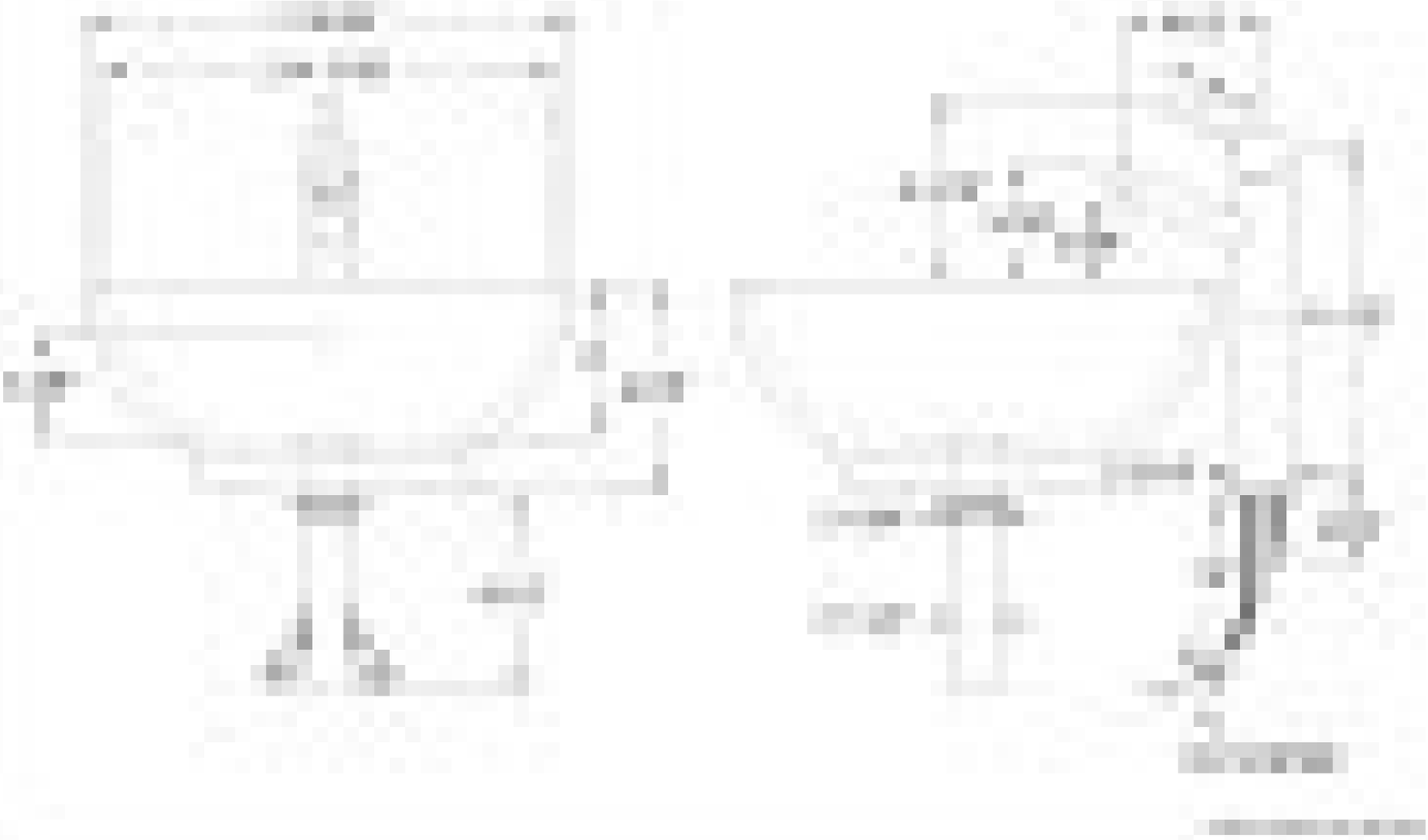EXERCISES