin Salman and to revise Washington-Riyadh relations.

Biden intends to "recalibrate" the US relationship with Saudi Arabia and will emphasize outreach to King Salman, in a move that signals a downgrade in ties with Crown Prince Mohammed Bin Salman, Bloomberg reported.

It is the latest sign Biden's team is taking a different track from former President Donald Trump toward the world's largest oil exporter. Trump established close ties with Prince Mohammed and made Saudi Arabia the centerpiece of his strategy toward the Middle East after taking his first trip abroad as president there.

"We're going to recalibrate our relationship with Saudi Arabia," Press Secretary Jen Psaki told reporters on Tuesday. "Part of that is

going back to engagement counterpart-to-counterpart. The president's counterpart is King Salman."

Instead of engaging primarily with Biden, the crown prince's most appropriate counterpart is Defense Secretary Lloyd Austin, according to a person familiar. While Prince Mohammed's official role is deputy prime minister and defense minister, he has a vast range of responsibilities as heir to the throne. His father, 85, has held since 2015. The changes suggest US-Saudi relations will return to "more structured, routine channels," according to Aaron David Miller, a senior fellow at the Carnegie Endowment for International Peace and a former Mideast official at the State Department. "This is a slapdown of MBS, who the administration views as reckless and ruthless."

The crown prince became a pariah in much of official Washington after the 2018 killing of Washington Post columnist Jamal Khashoggi inside the Saudi consulate in Istanbul. An

investigation by a United Nations special rapporteur implicated senior Saudi officials who reported directly to the crown prince, an accusation rejected by the kingdom's officials.

Trump and his administration, in particular, his son-in-law Jared Kushner, remained close to Prince Mohammed after the murder and avoided blaming him for it.

Avril Haines, Biden's director of national intelligence, has vowed to release an unclassified CIA report into Khashoggi's killing that is likely to embarrass the crown prince.

A White House official, who asked not to be identified discussing the change, said Psaki's comments signal a return to the long-standing diplomatic process.

Saudi Arabia this month freed prominent Saudi women's rights activist Loujain Al-Hathloul after nearly three years in jail as Biden's team stepped up pressure over rights.

News

WMDs have no place in Iran's defense doctrine: Rouhani

Iran's President Hassan Rouhani said on Wednesday that the Islamic Republic is determined that weapons of mass destruction (WMDs), including nuclear weapons, have no place in the country's defense strategy.

Rouhani made the remarks at a cabinet meeting, arguing that the Islamic Republic does not want to have nuclear weapons and it does not want to use such a weapon at all.

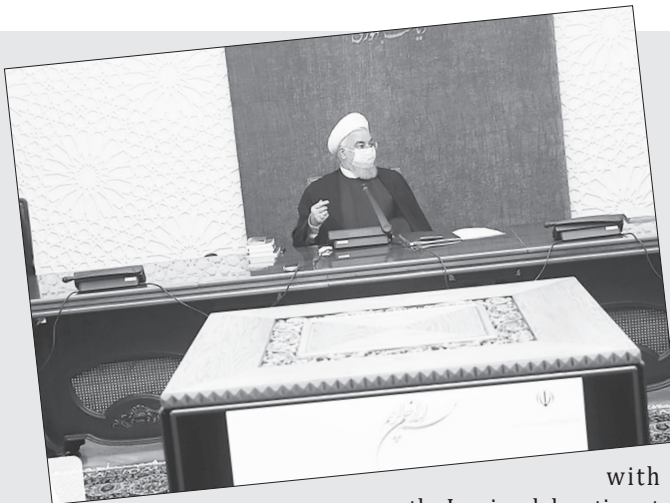
This is not a new or recent decision, because Supreme Leader of the Islamic Revolution Ayatollah Seyyed Ali Khamenei and late Ayatollah Akbar Hashemi Rafsanjani underlined nearly 30 years ago that the Islamic Republic will not pursue nuclear weapons, but the country seeks nuclear technology for peaceful purposes because this is Iranians' right, the president noted.

Iran not after concealed nuclear activity
Iran is a signatory to the Non-Proliferation Treaty (NPT), Tehran has a

safeguard agreement with the International Atomic Energy Agency (IAEA) and the country has implemented the agreement; therefore, the Islamic Republic is determined not to pursue a concealed nuclear activity, he noted.

"Whatever the US, Europe and the UN want, even if the whole world tells us that Iran should have nuclear weapons, our determination would not alter; our decision is the same viewpoint that the Supreme Leader declared as his decree and that is the promise that we made under the NPT and the Safeguard Agreement," Rouhani added.

The Islamic Republic has always proven that it will abide by all its commitments and accords, including the nuclear issue, the head of the government of prudence and hope mentioned. The JCPOA has been the result of months of negotiations between Iran and six world powers, he said, adding that the path to reach the international agreement was not easy and that Tehran supports the deal in its initial form, which was signed in 2015, and it will not accept any change. After former US President Donald Trump under Israeli, Saudi and American lobbyists pulled out his country from the JCPOA in 2018, he tried to hold talks



with the Iranian delegation at the UN General Assembly in New York, but the Iranian delegation dismissed such a demand, underlining that the Islamic Republic accepts the JCPOA without any alternation, Rouhani added.

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Thursday, February 18, 2021, No. 722

No changes created in Iran's nuclear strategy: Iran UN envoy

Iran's Ambassador and Permanent Representative to the United Nations said that no change has taken place in Iran's nuclear strategy. Speaking in an interview with Euronews on Tue., Majid Takht-Ravanchi said that Islamic Republic of Iran, as a Nonproliferation Treaty (NPT) member, should enjoy the advantages and benefits of peaceful use of nuclear power. Different IAEA reports prove that Iran has been fully cooperating with the agency, he underlined. When the US illegally pulled out of the JCPOA, the other remaining participants called on Iran not to behave the same way as the US and not to withdraw from the deal as they would compensate for Iran's losses, he said. Iran waited a year in this regard, but nothing happened in reality, he said, adding that at that point, Iranian government decided to reduce its commitments in a multi-stage way; the same was carried out under Article 36 of the UN Security Council.



Headlines

WMDs have no place in Iran's defense doctrine: Rouhani

Iranian Vaccine Proves %100 Effective against UK Coronavirus Variant: Official

Iran's foreign trade exceeds 6.7\$ billion

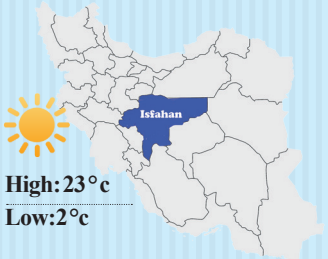
CALL TO PRAYER TIME IN ISFAHAN

Morning call to prayer :
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Noon call to prayer :
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Evening call to prayer:
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WEATHER



Iran's JCPOA measures based on distrust in West

Iran's deadline for an easing of sanctions is looming and within a week, if the US refuses to do so 'in action', Tehran will cease its voluntary measures in IAEA inspections. That would be another chapter in distrust between Iran and the West. Iran's Ambassador and Permanent Representative in Vienna said that he handed Tehran's letter to the IAEA to inform the nuclear watchdog of termination of Iran's voluntary measures under the JCPOA. He said that the measure is taken in accordance with a law passed in Iranian parliament that obliges the government to end the voluntary implementation of the Additional Protocol and protect Iran's rights under Paragraph 26 and 36 of the JCPOA.



Leader: Iran Counts on Action Regarding JCPOA, Not Words

Bad breath in children

Imagine a cute face. And then imagine bad breath! Not so appealing, is it? Bad breath is annoying at any age, and if it is associated with a baby, it reduces his cute quotient. Bad breath is not uncommon in toddlers. Most times poor dental health habits are the reason, but there are other causes too. The good news is that there are no serious repercussions in most cases.

Bad breath, or halitosis, in children is often the result of bacteria building up between teeth or on the back of the tongue. In other cases, certain foods that your child eats, sinus conditions, improper dental hygiene or an underlying medical condition might be the culprit.

Poor brushing and flossing habits

One of the most common causes of bad breath in children is simply the lack of good oral hygiene. Young children especially, are not always consistent in their brushing and flossing habits, either because these activities have not yet become an ingrained habit, or they lack the dexterity to brush and floss correctly. Poor flossing in particular can cause bad breath, as bacteria that remains between teeth cause a bad odor. Parents should work with their children on how to floss their teeth to insure they're doing a good job in removing all food and bacteria that can cause bad breath. The flossers on a stick are a great tool to try!

Preventing Smelly Breath for kids

So what's parents should do for their kid? Take care of your kid's mouth by brushing the teeth at least twice a day and flossing once a day. Brush the tongue, too, because bacteria can grow there. Flossing once a day helps get rid of particles wedged between the teeth. Also, visit a dentist twice a year for regular checkups and cleanings.

Not only will your kid get a thorough cleaning, the dentist will look around his/her mouth for any potential problems, including those that can affect breath. For example, gum disease, also known as periodontal disease, can cause bad breath and damage the teeth. If you're concerned about bad breath of your kid, tell the doctor or dentist. Smell is one

way doctors and dentists can help figure out what's causing the problem. The way a person's breath smells can be a clue to what's wrong. For instance, if someone has uncontrolled diabetes, his or her breath might smell like acetone (the same stuff that's in nail polish remover).

If your kid has bad breath all the time and the reason can't be determined by your dentist, he or she may refer you to a doctor to make sure no other medical condition could be causing it. Sometimes sinus problems, and rarely liver or kidney problems, can cause bad breath. Usually, there's a less complicated reason for bad breath — like what you had for lunch. So keep up with your brushing and flossing and you should be breathing easy — and odor free!

How To Get Rid Of Bad Breath In Toddlers?

Oral health is the key. The best thing to do is to generate more saliva and reduce bacterial growth. Take the following steps to deal with bad breath in your toddler:

- Teach your tot to brush his or her teeth well to fight bacteria. Brushing after every meal with a soft toothbrush would remove the food stuck in the teeth, preventing decay.
- Keep your toddler's tongue clean using soft cleaners.
- Get your baby to drink more water. It helps in enhancing the production of saliva.
- Use a non-abrasive toothpaste. Use an American Dental Association-accepted fluoride toothpaste.
- Floss your little one's teeth every day to remove the odor-causing food particles from the teeth.
- To effectively clean the debris and plaques, use a new toothbrush every three months.
- Frequently wash his hands using soap.
- If he is habituated to sucking his fingers, wash his toys and other objects often.
- Sterilize his pacifier, if he uses one.

Do not use mouthwash for your toddler. He will find it difficult to spit and swish. Moreover, mouth washes only cover the underlying problem. Many types of mouthwash use alcohol, which is just a masking agent. They only worsen bad breath by promoting dry mouth conditions.

Russia Can Switch to 'Active Containment' Policy If US Keeps Putting Pressure: Moscow

Russia can switch to the "active containment" policy if Washington does not abandon its hostile policy of putting pressure on Moscow, deputy foreign minister Sergey Ryabkov said.

At the same time, if the United States attempts to disrupt the work of the Russian diplomats and embassy staff — by making it hard to obtain visas, for instance, — "they will get the same thing in response, we'll find a way to respond," Ryabkov said.

"Regardless of their sanctions, we will not abandon the constructive agenda in our relations with the US. However, we cannot implement this on our own. If the US policy remains unchanged, if it keeps prioritizing pressure, then we will pursue the policy of active containment of the US on all fronts," Ryabkov warned.

According to the Russian diplomat, the containment policy will include steps to counter sanctions and "US attempts to have influence on our domestic processes." Moscow will also internationally promote the idea that "a multipolar world is not some abstract concept, there is an alternative to the US dictatorship, the policy of consolidating sane forces in the international community to counter the US foreign policy and information aggression," he said in an interview with Sputnik.

"The so-called American rhetoric has long lost elements of correspondence to reality, it has lost signs of common sense ... I cannot remember assessments and stances that would be more vicious and divorced from reality than those promoted by the US

propaganda machine through government-controlled media outlets ... This reflects fundamental hostility to Russia, and we will counter this," Ryabkov added.

Moscow is ready to work with US President Joe Biden and his team to resolve issues related to the two countries' diplomatic missions, Sergey Ryabkov said.

The Russian Foreign Ministry has said recently that the US State Department showed readiness for dialogue to solve issues related to the work of the two countries' diplomats.

"We are getting ready for this dialogue, we are currently working through our embassies, passing the documents and speaking to Americans here, and the same thing is going on in Washington via the embassy and the State Department. But, apart from the communication via diplomatic channels, it is important to prepare a sort of tangible basis to organize specialized consultations, for a special round of talks. It may even be between the agencies," Ryabkov said.

At the same time, if the United States attempts to disrupt the work of the Russian diplomats and embassy staff — by making it hard to obtain visas, for instance, — "they will get the same thing in response, we'll find a way to respond," Ryabkov said. "Probably even asymmetrically, there should be no doubt about that," the diplomat added.

Blinken invited to meet EU FM to discuss 'Tehran'

US Secretary of State Tony Blinken has invited to a meeting with EU foreign affairs ministers to discuss Iran and other foreign-policy issues.

EU diplomats say US Secretary of State Antony Blinken has been invited to a video conference with foreign affairs ministers Monday, but Washington had no immediate comment on whether he'd attend, POLITICO

reported.

If confirmed, Blinken's participation in the Foreign Affairs Council would be his first such discussions with counterparts from the bloc's 27 member countries, according to three EU diplomats. Two of the diplomats said China, Russia, Iran, and Turkey would be on the agenda. Neither the US State Department nor the European External Action Service immediately responded to requests for comment. US President Joe Biden will address

the Munich Security Conference and attend a virtual G7 leaders' meeting on Friday. His administration has called on EU countries to work as US allies on several critical international dossiers, including geostrategic and economic relations with China. The European Commission has presented a transatlantic plan to work with Biden's administration on issues ranging from technology to trade, after four years of strained ties under his predecessor, Donald Trump.

Oral health is the key. The best thing to do is to generate more saliva and reduce bacterial growth.

بازار کار

جهت درج آگهی های استخدامی خود در روزنامه اخبار اصفهان با شماره ۳۲۲۷۴۵۰۰ تماس حاصل فرمایید

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حقوق اداره کار، بیمه، قابلیت ارتقا شغلی
همزاد: ۰۹۳۲۵۱۸۸۹۴

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نوع همکاری: تمام وقت
با حداکثر سن ۳۵ سال
برای شیفت صبح و شیفت عصر
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تلفن: ۰۹۱۳۳۶۸۵۹۰۰ (Whatsapp)

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ساعت کار: ۸ تا ۱۳
ایمیل ارسال رزومه: iraniancorrosion@gmail.com

به یک نفر راننده دستگاه آسانسور تاش و پالکت جهت همکاری در اصفهان نیازمندیم.
تلفن: ۰۹۱۳۲۰۴۴۱۳

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ساعت تماس: ۹ تا ۱۶
آدرس: محدوده چهارراه رودکی
تلفن: ۰۹۱۳۰۰۷۹۶۱، ۰۹۱۳۰۰۴۴۲۷۰۹

گروه هما صنعت اصفهان واقع در شهرک صنعتی دولت آباد اصفهان جهت تکمیل کادر خود به حسابدار خانم مسلط به نرم افزار پارسیان نیازمند است.
با حقوق و مزایای کامل
ساعت کار: ۸ تا ۱۳
تلفن: ۰۹۱۳۱۳۹۸۰۱۰، ۳۳۸۸۰۱۰

به افراد واجد شرایط زیر جهت همکاری در اصفهان نیازمندیم:
۱- چرخکار ماهر و نیمه ماهر
۲- اتوکار
۳- وردست
۴- همکار بیرون سپار
آدرس: محدوده کوه، سه راه ملک شهر
تلفن: ۰۹۱۳۰۲۵۰۹۱۶

اپراتور تراش CNC (خانم / آقا)
استخدام در شرکتی معتبر دارای سابقه کار مرتبط
۰۹۹۱۱۹۹۷۹۴
استخدام محتواگذار با حقوق ثابت در یک شرکت معتبر در اصفهان
نوع همکاری: پاره وقت
آشنایا با قطعات و بردهای الکترونیکی
آشنایه به زبان انگلیسی
جهت کار در دفتر فروش قطعات الکترونیکی
حقوق ثابت
محل کار اصفهان خیابان ملاقاتی
۰۹۲۳۴۶۶۳۰ (Whatsapp)، ۰۳۱۳۲۲۶۶۲۰

استخدام عکاس خانم با حقوق توافق در آتلیه سنتی و اسپرتر لکچر در اصفهان
نوع همکاری: تمام وقت، پاره وقت
مسئله به عکاسی، با ظاهر مرتب و آراسته
خلای و ایده پرداز، خوش اخلاق و صبور
حقوق توافقی، محیطی زیبا و آرام
(Whatsapp) ۰۹۱۴۲۰۳۱۸۳۲

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اولین روزنامه اقتصادی دو زبانه استان اصفهان

مسابح امتیاز و مدیر مسئول: رضا محزونیه

سر دبیر: مرصیه ربیعی

دفتر اصفهان: میدان احمدآباد، ابتدای خیابان شهیدمفتح (بهرام) ساختمان حورا

تلفن: ۰۳۱-۳۲۲۷۴۵۰۰

روابطعمومی:تلفن:۰۳۱-۳۲۲۷۴۵۱۵، فاکس: ۰۳۱-۳۲۲۷۴۵۰۲

سازمان آگهی‌های اصفهان:۰۳۱-۳۲۲۷۴۵۱۸-۳۲۲۷۴۵۱۷-۳۲۲۷۴۵۱۲-۳۲۲۷۴۵۰۶-۳۲۲۷۴۵۰۳۱

فاکس بازرگانی اصفهان: ۰۳۱-۳۲۲۷۴۵۱۱-۳۲۲۷۴۵۰۷

چاپ: مصمیم تلفن و فکس: ۰۲۱-۴۴۵۳۳۷۲۵

امور مشترکین اصفهان: ۰۳۱-۳۲۲۷۴۵۰۸

مدیران موفق و بزرگ، سریع تر فکر می کنند؛

سریع اما بدون خشم!

به نظر شما رفتار تکانشی سبب می شود مدیر بزرگی باشید؟ رفتار تکانشی رفتاری است که فرد در شرایط برانگیختگی آنی بروز می دهد و شاید پس از مدتی دچار پشیمانی شود. با ما همراه باشید.

تصور کنید قصد شرکت در جلسه‌ای را دارید و قرار است در مورد محصولی برای سرمایه گذاران صحبت کنید. بدون شک در این جلسه توسط سرمایه گذاران سنجیده می شوید و آن‌ها مهارت‌های مدیریت و اهداف کارآفرینی تان را مورد قضاوت قرار می دهند. اولین سوالی که برایتان ایجاد می شود این است که سرمایه گذاران چه انتظاری از شما دارند و چه نوع مدیریت را ترجیح می دهند؟



آیا به دنبال فردی دوراندیش هستید که درباره همه چیز مشورت می گیرد؟ یا فرد نترسی را می‌خواهید که از روی غریزه کار می‌کند؟ دانیل کامن، نویسنده کتاب

«تفکر سریع و کند» و برنده ی جایزه نوبل می‌گوید اگر می‌خواهید سرمایه گذاران شما را مدیری بزرگ بدانند و به شما اعتماد کنند، ویژگی‌های یک فرد نترس و جسور را داشته باشید. به گفته کامن وقتی در حال پیشرفت هستید، تصمیم گیری سریع و بدون تفکر یک نقطه ضعف محسوب می‌شود اما زمانی که به نقطه بالایی برسید تمام قوانین تغییر خواهند کرد. فکر می‌کنید

چرا مدیرانی که سریع فکر می‌کنند جذابیت بیشتری دارند؟ اگر مدیری برای تصمیم گیری مشورت کند تاثیرگذار خواهد بود؟

در ادامه مقاله به شما می‌گوییم چرا مدیرانی با طرز تفکر سریع موفق تر هستند

۱. تسلط بیشتری روی مسائل دارند
فرد تیر خورده‌ای را تصور کنید که به اورژانس بیمارستان منتقل شده است. شدت خونریزی بسیار بالاست و ممکن است فرد بمیرد. قطعا در این شرایط نمی‌توان به پزشکی اعتماد کرد که کتاب دانشگاهی خود را باز کرده و براساس نوشته‌ها اقدام می‌کند. در این موقعیت پزشکی نیاز است که سریع تصمیم گیری کرده و

اگر مهارت سریع فکر کردن ندارید، ارتباط چشمی برقرار کنید زیرا ارتباط چشمی و صداقت نسبت به موفقیت‌های شما در این موقعیت بسیار مهم است.
خوبی برای جلب اعتماد طرف مقابل است.

در کمترین زمان ممکن مهارت‌های خود را برای بیرون آوردن گلوله به کار بیند.

اگر قادر نیستید در شرایط بحرانی تصور کنید مهارت‌های خوبی برای انجام کار دارید، لازم است مهارت‌های واقعی را در خود پرورش دهید. تجربه و مهارت نیازمند تفکر سریع و تلاش واقعی شماست. سوالات احتمالی درباره مسائل مالی، هزینه‌های کسب و کار و هر چیزی که فکر می‌کنید در جلسه با سرمایه گذار بیان می‌شود را تمرین کنید. بدین ترتیب آمادگی بیشتری داشته و می‌توانید بدون فکر کردن به سوال‌های سرمایه گذار پاسخ دهید.

۲. کاریزماتیک به نظر می‌رسند
«افرادی در سال ۲۰۱۵ میلادی تحقیقی با عنوان «افرادی با طرز تفکر سریع، سنجیده تر حرف می‌زنند» انجام شد و این نتیجه

به دست آمد افرادی که زودتر به سوالات پاسخ داده‌اند، بدون توجه به میزان IQ و دانش عمومی کاریزماتیک‌تر از کسانی هستند که به زمان بیشتری برای پاسخ دهنده نیاز داشتند. کاریزما به معنای خصوصیات برتری است که دیگران بیشتر می‌پسندند.

سریع فکر کردن تنها ویژگی نشان دهنده کاریزماتیک بودن یک نفر نیست، اما زمانی که به نقطه بالایی برسید تمام قوانین تغییر خواهند کرد. فکر می‌کنید کاریزما را به سه دسته تقسیم بندی می‌کند. اگر این سه مورد را در صحبت‌های خود در نظر بگیرید، حتی کاریزماتیک از افرادی با طرز تفکر سریع به نظر می‌رسید:

–**قالب بندی**
موضوعی که می‌خواهید بیان کنید را به شکل داستان و استعاره قالب بندی کنید.

–**تاثیرگذاری**
به رویاهایتان اشاره کنید و آن‌ها را به اهداف و رویاهای دیگران ربط دهید تا تاثیرگذارتر به نظر برسید.

–**استفاده از تاکتیک**
با تغییر لحن صدا و حرکات بدن، توجه مخاطبان را به صحبت‌های خود جلب

استارت آپ «هیج» هم‌بنیانگذار وان پلاس، برند اسنشال را تصاحب کرد

تنها چندین هفته از راهاندازی استارت‌آپ جدید هم‌بنیانگذار وان پلاس به نام «هیج» (Nothing) می‌گذرد، اما حالا مشخص شده این استارت‌آپ برند «سنشال» که توسط خالق اندروید یعنی «آندی رابین» تأسیس شده را تصاحب کرده است. «کارل پی» در زمان معرفی استارت‌آپ جدیدش از معرفی محصولات متنوع توسط آن خبر داده بود. هیج در حقیقت می‌خواهد یک اکوسیستم ایجاد کند و به همین علت باید دستگاه‌های مختلفی را روانه بازار کند که البته اولین آن‌ها، چندین ایرپاد بی‌سیم خواهد بود که در ماه‌های آینده از راه می‌رسند. حالا به نظر می‌رسد این استارت‌آپ می‌خواهد در بازار گوشی‌های هوشمند هم حضور داشته باشد چرا که طبق اسناد موجود در دفتر مالکیت معنوی بریتانیا، آندی رابین مالکیت برند اسنشال را به استارت‌آپ «Nothing Technologies Limited» کارل پی واگذار کرده. فرایند تصاحب برند ۲۱ آبان آغاز شده و در تاریخ ۱۷ دی تکمیل شده است.

طبق اسناد، تمام نام‌های تجاری و لوگو اسنشال در اختیار استارت‌آپ کارل پی قرار دارد. با این وجود نمی‌دانیم چه آینده‌ای در انتظار پتنت‌های تحت مالکیت اسنشال خواهد بود. اگر چه تصاحب برند اسنشال تضمینی برای ورود هیج به بازار موبایل نخواهد بود، اما می‌تواند نشان دهنده تمایل آن به تولید گوشی باشد. اسنشال که در بازار گوشی‌های هوشمند به موفقیتی دست پیدا نکرد و اوایل سال گذشته میلادی تعطیل شد، در حال توسعه چندین محصول جدید از جمله هاب خانه هوشمند و اسپیکر با سیستم عامل «Ambient OS» بود.



۴. **تحت فشار، آرام به نظر می‌رسند**

واکنش نشان دادن تحت استرس باعث بروز یکی از سه رفتار جنگ، گریز یا توقف خواهد شد. معمولاً از مدیران انتظار می‌رود شجاع بوده و بهترین تصمیم‌گیری‌ها را داشته باشند. سریع فکر کردن نشان می‌دهد یک مدیر در شرایط سخت جانی زند. اگر نمی‌توانید سرمایه گذار را با کلمات و جملات سریع تحت تاثیر قرار دهید، این کار را با عمل انجام دهید. آرام بودن، محکم و قاطع صحبت کردن و آرام نفس کشیدن نشان می‌دهد روی خود و شرایط موجود مدیریت کنید حتی اگر این احساسات واقعی نباشد.

۵. **قابل اعتماد هستند**
سرمایه گذاران سعی می‌کنند با طرز تفکر واقعی یک مدیر یا کارآفرین آشنا شوند نه طرز تفکری که به صورت نمایشی اجرا می‌شود. فردی که به سوالات سریع پاسخ می‌دهد معمولاً طرز تفکر واقعی خود را نشان می‌دهد. هر چقدر زمان پاسخ دهی کمتر باشد یعنی مغز پردازش کمتری روی پاسخ داشته و حرفی که زده می‌شود تفکر واقعی اوست.

واکنش نشان دادن تحت استرس باعث بروز یکی از سه رفتار جنگ، گریز یا توقف خواهد شد. معمولاً از مدیران انتظار می‌رود شجاع بوده و بهترین تصمیم‌گیری‌ها را داشته باشند

استارت آپ

با «سنو» کسب و کارتان را متحول کنید

هریازید ۱۰۰٪ منجر به فروش محصولات یا خدمات شما خواهد شد. اما با ارائه یک فضای مناسب محتوایی می‌توانید بطور قابل توجهی فروش تان را افزایش دهید. حتی در شرایط اقتصادی کنونی که کرونا بخش عظیمی از اقتصاد دنیا را فلج کرده است و اغلب کسب و کارها به دنبال راهی برای ادامه فعالیت هایشان را به صورت دور کاری و در خانه هستند. می‌تیمیم که کسب و کارهای آنلاین نه تنها پراحتی بحران کرونا را پشت سر نهاده اند، بلکه به سوددهی بی نظیری نیز رسیده اند. دور کاری بالاخص برای سنو کارها پدیده ی نا آشنایی نیست، چرا که اکثر سنو کارها در دورانی از زندگی شان دور کاری را تجربه کرده اند.

اما چرا به یک سنو کار حرفه ای نیازمندیم؟ کاربران اکثر سایت ها نیازهای خود را از طریق موتورهای جستجو، پیدا می کنند و به ندرت پیش بیایید مستقیما آدرس سایت مقصد را وارد کنند. پس چه بهتر که سایت شما نیز جزء سایت های اول یک موتور جستجو باشد و البته هر چقدر سایت شما بهینه سازی و سنو شده باشد و در رتبه های بالا دست پیدا کرده باشد، نه تنها اعتماد بیشتری به مشتریان شما و بازدید کنندگان تان منتقل می کند، بلکه شانس انتخاب شما برای ارائه خدمات از سمت مشتریان به شدت بالا خواهد بود و در نتیجه تجربه ی کاری بهتری برای شما خواهد بود. این روش نه تنها از سایر روش های بازاریابی ارزان تر خواهد بود، بلکه خود یک استراتژیک بلند مدت برای کسب و کار شماست، یک سرمایه گذاری بلند مدت که بتوانید در کلمه هایی که مربوط به شغل شما است، در سال های آینده ی فعالیت تان، اولین باشید. براساس مطالعات انجام گرفته توسط مجله Search Engine. نرخ موفقیت و انعقاد قرارداد در مواردی که از طریق سنو به کسب و کار شما جذب شده اند ۱۴۶ درصد است، درحالی که خروجی موفق دیگر روش ها (مانند ایمیل مستقیم، تبلیغات چاپی و...) ۱۰۷ درصد است.

بنابر این بهره گیری از سنو و بهینه سازی سایتی حرفه ای، به شما امکان پیشرفت سریع در حوزه فعالیت تان را خواهد داد و کسب و کارتان را به سرعت در جایگاه های صفحه اول گوگل قرار خواهد داد. به یاد داشته باشید، بهره گیری هر چه بیشتر فوت و فن های کسب و کار به شما کمک بسزایی خواهد کرد. شاید بی رقیب نباشید، اما قطعا می‌توانید بهترین باشید!