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الله الرحمن الرحيم

Enrich Research Visibility and Impact by Citation Tracking

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[@aalebrahim](https://twitter.com/aalebrahim)



www.researcherid.com/rid/C-2414-2009
<http://scholar.google.com/citations>



22th February 2017



All of my presentations are available online at:

https://figshare.com/authors/Nader_Ale_Ebrahim/100797

Link to this presentation: <https://dx.doi.org/10.6084/m9.figshare.3407128.v1> (Old version)

4th SERIES OF INTRODUCTORY WORKSHOP ON: *Strategies to Enhance Research Visibility, Impact & Citations*

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www.researcherid.com/rid/C-2414-2009
<http://scholar.google.com/citations>

Read more: Ale Ebrahim, N., Salehi, H., Embi, M. A., Habibi Tanha, F., Gholizadeh, H., Motahar, S. M., & Ordi, A. (2013). [Effective Strategies for Increasing Citation Frequency](#). *International Education Studies*, 6(11), 93-99. doi: 10.5539/ies.v6n11p93

WORKSHOP SERIES TOPICS

SESSION	DATE	TIME	TOPIC
1	7 September 2016	2.00 – 4.30 p.m.	Citations and its impact to university ranking
2.1	22 September 2016	10.00 a.m. – 12.00	Research Outreach: Wider Visibility to Increase Citation*
2.2		2.00 – 5.00 p.m.	Plain Language Summary: The Common Language of Research & Innovation *
3	28 September 2016	2.00 – 4.30 p.m.	Analysis of bibliometrics information for select the best field of study
4	5 October 2016	2.00 – 4.30 p.m.	A new system for measuring research impact
5	12 October 2016	2.00 – 4.30 p.m.	How to select a brand name for your research interest?

<http://umconference.um.edu.my/ws>

8	2 November 2016	2.00 – 4.30 p.m.	Create a publication database for enhancing research visibility
9	9 November 2016	2.00 – 4.30 p.m.	Create a google scholar profile to boost research visibility
10	16 November 2016	2.00 – 4.30 p.m.	Create and maintain an up-to-date researcherid profile
11	23 November 2016	2.00 – 4.30 p.m.	Online repository: improving the research visibility and impact
12	30 November 2016	2.00 – 4.30 p.m.	Kudos: promote your published research reach and impact
13	7 December 2016	2.00 – 4.30 p.m.	Journal selection procedure: select the best journal to ensure the highest citation
14	14 December 2016	2.00 – 4.30 p.m.	Establish your expertise with a science blog
15	21 December 2016	9.00 – 11.30 a.m.	Promote your research work on LinkedIn
16	4 January 2017	9.00 – 11.30 a.m.	Make your data discoverable on a data repository
17	11 January 2017	9.00 – 11.30 a.m.	Microblogging for enhancing the research accessibility
18	18 January 2017	9.00 – 11.30 a.m.	Make an audio slides for your research
19	25 January 2017	2.00 – 4.30 p.m.	Academic social networking (ResearchGate & Academia) and the research impact
20	15 February 2017	2.00 – 4.30 p.m.	Publish online magazine to promote publications and research findings
21	22 February 2017	2.00 – 4.30 p.m.	Enhance research visibility by tracking citations
22	1 March 2017	2.00 – 4.30 p.m.	“Document publishing tools” for research visibility improvement
23	8 March 2017	2.00 – 4.30 p.m.	Publication’s e-mail marketing procedure
24	15 March 2017	2.00 – 4.30 p.m.	The use of reference management tools to improve citation
25	22 March 2017	2.00 – 4.30 p.m.	Contribute to Wikipedia and approach to increase research visibility on the web

Abstract

Abstract: Citation tracking is used to discover how many times a particular article has been cited by other articles. Citation counts are not perfect. They are influenced by a number of factors. Review articles are sometimes more often cited than their quality would warrant. Poor quality papers can be cited while being criticized or refuted. In this workshop, I will explain about the advantages of "Citation Tracking" and introduced some "Research Tools" for improving the research visibility, impact, and citations by "**Citations Tracking**".

Keywords: H-index, Improve citations, Research tools, Bibliometrics, Research Visibility, Citation Tracking



Effective Strategies for Increasing Citation Frequency

Journal Reputation and Impact: publishing a paper in a journal based on disciplinary reputation or with a high impact factor is the most well known way of getting your paper cited. But there are many other things a scholar can do to promote his or her work and make it easy for others to find.

Utilize Open Access Tools: Open Access journals tend to be cited more than non open access. Deposit your paper in a repository such as Scholars Archive here on campus or a disciplinary repository. Share your detailed research data in a repository.

Standardize Identifying Info: try to use the same name throughout your career as well as the name of your affiliated institution. Using common "official" names will allow for consistency and easy retrieval of your work by author or affiliation.

Bring Colleagues on Board: team-authored articles are cited more frequently, as does publishing with international authors. Working cross-or inter-disciplinarily helps as well.

Beef Up That Paper: use more references, publish a longer paper. Also papers which are published elsewhere after having been rejected are cited more frequently.

Beyond Peer-Reviewed Original Research: Write a review paper. Present a working paper. Write and disseminate web-based tutorials on your topic.

Search Optimization: use keywords in the abstract and assign them to the manuscript. Use descriptive titles that utilize the obvious terms searchers would use to look for your topic, avoiding questions in the title. Select a journal that is indexed in the key library databases for your field.

Market Yourself: create a key phrase that describes your research career and use it. Update your professional web page and publication lists frequently. Link to your latest and greatest article in your professional email signature file.

Utilize Social Media: Use author profiles such as ResearcherID and ORCID. Contribute to Wikipedia, start a blog and/or podcast, join academic social media sites.

From: [Ebrahim, N.A., et al. \(2013\). Effective strategies for increasing citation frequency. International Education Studies, 6\(11\), 93-99. doi:10.5539/ies.v6n11p93](#)

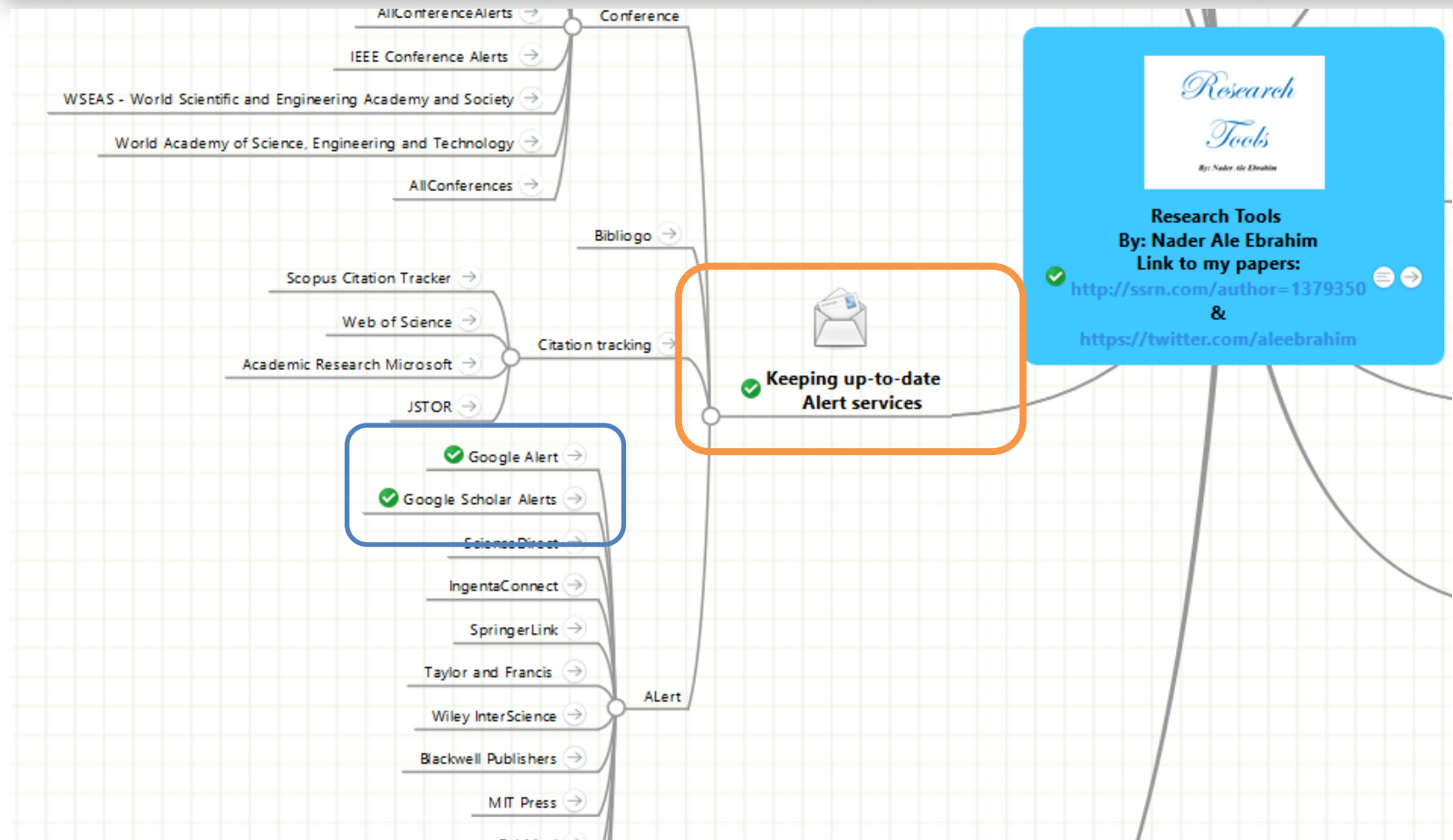
Top 10 authors with the highest profile view counts on ResearchGate

Table 11. Top 10 authors with the highest profile view counts on ResearchGate (9th of November, 2015), compared to the same indicator on the 10th of September, 2015.

AUTHOR NAME	SEPTEMBER 10 th	NOVEMBER 9 th	MISMATCH (%)
	(2015) PROFILE VIEWS	(2015) PROFILE VIEW	
Nader Ale Ebrahim	19,821	13,281	67.00
Chaomei Chen	7,760	3,937	50.73
Loet Leydesdorff	4,227	1,758	41.59
Bakthavachalam Elango	2,883	1,756	60.91
Zaida Chinchilla	5,840	1,569	26.87
Mike Thelwall	4,297	1,568	36.49
Lutz Bornmann	3,129	1,439	45.99
Wolfgang Glänzel	3,012	1,301	43.19
Kevin Boyack	3,256	1,135	34.86
Peter Ingwersen	2,335	1,025	43.90

Source: Martín-Martín, A., Orduna-Malea, E., Ayllón, J. M., & López-Cózar, E. D. (2016). The counting house, measuring those who count: Presence of Bibliometrics, Scientometrics, Informetrics, Webometrics and Altmetrics in Google Scholar Citations, ResearcherID, ResearchGate, Mendeley, & Twitter. *EC3 Reseach Group: Evaluación de la Ciencia y de la Comunicación Científica Universidad de Granada and Universidad Politécnica de Valencia (Spain), In Progress*,. doi:10.13140/RG.2.1.4814.4402

Research Tools Mind Map



Congratulation!

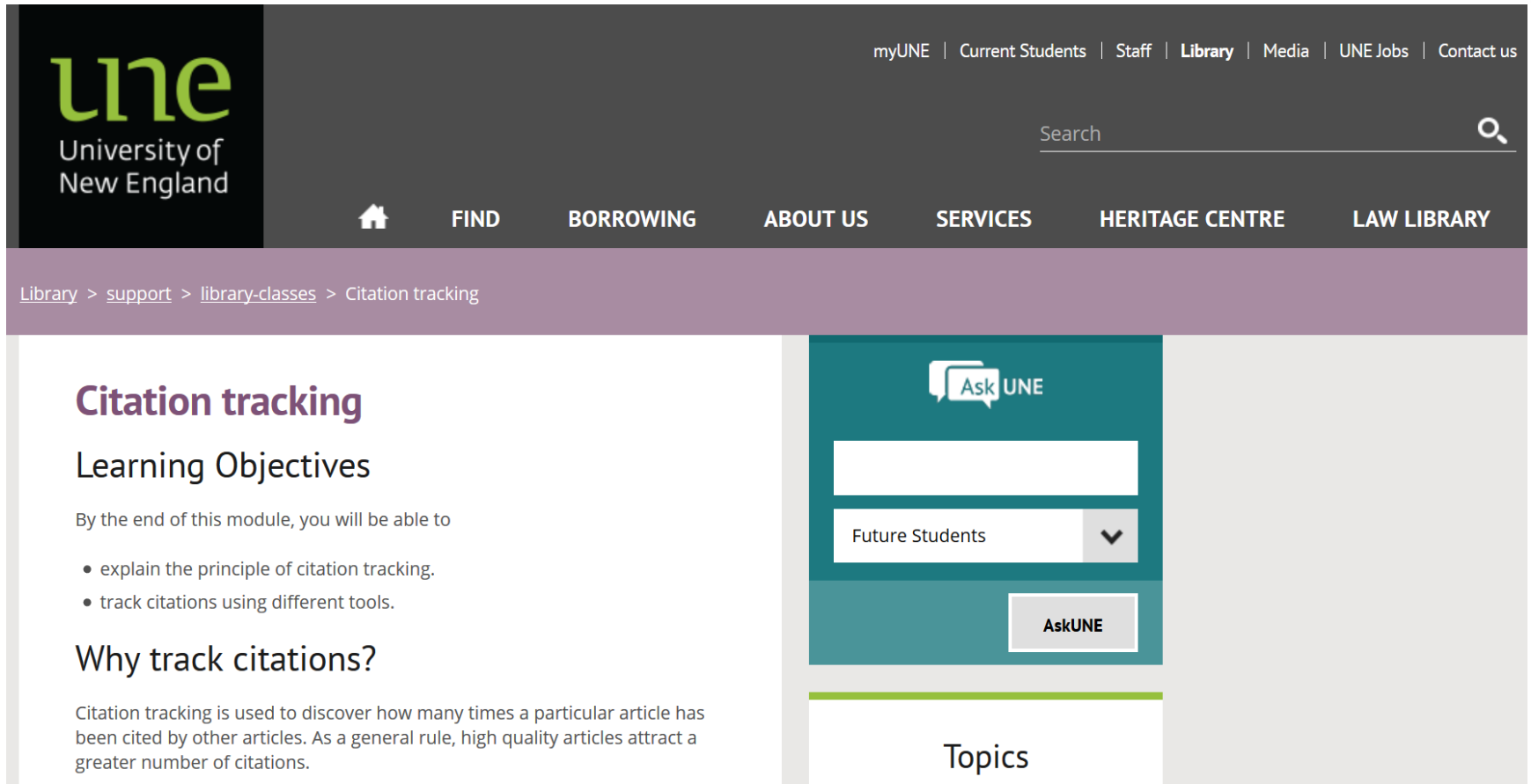
You published a paper.

Has anyone read it?

or Cited it?



Citation tracking is used to discover how many times a particular article has been cited by other articles.



The screenshot shows the University of New England (UNE) website. The header includes the UNE logo, navigation links (myUNE, Current Students, Staff, Library, Media, UNE Jobs, Contact us), and a search bar. The main navigation menu includes Home, FIND, BORROWING, ABOUT US, SERVICES, HERITAGE CENTRE, and LAW LIBRARY. The breadcrumb trail is Library > support > library-classes > Citation tracking.

Citation tracking

Learning Objectives

By the end of this module, you will be able to

- explain the principle of citation tracking.
- track citations using different tools.

Why track citations?

Citation tracking is used to discover how many times a particular article has been cited by other articles. As a general rule, high quality articles attract a greater number of citations.

On the right side of the page, there is an "Ask UNE" chat widget with a text input field, a dropdown menu set to "Future Students", and an "AskUNE" button. Below the chat widget, the word "Topics" is visible.

Source: <http://www.une.edu.au/library/support/library-classes?a=10524>

Calculate Your Academic Footprint

Calculate Your Academic Footprint

Tags: [calculate your academic footprint](#), [citation tracking](#), [research impact](#)

[About](#)

[Author Profiles](#)

[Find Publications \(Steps 1-2\)](#)

[Track Citations \(Steps 3-6\)](#)

[Count Citations \(Steps 7-11\)](#)

[Your h-index](#)

[Help](#)

Track Citations (Steps 3-6) [Print Page](#)

Search:

This Guide

Search

Step 3: Create Citation Subfolders

For each publication added to RefWorks, create a Citation Subfolder having the same name as the publication

Citation Subfolders will include citing works for your publications, and will be located under the Master List folders.

1. Create one subfolder for every article, book, book chapter, conference proceeding, etc, in your Master Lists folders.

Each subfolder needs to sit under the Master List folder in order to help you tally your citation counts at the end ([step 9](#)).

2. An easy way to create individual subfolders for each publication is to copy/paste the title from

Step 4: Add Citing Works to RefWorks

Identify the number of times each publication has been cited in a particular database

1. Return to the database you used and locate the first of your publications. Look for a citation link (*Times Cited/Cited By/Citations*). For example:

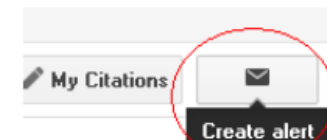
Times Cited: 15
(from *Web of Science Core Collection*)

- a. Note the title of your article, book, book chapter etc.
- b. Click on the citation link associated with that article book etc., to bring up works citing your work.

Step 5: Create Citation Alerts

For each publication, set up a Citation Alert within each database

1. Click on the title of the first article in your search results. This will bring you to the page that contains the abstract. Look for the **Set Alert, e-Alert or Feed (RSS)** button and create a citation alert. This will set up an email or RSS feed alert in that database that will notify you each time your article is cited by someone else. For example:



Citation tracking refers to a method of measuring the impact of research studies

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 USC University of Southern California

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Communication Studies *: Citation Tracking

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RefWorks ▾ Ratings The Literature Review ▾ Journal Alerts ▾ Government Websites

Definition

Citation tracking refers to a method of measuring the impact of research studies and/or for identifying leading scholars in a particular discipline based upon a systematic analysis of how often a specific research study has been cited by others, who has cited a particular study, and by exploring what disciplines are represented by those subsequent citations.

All content is from The Literature Review created by Dr. Robert Larabee.

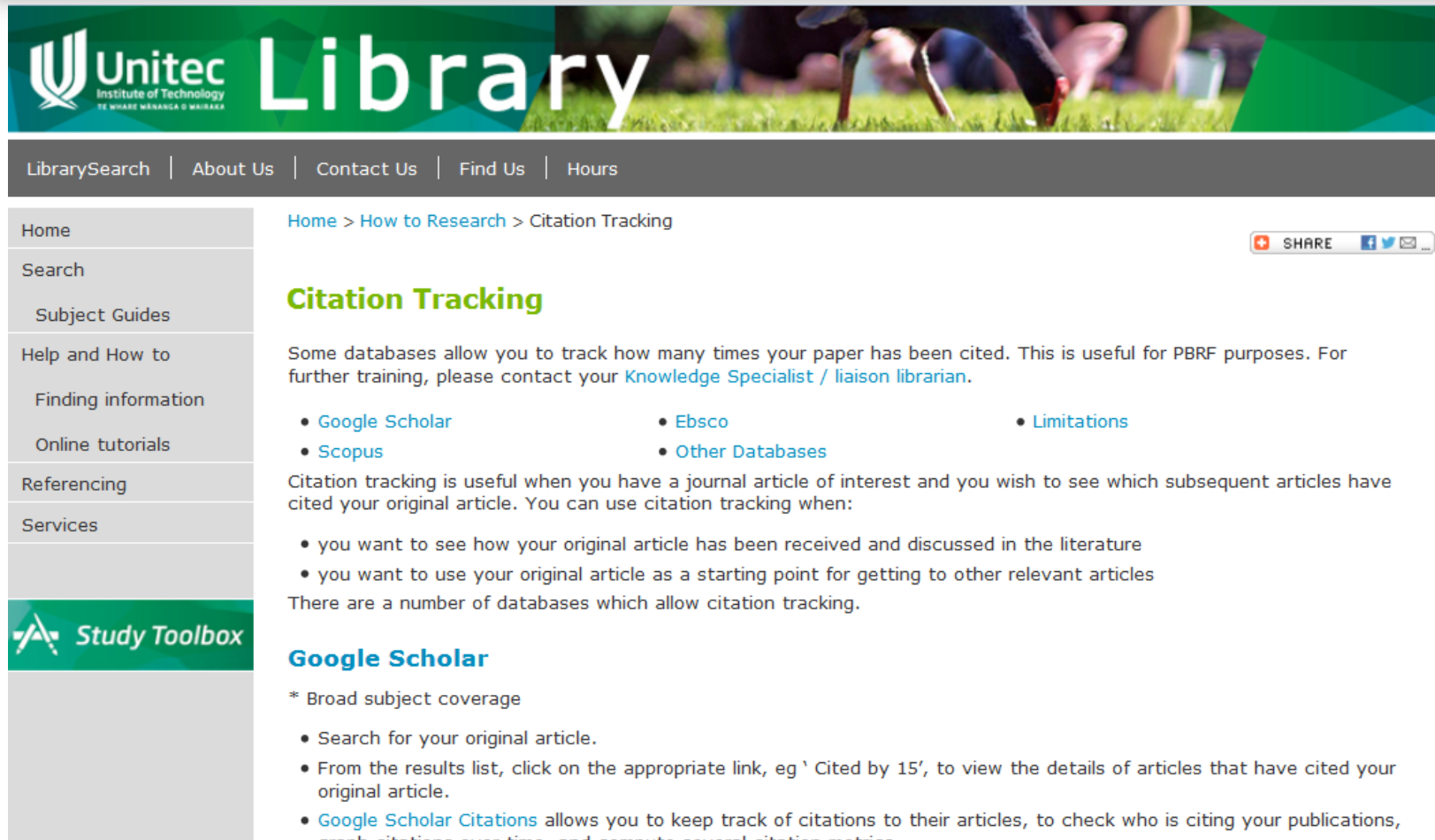
Managing Your Citations



- Organize and store your citations
- Share your citations with other researchers
- Create quick bibliographies

Source: <http://libguides.usc.edu/c.php?g=234974&p=1562013>

You want to see how your original article has been received and discussed in the literature



The screenshot shows the Unitec Library website. The header features the Unitec logo and the word 'Library' in large white letters on a green background. Below the header is a navigation bar with links for LibrarySearch, About Us, Contact Us, Find Us, and Hours. A sidebar on the left contains a menu with items like Home, Search, Subject Guides, Help and How to, Finding information, Online tutorials, Referencing, Services, and a Study Toolbox button. The main content area is titled 'Citation Tracking' and includes a breadcrumb trail: Home > How to Research > Citation Tracking. A share button is visible in the top right. The text explains that some databases allow tracking citations, which is useful for PBRF purposes. It lists links for Google Scholar, Scopus, Ebsco, Other Databases, and Limitations. It also provides a list of reasons for using citation tracking and mentions that there are databases that allow this. The Google Scholar section includes a note about broad subject coverage and a list of steps to use the service.

LibrarySearch | About Us | Contact Us | Find Us | Hours

Home > How to Research > Citation Tracking

SHARE

Citation Tracking

Some databases allow you to track how many times your paper has been cited. This is useful for PBRF purposes. For further training, please contact your [Knowledge Specialist / liaison librarian](#).

- [Google Scholar](#)
- [Scopus](#)
- [Ebsco](#)
- [Other Databases](#)
- [Limitations](#)

Citation tracking is useful when you have a journal article of interest and you wish to see which subsequent articles have cited your original article. You can use citation tracking when:

- you want to see how your original article has been received and discussed in the literature
- you want to use your original article as a starting point for getting to other relevant articles

There are a number of databases which allow citation tracking.

Google Scholar

* Broad subject coverage

- Search for your original article.
- From the results list, click on the appropriate link, eg 'Cited by 15', to view the details of articles that have cited your original article.
- [Google Scholar Citations](#) allows you to keep track of citations to their articles, to check who is citing your publications, graph citations over time, and compute several citation metrics

Citation tracking is an excellent means of identifying the response of the academic community to individual articles.

The screenshot shows the University of New England (UNE) website. The header includes the UNE logo, navigation links (myUNE, Current Students, Staff, Library, Media, UNE Jobs, Contact us), and a search bar. The main navigation menu includes Home, FIND, BORROWING, ABOUT US, SERVICES, HERITAGE CENTRE, and LAW LIBRARY. The breadcrumb trail is: Library > support > eSKILLS Plus > Mastering the literature > Citation tracking.

Citation tracking

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Why track citations?

Citation tracking is used to discover how many times a particular article has been cited by other articles. As a general rule, high quality articles attract a greater number of citations.

Citation counts are not perfect. They are influenced by a number of factors. Review articles (which survey a broad field of knowledge) are sometimes

Ask UNE

Future Students ▼

AskUNE

Topics

> [Evaluating research](#)



Citation tracking

Who's citing you?

A **citation tracking** will show you who has referenced your article and how many times.

Why Track WHO cited me?

University of Kansas Medical Center



A.R. Dykes Library

University of Kansas Medical Center / Research Guides / Who's Citing Me? Measuring Your Research Impact / Citation Alerts

Who's Citing Me? Measuring Your Research Impact

A guide to bibliometrics, altmetrics, and citation/journal analysis.

- About Bibliometrics
- Journal Impact
- Citation Impact
- Researcher Impact
- Citation Alerts
- My Academic Profile
- Altmetrics

Why Track WHO cited me?

Learn which researchers or institutions are following your work

Identify possible collaborators

Identify similar research projects

Confirm that research findings were properly attributed and credited

Justify future requests for funding

Tenure/Promotion

Sources for citation tracking

Scopus[®]

Google
scholar

WEB OF SCIENCE[™]

Different search tools will
have different coverage.

You can check **who is citing your publications**, graph citations over time, and compute several citation metrics.

Google Scholar

[About](#) [Search](#) **Citations** [Inclusion](#) [Metrics](#) [Publishers](#) [Libraries](#)

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Google Scholar Citations

Google Scholar Citations provide a simple way for authors to keep track of citations to their articles. You can check who is citing your publications, graph citations over time, and compute several citation metrics. You can also make your profile public, so that it may appear in Google Scholar results when people search for your name, e.g., [richard feynman](#).

Best of all, it's quick to set up and simple to maintain - even if you have written hundreds of articles, and even if your name is shared by several different scholars. You can add groups of related articles, not just one article at a time; and your citation metrics are computed and updated automatically as Google Scholar finds new citations to your work on the web. You can choose to have your list of articles updated automatically or review the updates yourself, or to manually update your articles at any time.

[Get started with Google Scholar Citations](#)

Tracking via Citation Alerts

Use the citation alerts function in databases to be **notified when someone cites your work**. This allows you to follow who is citing you and when you have been cited. Alerts can be created for authors or specific articles and can be sent via email or RSS feed on a specified frequency (daily, weekly, monthly).

Web of Science Citation Alerts

You can create an alert for an author or a specific article:

Save a [search query on your name as author](#) and create an alert

Create an alert for a specific article you authored

Link to [help](#) for creating alerts or view the Web of Science [tutorial](#).

Google & Google Scholar Alerts

Set up a [Google Scholar Profile](#) and [create an alert](#) to be emailed whenever any of your articles are cited

Set up a [Google Alert](#) based on a search of your name or research area for email notification

PubMed Commons Comments

[PubMed Commons](#) enables authors to share opinions and information about scientific publications indexed in PubMed. As an author of an indexed publication, you can create an alert to be notified when someone posts a comment to one of your articles. Create a search for yourself as the author and articles that have comments, as in the example below:

Example: Olivero M [author] AND has_user_comments [filter]

Then create an alert for this search. View the brief [PubMed Tutorial](#) for details on creating an alert.

See the [PubMed Commons Guide](#) for more examples of searching for comments in PubMed Commons.

Track Altmetrics

Use the free [Altmetric bookmarklet](#) to track other forms of metrics (non-citations) for you published journal articles. Drag the Bookmarklet to your browser's bookmarks bar and use this for any journal article to learn of any social media activity for the selected article.

Keeping up-to-date



What is an alert service?

- Many journal databases and book publishers offer free alert services. These are an effective means of keeping track of the latest research.
- Alert services come in different forms. The most common include:
 - a search alert. This is a saved search which alerts you when a book or article that matches your search terms is published.
 - a TOC (Table of Contents) alert. Such an alert notifies you when a new issue of a journal is published, and provides you with the issue's table of contents.
 - a citation alert. This advises you when a new article cites a particular work.
 - Most alert services are email-based. An increasing number are now offered as an RSS feed. If you are just beginning, you might like to try email alerts first. These are generally easier to create.


Keeping up-to-date

Create a Google Alert

- Enter the topic you wish to monitor.
- Search terms:
- Type:
- How often:
- Email length:
- Your email:



Google scholar networks hedstrom Search [Advanced Scholar Search](#) [Scholar Preferences](#)

Scholar  Articles and patents anytime include citations

Mesolevel **Networks** and the Diffusion of Social Movements: The Case of the Swedish Social Democratic Party1

P Hedström, R Sandell, C Stern - ajs, 2000 - UChicago Press

Featured in Reuters "Family lifestyle equals genes in obesity risk" December 10, 2008 The Intergenerational Correlation in Weight: How Genetic Resemblance Reveals the Social Role of Families Molly A. Martin "What we do as a family -- our family lifestyles -- matters for weight. Lifestyles ...

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Save to EndNote®, RefMan, ProCite more options

1. Title: Mesolevel networks and the diffusion of social movements: The case of the Swedish Social Democratic Party

Author(s): Hedstrom P, Sandell R, Stern C

Source: **AMERICAN JOURNAL OF SOCIOLOGY** Volume: 106 Issue: 1 Pages: 145-172 Published: JUL 2000

Times Cited: 37

[Find it @ Oxford](#)

Source: [How to track citations – Google Scholar vs. Web of Science](#)

The number of citations to one of my articles is too low.

The number of citations to one of my articles is too low. I know of several articles citing it that are not included in the list of citations. What I can do to help fix this?

Your "Cited by" counts come from the Google Scholar index. You can change the articles in your profile, but citations to them are computed and updated automatically as we update Google Scholar.

To change the "Cited by" counts in your profile, you would need to have them updated in Google Scholar. Google Scholar generally reflects the state of the web as it is currently visible to our search robots and to the majority of users. If some of the citations to your article are not included, chances are that the **citing articles are not accessible** to our search robots or **are formatted in ways that make it difficult** for our indexing algorithms to identify their bibliographic data or references.

To fix this, you'll need to identify the specific citing articles with indexing problems and work with the publisher of these articles to make the necessary changes (see our [inclusion guidelines](#) for details). For most publishers, it usually takes 6-9 months for the changes to be reflected in Google Scholar; for very large publishers, it can take much longer.

Source: <http://www.google.com/intl/en/scholar/citations.html#citations>

Google Scholar Inclusion Guidelines for Webmasters

Manual configuration

Inclusion

Submit a website with academic articles to Google Scholar. We accept journal papers, conference papers, technical reports, dissertations, pre-prints, post-prints, and abstracts.

Type of website:

- DSpace repository
- Eprints repository
- Other repository
- Open Journal Systems (OJS) website
- Other journal website
- Personal publications

Source: <http://www.google.com/intl/en/scholar/citations.html#citations>

Scopus Author Feedback Wizard

Use the Scopus Author Feedback Wizard to collect all your Scopus records in one unique author profile. To locate your documents as completely as possible, please provide all the name variants under which you have published. Once you have submitted the author profile the Scopus Author Feedback Team will process your request within 4 weeks.

Source: <http://www.scopusfeedback.com/>

Author profile correction

Dear Nader Ale Ebrahim,

Thank you for contacting Scopus regarding your author profile correction. We are pleased to inform you that your requested profile correction has been fully processed and your updated profile can be viewed at <http://www.scopus.com/authid/detail.url?authorId=22974706300>

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Monitor impact of social media

- **Alternative metrics**
 - **Download statistics, social media mentions, mainstream media mentions**
 - **Timeliness**
 - **Evidence of reach beyond academia**
 - **Measures for a diversity of research outputs**
- **Tools including**
 - Altmetric , ImpactStory, Plum Analytics

Altmetric bookmarklet for Chrome, Firefox and Safari
<http://www.altmetric.com/bookmarklet.php>















Source: <http://www.slideshare.net/ucclibrarybibliometrics/citation-impact-introduction>

Impact Story

ImpactStory is an open-source, web-based tool that helps researchers explore and share the diverse impacts of all their research products—from traditional ones like journal articles, to emerging products like blog posts, datasets, and software.

Source: <http://impactstory.org/about>

Select a source to import from

Spiros Zervos - Curriculum Vitae



Citations

Citations in total: 106

[My profile in Google Scholar](#)

Koulouris, A, Kyriaki-Manessi, D, Giannakopoulos, G & Zervos, S (2013). "Institutional repository policies: Best practices for encouraging self-archiving". *Procedia - Social and Behavioral Sciences*, 73, 769-776.

Cited in:

Ale Ebrahim, N., Salehi, H., Embi, M. A., Habibi, F., Gholizadeh, H., & Motahar, S. M. (2014). "[Visibility and citation impact](#)". *International Education Studies*, 7(4), 120-125.

Koutras, N., & Bottis, M. (2014). "In Search of One Sole Institutional Repository in Greece: Adventures and Solutions for an Integration of Repositories towards Bridging Digital Divide". *American International Journal of Contemporary Research*, 4(2), 119-124.

Vrana, R (2013). "Digital repositories of scientific information at the Croatian universities: Developing the bridge towards e-science. Information Technology Interfaces (ITI)". *Proceedings of the ITI 2013 35th International Conference*, 145-150.

Mole, V, Chatzilia, M, Paraskevopoulos, K, Garoufallou, E & Siatri, R (2013). "Web-based Information Literacy in an Academic Library: The Example of the Library of ATEI of Thessaloniki". *Procedia - Social and Behavioral Sciences*, 73, 181-187.

KNOWN CITATIONS

Prof. Luis M. Camarinha-Matos

KNOWN CITATIONS

[SCI, SCOPUS, Inspect, Scholar Google, CiteSeer, Google, etc.]

A.1 Publications in Journals

A.1.1 International

1. Concurrent Pascal as a robot level language - a suggestion, A. Steiger Garção; L.M. Camarinha Matos, *Journal ROBOTICA (Cambridge University Press, U.K.)*, vol.5, n.4, Oct-Dec 86, pp. 269-272.
2. Plan generation in Robotics - State of the art and perspectives, L.M. Camarinha-Matos, *Journal ROBOTICS (North-Holland)*, Vol.3, N. 3&4, Sep-Dec 1987, pp. 291-328.
 1. Autonomous shopfloor systems – A study into exception handling for robot control, G. R. Meijer, PhD thesis, University of Amsterdam, 1991.
 2. Concepção de arquiteturas para ambientes integrados de manufactura, H. Pita, Tese de doutoramento, FCT/UNL, 1995.
 3. Planning and scheduling literature, WebScripter project, USC, Information Sciences Institute, 2001.
 4. Robot action planning via explanation-based learning, Tianfield H, IEEE TRANSACTIONS ON SYSTEMS MAN AND CYBERNETICS PART A-SYSTEMS AND HUMANS, 30 (2): 216-222 MAR 2000.
 5. Sequencing via explanation-based learning, Tianfield H, INTERNATIONAL

Source: <http://www.uninova.pt/cam/cv/CVcamCit.PDF>

Juan Pablo Alperin

Assistant Professor

Alperin, J.P. Geographic variation in social media metrics: an analysis of Latin American journal articles, *Aslib Journal of Information Management* 67(3). doi.org/10.1108/AJIM-12-2014-0176 [Google Scholar](#) 2015

Altmetric 9

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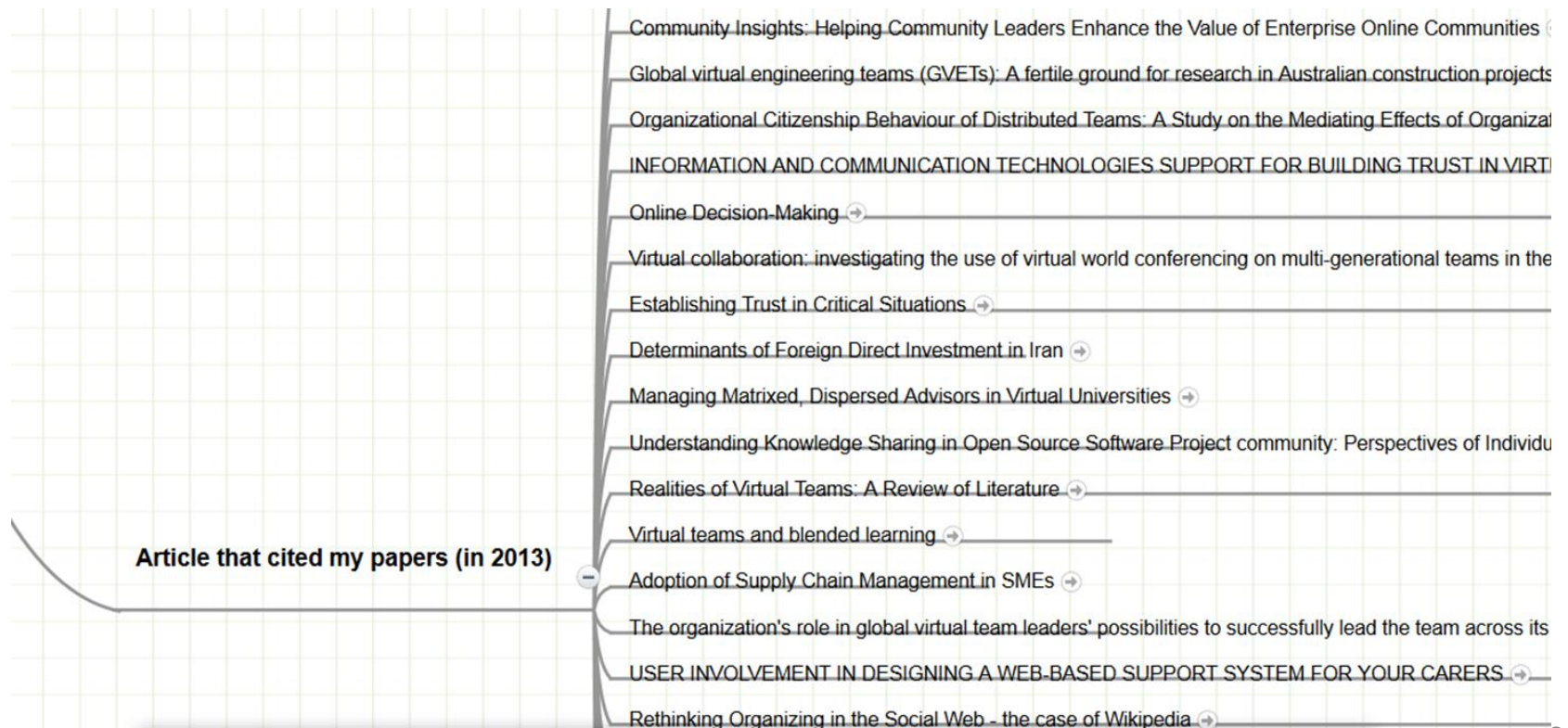
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Background: Citation metrics and total publications in a field has become the gold standard for rating researchers and visibility of a field. Hence, stimulating demand for citation has led to a search for useful strategies to improve performance metric index. Meanwhile, title, abstract and morphologic qualities of the articles attract researchers to scientific publications. Yet, there is relatively little understanding of the citation trend in disability related fields. We aimed to provide an insight into the factors associated with citation increase in this field. Additionally, we tried to

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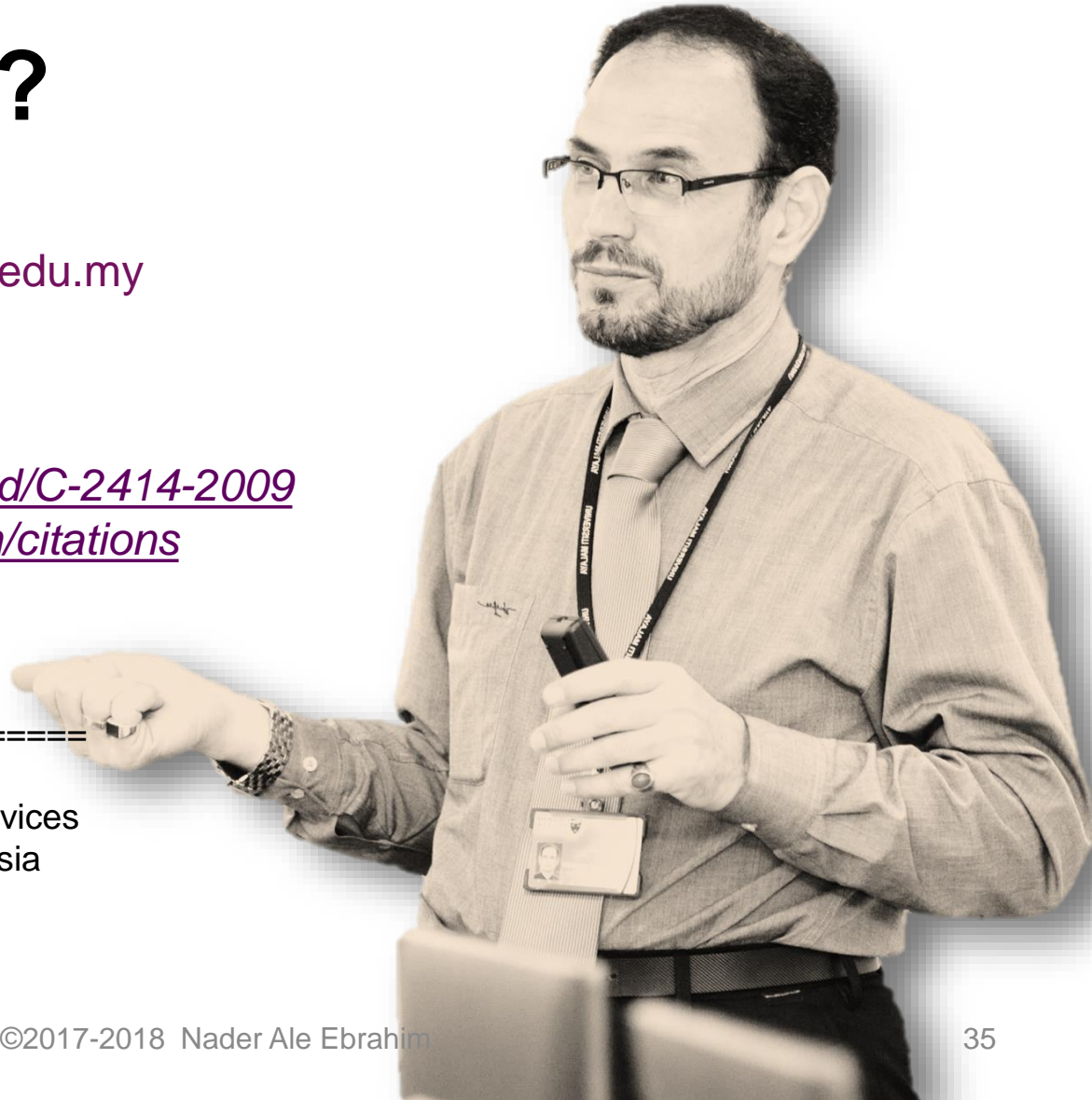
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