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International Association of Voice Stress Analysts (IAVSA)

About the IAVSA

The IAVSA, established in 1995, is a professional training organization serving the needs of law enforcement agencies, licensed security agencies, corporate & industrial security departments, and professional private examiners. We are the oldest Voice Stress Analysis (VSA) training association in existence. We are the only training provider to offer a dual certification for both the VIPRE Voice Stress Analyzer and the CVSA®.

The IAVSA maintains high standards in regards to the personal/professional background and quality of its instructors. In addition, our instructors are also members of the International Law Enforcement Educators & Training Association, commonly referred to as ILEETA.

Peace Officer Standards and Training (P.O.S.T.) Certification

The IAVSA, as a matter of record has received approval from the Arkansas Commission on Law Enforcement Standards and Training (CLEST) for our VSA training program. Arkansas examiners who attend IAVSA training receive POST credit for attending our VSA classes. We are also POST certified in the state of Missouri, allowing Missouri examiners to receive credit for attending IAVSA classes.

The IAVSA welcomes comments, concerns, or inquiries about either our training courses or our journal of credibility assessment techniques.

How to Contact Us:

Phone: (800) 349-7410

Email: lesupportservices@iavsa.com

Website: <https://iavsa.com>

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Due Diligence: Why Is It Needed?

by Lawrence Rice, VSA Instructor, VIPRE Technology Group, LLC
June 2024

Due Diligence

Due diligence can be described as the care a reasonable person exercises to avoid harm to themselves, other persons or their property; research and analysis of a company or organization done in preparation for a business transaction.^{1,2} Though this type of action is normally seen with corporation mergers and high dollar transactions, it can be applied to any agency or department that is preparing to purchase equipment or services. Due diligence is also considered a systematic way to analyze and mitigate the risk from a business or investment decision. In addition to preventing financial disasters, due diligence can help prevent embarrassment and legal dilemmas that can arise from working with or patronizing a business that has a negative reputation.^{3,4} At a minimum it can help alleviate and even prevent “buyer’s remorse.” Something to keep in mind is the process is there to protect you, most importantly from a legal standpoint.⁵ To epitomize this, there is also an old Latin phrase known as “Caveat Emptor,” which loosely translates out to that the buyer alone is responsible for assessing the quality of a purchase before buying.⁶

Conducting Due Diligence

While conducting a due diligence investigation, and yes it should be considered an investigation, one should have a plan and/or a checklist so as not to overlook anything. Depending on the type of transaction and/or purchase that an agency or department is planning will most likely dictate the extent of the due diligence investigation. For most agencies and departments, a simple search on the internet will identify enough information to allow for a reasonable common-sense decision on whether to purchase equipment or services from a vendor.^{7,8,9} Failure to properly checkout a vendor or provider of a specific service could lead to buyer remorse for an agency or department. Once funds have been spent, it’s not always easy to get them back.

What To Look For

What should an agency or department be concerned with in deciding whether or not to purchase equipment or services from a specific vendor. The following list is by no means complete; however, should provide a starting point in the due diligence process:

¹ Definition of DUE DILIGENCE. (2024, April 1). Retrieved April 3, 2024, from <https://www.merriam-webster.com/dictionary/due+diligence>.

² Due diligence. (2024, March 27). Retrieved April 3, 2024, from <https://dictionary.cambridge.org/dictionary/english/due-diligence>.

³ Due Diligence. (n.d.). Investopedia. Retrieved April 3, 2024, from <https://www.investopedia.com/terms/d/duediligence.asp>

⁴ Due Diligence: What you need to know? | LexisNexis. (n.d.). Retrieved April 2, 2024, from <https://www.lexisnexis.com/en-int/glossary/compliance/what-is-due-diligence>

⁵ Due Diligence Types, Roles, and Processes | Smartsheet. (n.d.). Retrieved April 2, 2024, from <https://www.smartsheet.com/due-diligence-guide>

⁶ The American Heritage® Dictionary of the English Language, 5th Edition. Retrieved April 16, 2024, from <https://www.wordnik.com/words/caveat%20emptor>

⁷ Due Diligence. (n.d.). Investopedia. Retrieved April 3, 2024, from <https://www.investopedia.com/terms/d/duediligence.asp>

⁸ Due Diligence Types, Roles, and Processes | Smartsheet. (n.d.). Retrieved April 2, 2024, from <https://www.smartsheet.com/due-diligence-guide>

⁹ Due Diligence: What you need to know? | LexisNexis. (n.d.). Retrieved April 2, 2024, from <https://www.lexisnexis.com/en-int/glossary/compliance/what-is-due-diligence>

1. How long has the vendor been in business? keep in mind a vendor that is new may still be a good option; there just needs to be a little more diligence when considering them for a purchase or services.
2. How does the vendor's product or services compare to the competition? not only in price but in functionality. Paying more for a product or service does not always equate to you receiving the best.
3. Does the vendor provide after the sale support? how receptive is the vendor to making things right after the sale, if something goes wrong. Asking for references would be one way of obtaining answers to this question.
4. Is the vendor going through, or have ever been under bankruptcy proceedings? if so, this could indicate poor business management and a questionable future for the vendor.
5. What is the overall reputation of the vendor that is being considered? take into consideration what other agencies or departments have to say about doing business with the respective vendor. Be sure to not rely on just a single comment.
6. Does the vendor have a history of legal troubles? e.g., has the vendor been sued, or been involved in legal litigation over their product or services. This could also indicate a questionable future for the vendor.

These are just a few of the possible questions to consider when doing a due diligence investigation. As stated earlier, the internet is good place to start.¹

¹ Rice, L. (2024, April 4). Curriculum vitae. LinkedIn Profile. Retrieved April 4, 2024, from <https://www.linkedin.com/in/lkr3515/>.

The Right Question Would Find the Truth

by Riaan Braxton, Director, CHASE Pty Ltd
June 2024

About the Author

Riaan has been a member of the American Polygraph and Voice Stress Association since 2013, and is qualified in both polygraph and voice stress analysis. He worked as a warrant officer in the South African Police Service before undergoing credibility assessment training in South Africa, and has subsequently tested thousands of people over the past 11 years. Riaan has successfully testified in South Africa's Supreme Court, Magistrate Courts and Labour Court of South Africa giving evidence on numerous written confessions he received during investigations. Riaan has worked in eight different countries in Africa and the Middle East. His business is called CHASE, which means the pursuer of truth. Riaan has dedicated his life to pursue truth and his logo reflects his belief: The pursuit of truth, is the chase of a lifetime.

The Importance of Asking the Right Question to Find the Truth:

I am sure that we, as examiners, have many times encountered an investigation where our moral compass is tested. We currently live in a society where common sense is no longer common and where intelligent people must make way for stupidity just in order not to offend. We are bombarded with human rights and accusations of racism, feminism, sexism, political differences, sexual orientations, etc. And many times, we must conduct a test on a person that we feel we actually dislike or we dislike their belief or we strongly condemn the action that they are being accused of.

These factors, whether we believe it or not, do play a massive role in how we conduct ourselves during the test and also how we may construct our questions. Our ability to move these prejudices aside enables us to get to the real issues and find the truth that we are all so diligently pursuing.

To demonstrate this point, kindly allow me to share a recent case we investigated. I was asked to assist in a case where a contractor to an international retail outlet was accused of racism, because he used a word that is completely taboo within the context of South Africa. The contractor was in a verbal altercation with a security officer and the security officer accused him of calling him this unacceptable term. The contractor denied it and offered to undergo a polygraph test to prove his innocence.

The polygraph examiner was uncomfortable verbalizing the exact word that the contractor used during the altercation and rather worded his questions along the lines of: "Have you used abusive language towards the security officer." The contractor failed his test and requested a second opinion, because he was adamant that he was not guilty.

The report was forwarded to my office for a review and we felt that the real issue was not addressed. We recommended that another test be done where the real issue is addressed, namely: "Did you call the security officer a ...". The contractor admitted in his pre-test interview that he

swore at the security officer and therefore it would make sense that he would fail a test on “abusive language.”

I have seen it a few times over the years where examiners felt uncomfortable with naming an issue on its name. I believe that the question: “Did you sexually assault Mary?” is not the same as: “Did you rape Mary?” I do agree that sexual assault may be a component of rape, but to soft tone the issue is a defect on the side of the examiner.

As an examiner, we are not allowed to be influenced by our prejudices. We have to lay it down to connect with a subject on a level where the truth can be found.

I remember a case, in the beginning stages of my career, where two gay men brutally murdered an elderly gay man, because he mentioned both of them in his will. When I started the investigation, I found it very difficult to move my prejudice aside, because of my Christian values and the resentment I felt for their lifestyle. Once I started to move that aside, I could connect with my subject and obtain a written confession, which caused the truth to be exposed and justice to be served.

Find the real issue on the table; even if it goes against your belief, put you out of your comfort zone, challenge your value system and question your place in society. That will distinguish you from your subject; the fact that you can go where he hid the truth.¹

¹ Braxton, R. (2024, May 29). *Curriculum vitae*. LinkedIn Profile. Retrieved May 29, 2024, from <https://www.linkedin.com/in/riaan-braxton-08103538/>.

The Need for Extreme Vetting in America

by Lawrence Rice, VSA Instructor, VIPRE Technology Group, LLC
June 2024

Originally published March 9, 2017 on LinkedIn's Pulse
(<https://www.linkedin.com/pulse/need-extreme-vetting-america-larry-rice-1/>)

The following article on the importance of vetting immigrants and refugees is more relevant today with America's border crisis than it has ever been.¹ Whether one is conducting biometric testing to establish veracity, or simple screening/vetting, there needs to be an established protocol.²

Importance of vetting

The purpose of vetting an immigrant or refugee is to determine their potential to assimilate into American culture, and ultimately their suitability for United States (U.S.) citizenship.³ Determining this suitability involves learning as much about an applicant as possible. This can only happen if we ask the right questions during the vetting process. Depending on the answers given, a preliminary determination can be made towards future success of an applicant in regards to their assimilation into American culture. Unfortunately, unsuitable individuals like terrorists or individuals who have or are inclined towards supporting terrorists could easily provide false information and thwart the vetting process. Most folks would agree that anyone can be coached to successfully pass a screening interview; therefore, it is paramount the veracity of an applicant's information be established.⁴

Knowing an applicant's history

Knowing what an applicant has been involved in prior to coming to the U.S. is vital in establishing what type of person they are. Applicants who have been involved in war-crimes or other atrocities need to be identified. Additionally, any pattern of criminal behavior needs to be explored in depth.⁵

Why care what an applicant believes in?

Determining the ideological beliefs of an applicant provides the basis for defining their suitability to assimilate into American society. Beliefs that are contrary to American society may hinder an applicant's ability to assimilate, which include:⁶

¹ Factsheet: Final FY23 numbers show worst year at America's borders-ever – committee on homeland security. Committee on Homeland Security FACTSHEET Final FY23 Numbers Show Worst Year at Americas Borders Ever Comments. (2023, October 26). <https://homeland.house.gov/2023/10/26/factsheet-final-fy23-numbers-show-worst-year-at-americas-borders-ever/>

² Rice, L. (2016, January 19). Vetting Immigrants and Refugees: Stopping the Terrorist Operative. Retrieved April 23, 2024, from <https://www.linkedin.com/pulse/vetting-immigrants-refugees-stopping-terrorist-operative-larry-rice>

³ Bennett, M. T. (1966). The Immigration and Nationality (McCarran-Walter) Act of 1952, as Amended to 1965. *The Annals of the American Academy of Political and Social Science*, 367, 127–136. <http://www.jstor.org/stable/1034850>

⁴ Rice, L. (2016, January 19). Vetting Immigrants and Refugees: Stopping the Terrorist Operative. Retrieved April 23, 2024, from <https://www.linkedin.com/pulse/vetting-immigrants-refugees-stopping-terrorist-operative-larry-rice>

⁵ The Avalon Project : Directive on the Identification and Apprehension of Persons Suspected of War Crimes or Other Offenses and Trial of Certain Offenders. (n.d.). Retrieved April 23, 2024, from <http://Avalon.law.yale.edu/imt/imtjcs.asp>

⁶ Radical Islam's Vision for America. (n.d.). Retrieved April 23, 2024, from <https://clarionproject.org/films/third-jihad/>.

- Applicants who hold a belief in an extreme or non-tolerant ideology.
 - These applicants are more likely to be susceptible to the influences of terrorism, and to supporting it.
 - The more an extreme or non-tolerant ideological belief influences an applicant, the greater the danger they may pose. This happens when an applicant spends time living in a country or region that either promotes or tolerates an extreme or non-tolerant ideological view. An applicant may have succumbed to either peer pressure or exposure to constant ideological rhetoric.
- Extreme and non-tolerant ideologies have certain corollaries in common:
 - An expressed hatred or intolerance of Americans, American society, or American culture.
 - Belief that America is responsible for problems in other parts of the world.
 - Loss of family, friends or countrymen from U.S. military involvement (actual or perceived).
 - An expressed empathy for organizations that promote violence.
 - A belief that sharia law (jurisprudence) should supersede or even replace U.S. law.
 - Family ties with extremism.

Establishing Veracity

Establishing the veracity of information obtained during an applicant interview should be paramount in the vetting process. Applicants coming from areas where records are either incomplete or do not exist at all pose the greatest challenge. This is where the vetting process should include non-traditional methods to assist in establishing the veracity of an applicant's history.^{1,2} For example, the U.S. Government and police agencies across the U.S. currently vet applicants by submitting them to a psychophysiological detection of deception examination. This technique helps identify false information that may be on an application.³ For this examination the U.S. Government limits itself to what is commonly known as the polygraph. Police departments however use both the polygraph and what is known as Voice Stress Analysis (VSA).⁴ Both the polygraph and the VSA work on the principal that when someone lies in response to a question wherein the consequence of jeopardy is significant, they will have a detectable emotional response to the question. It is these emotional responses that identify areas of concern to the examiner, and can then be followed up on during a post exam interview. Both the polygraph and VSA have been shown to be effective tools in determining the veracity of information and guiding the focus of an interview.^{5,6}

¹ Rice, L. (2016, January 19). Vetting Immigrants and Refugees: Stopping the Terrorist Operative. Retrieved April 23, 2024, from <https://www.linkedin.com/pulse/vetting-immigrants-refugees-stopping-terrorist-operative-larry-rice>

² Rice, L. (2016, January 19). Reducing Risk through Robust Employment Vetting. Retrieved April 23, 2024, from <https://www.linkedin.com/pulse/reducing-risk-through-robust-employment-vetting-larry-rice>

³ Harvey, W. (2012, March 12). Background Investigations Can Break You. Retrieved April 23, 2024, from <http://www.policemag.com/blog/careers/story/2012/03/background-investigations.aspx>

⁴ Martin, R., Hughes, D., & Rice, L.; (2016); *VIPRE Voice Stress Training Manual*; VIPRE Technology Group, LLC, Orlando, Florida

⁵ Martin, R. (n.d.). Vago-Sympathetic Voice Stress Analysis. Last accessed on 23 April 2024, from <https://www.vipretechnology.com/about/why-VIPRE-works.php>

⁶ Rice, L. (2024, April 4). Curriculum vitae. LinkedIn Profile. Retrieved April 4, 2024, from <https://www.linkedin.com/in/lkr3515/>.

Licensing of VSA Examiners - State of Arkansas

by James Hamilton, IAVSA Treasurer / Secretary
June 2024

The IAVSA has received inquiries regarding licensing of VSA Examiners for the State of Arkansas. The misconception is that law enforcement officers are EXEMPT from licensing with the state. This belief is NOT CORRECT. Any person that administers a Voice Stress Examination for law enforcement purposes, or in the private sector as for an attorney or a company MUST BE LICENSED as a VSA Examiner by the Arkansas State Police. The good news for law enforcement is the FEES are WAIVED, but all other requirements for licensing are still required.

This applies to all VSA Examiners in the State of Arkansas regardless of the VSA system you are using. Examples would be AVSAPRO VSA, Baker DVSA, NITV- CVSA, and VIPRE VSA systems. Your training certificate is also one of the application requirements.

It is important to note that law enforcement VSA examiners and private VSA examiners who conduct a Voice Stress Examination without an Arkansas State Police License are subject the penalties as indicated below:

This also would create other liability issues in a criminal or civil case if opposing counsel or other parties learned that a Non-Licensed VSA Examiner administered a test.¹

➤ **Subchapter 3 -- Voice Stress Analysis Examiners**
§ 17-39-310. Prohibited acts -- Penalties
Universal Citation: AR Code § 17-39-310 (2020)

- It is unlawful for a person to conduct a certified voice stress analysis examination unless that person holds a valid license as a voice stress analysis examiner issued by the Department of Arkansas State Police.
- A person who knowingly violates this subchapter or a person who falsely states or misrepresents that he or she is a properly licensed certified voice stress analysis examiner shall upon conviction be guilty of a Class A misdemeanor.

If any VSA Examiner or law enforcement agency or private agency has any questions about VSA Licensing please contact the Arkansas State Police at: (501) 618-8000.

The Arkansas VSA Examiner Application can be downloaded from:

https://www.dps.arkansas.gov/wp-content/uploads/pi_security_voice_stress_analysis_examiner_renewal_application_8222023.pdf

¹ 2020 Arkansas code: Title 17 - professions, occupations, and businesses: Subtitle 2 - nonmedical professions: Chapter 39 - polygraph examiners and Voice Stress Analysis Examiners: Subchapter 3 - voice stress analysis examiners: § 17-39-310. prohibited acts - penalties. Justia Law. (n.d.). <https://law.justia.com/codes/arkansas/2020/title-17/subtitle-2/chapter-39/subchapter-3/section-17-39-310/>

Polygraph and Voice Stress Analysis (VSA) Licensing by State

Retrieved from
<https://nebraskalegislature.gov/pdf/SurveyDocs/comparison1632923487.pdf>

VSA Licensing Requirements by State

State	Requires Voice Stress License	Attend Voice Stress School	Exam	Internship Required?	Fee	Notes
Alabama	No					
Alaska	No					
Arizona	No					
Arkansas	Yes	Yes	No	No	\$156	Background check required;
California	No					
Colorado	No					
Connecticut	No					
Delaware	No					
DC	No					
Florida	No					
Georgia	No					
Hawaii	No					
Idaho	No					
Illinois	No, for Law Enforcement Use					
Indiana	No					
Iowa	No					
Kansas	No					
Kentucky	NO					
Louisiana	No					
Maine	No					
Maryland	No					
Massachusetts	No					
Michigan	No					
Minnesota	No					
Mississippi	No					
Missouri	No					
Montana	No					
Nevada	No					
New Hampshire	No					
New Jersey	No					
New Mexico	No					
New York	No					
North Carolina	No					
North Dakota	No					
Ohio	No					
Oklahoma	No					
Oregon	No					
Pennsylvania	No					
Rhode Island	No					
South Carolina	No					
South Dakota	Yes	Yes	No	No	\$25	
Tennessee	No					
Texas	No					
Utah	No					
Vermont	No					
Virginia	No					
Washington	No					
West Virginia	No					
Wisconsin	No					
Wyoming	No					

Polygraph Licensing Requirements by State

State	Requires Polygraph License	Attend Polygraph School	Exam	Internship Required?	Fee	Notes
Alabama	Yes	Yes	Yes	Yes	\$150	1. Must have proof of holding a college degree or evidence that the applicant has had five consecutive years of active investigative experience
Alaska	No					
Arizona	No					
Arkansas	Yes	Yes	No		\$120	
California	No					
Colorado	No					
Connecticut	No					
Delaware	No					
DC	No					
Florida	No					
Georgia	No					
Hawaii	No					
Idaho	No					
Illinois	Yes	Yes	Yes	Yes	\$100	
Indiana	Yes	No	No	No	\$150-\$300	Falls under their Private Detective License
Iowa	Yes				\$100	Falls under their Private Detective License
Kansas	No					
Kentucky	Yes	Yes	Yes	Yes	\$50	
Louisiana	No; certification only	Yes	Yes	Yes	\$50 to \$100	
Maine	Yes	Yes	Yes	Yes	\$100	
Maryland	No					
Massachusetts	No					
Michigan	Yes	No	Yes	Yes	\$100 -Private examiner	
Minnesota	No					
Mississippi	Yes	Yes	No	Yes	\$50	
Missouri	No					License Only required in St. Louis County
Montana	No					
Nevada	Yes	Yes	Yes	No	\$620	
New Hampshire	No					
New Jersey	No					
New Mexico	Yes	Yes	Yes	Yes	\$500	
New York	No					
North Carolina	Yes	Yes	Yes	Yes	\$150	
North Dakota	Yes	Yes	No	Yes	\$35	
Ohio	No					
Oklahoma	Yes	Yes	Yes	Yes	\$150	
Oregon	Yes	Yes	Yes	Yes	\$91	
Pennsylvania	No					
Rhode Island	No					
South Carolina	Yes	Yes	Yes	Yes	??	Fee not set in regulation.
South Dakota	Yes	Yes	No	No	\$75	
Tennessee	Yes	Yes	Yes	Yes	\$200	
Texas	No					Repealed its licensing laws in September
Utah	Yes	No	Yes	Yes	\$80	
Vermont	Yes	Yes	No	Yes	\$15	
Virginia	Yes	Yes	Yes	Yes	\$45	
Washington	No					
West Virginia	Yes	Yes	Yes	Yes	\$100	
Wisconsin	No					
Wyoming	No					

How to Submit Articles or Papers

Submission deadline for next IAVSA publication of this journal: 30 November 2024

Scope

The IAVSA Journal of Credibility Assessment Techniques is a semiannual professional publication, consisting of articles and papers about the principles and practice of utilizing voice stress analysis for truth verification and credibility assessments. Authors are invited to submit articles or papers of original research, literature reviews, legal briefs, theoretical papers, instructional pieces, case histories, book reviews, short reports, and similar works. A minimum standard for acceptance is that the article or manuscript be of general interest to voice stress examiners, instructors and researchers of voice stress analysis.

Article / Paper Organization

All article and paper submissions must be complete, balanced, and accurate. Writers may exercise freedom of style, but they will be held to a standard of clarity, organization, and accuracy. Authors are responsible for assuring their work includes accurate citations that meet academic standards, e.g., APA, MLA, or Chicago/Turabian.

Peer Review

All articles and papers will be subject to a formal peer-review process which includes: significance of the contribution to the voice stress analysis profession, clarity, accuracy, and consistency. As a condition of publication, authors agree that all text, figures, or other content in their works is correctly cited, and that the work, all or in part, is not under consideration for publication elsewhere. Authors also agree to give reasonable access to their data to IAVSA members upon written request.

Article/Paper Submission

Submission of articles and papers need to be in English and in an electronic editable format so it can be formatted to fit the journal layout. MS Word is the preferred file format; however, submissions can be from any word processor. Authors are encouraged to submit their article(s) or paper(s) as an e-mail attachment, with the email including a point of contact name, telephone number, and e-mail address of the author. Submissions need to be sent to: lesupportservices@iavsa.com

Contact the IAVSA to learn more about their training program.

(800) 349-7410 - lesupportservices@iavsa.com



TRAINING ANNOUNCEMENT



VOICE STRESS ANALYZER (VSA) VIPRE SYSTEMS & CVSA® CERTIFICATION & RECERTIFICATION COURSE(S) *Professional VSA Training for all VIPRE Systems® & CVSA® since 1995*

BEST VALUE IN THE VSA INDUSTRY	
Basic VIPRE® / CVSA® Class – (5) Day	\$595.00
Recertification VIPRE® / CVSA® Class – (3) Day	\$225.00

The IAVSA is dedicated to providing Professional Training for the VIPRE VSA Systems and CVSA® at a cost all agencies can afford. Experience the advantage of learning about VIPRE VSA and CVSA® examinations from an independent viewpoint, and in one class! We train and re-certify examiners on all versions of the VIPRE VSA systems & CVSA®. Get certified as a VIPRE VSA Examiner, CVSA® or Dual Certification for both technologies. This includes versions running on Windows XP, 7, 10 & 11 Operating Systems.

<u>Course Description / Training Syllabus</u>	
Historical Overview of Lie Detection	Physiology & Psychology of Voice Stress Analysis
Instrumentation & Operation of VIPRE and CVSA® Unit	Practical Application for VIPRE and CVSA® Units
Detection of Deception Techniques	Interview and Interrogation Techniques
Examination Question Formulation & Sequencing Criteria	Pre-Employment Screening and Examinations
Comprehensive Analysis of Chart & Pattern Evaluation	Report Writing - Pre-Employment & Investigations
Hands-On Examinations, Exercises & Quizzes	Course Review and Final Examination

(800) 349-7410 - lesupportservices@iavsa.com

Training & Certifying VIPRE & CVSA® Examiners for over 25 years. Numerous Law Enforcement References. Only VSA Training Company whose instructors are members of ILEETA. Price Protected for 2024.



INTERNATIONAL ASSOCIATION OF VOICE STRESS ANALYSTS



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