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Undergraduates Enrolled With Higher Sticker Prices

Executive Summary

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EXECUTIVE SUMMARY

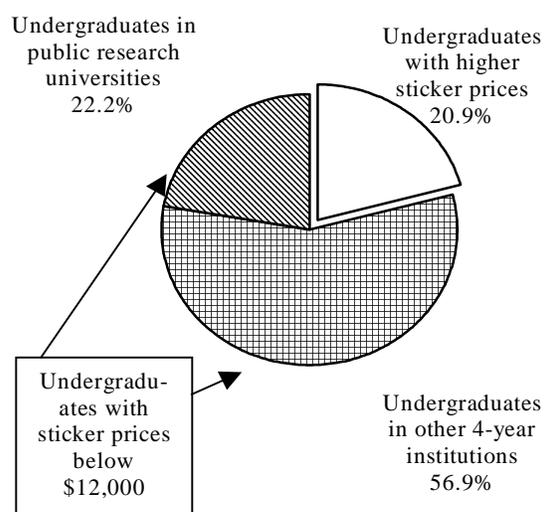
This report investigates the reasons full-time, first-year undergraduates gave for choosing to enroll at higher sticker prices, how they paid their expenses, and the educational experiences associated with attendance. It also reviews how satisfied they were with their choice, how they rated their educational experience, how they paid for the education and their first-year persistence.

The tables provide data on full-time, first-year undergraduates with higher sticker prices. Comparisons are made with undergraduates attending public research universities with sticker prices below \$12,000. Undergraduates in public research universities with sticker prices below \$12,000 were chosen as a comparison because many of these students show signs of being able to enroll at higher sticker prices. A third group of undergraduates attended other 4-year public institutions and private institutions with sticker prices below \$12,000. This third group is included in the tables, but not in the analysis.

Most of the institutions attended by undergraduates with higher sticker prices were private, not-for-profit, but some attended public institutions as out-of-state students. Twenty-one percent of all full-time, first-year under-

graduates who attended 4-year institutions faced higher sticker prices (figure A).

Figure A—Percentage distribution of full-time, first-year undergraduates in 4-year institutions by sticker price and Carnegie classification: 1995-96



NOTE: The sticker price and Carnegie classification variable groups undergraduates attending 4-year institutions into one of three unique categories. First, “undergraduates with higher sticker prices” are full-time, first-year undergraduates who faced at least \$12,000 in tuition and required fees before any tuition remission, discounts, or financial aid award in the 1995-96 academic year, regardless of institution control or Carnegie classification. Second, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending public universities with Carnegie classification of Research I or II, are the “undergraduates in public research universities.” Third, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending all other institutions are the “undergraduates in other 4-year institutions.”

SOURCE: U.S. Department of Education, National Center for Education Statistics, 1995-96 National Postsecondary Student Aid Study (NPSAS:96), Undergraduate Data Analysis System.

Public research universities include Research I and II universities as defined in the Carnegie Classification system. Twenty-two percent of the full-time, first-year undergraduates that attended 4-year institutions enrolled in public research universities with sticker prices below \$12,000. In many states, public research universities with sticker prices below \$12,000 represent the most prestigious institutional choice available.

The primary source of data for this analysis was the National Postsecondary Student Aid Study (NPSAS:96). This data set provides a nationally representative sample of undergraduates enrolled in accredited postsecondary institutions. NPSAS:96 provides information about expenses and financial aid along with characteristics that distinguish undergraduates with higher sticker prices from those with sticker prices below \$12,000 in public research universities.

In addition, the report provides information about student characteristics associated with full-time undergraduate persistence in the first year of enrollment. Persistence is defined as attending full-time at the same campus for at least eight months during the year.

STUDENT CHARACTERISTICS

Nearly all of the full-time, first-year undergraduates who faced higher sticker prices or sticker prices below \$12,000 in public re-

search universities can be classified as traditional. Characteristics of traditional students include being single, younger than 24, or financially dependent on their parents. Also, the family incomes of the undergraduates attending institutions in the two institutional groups did not differ statistically (table A).

The percent of full-time, first-year undergraduates attending college out-of-state, and the percent living on-campus differentiated those who enrolled with higher sticker prices from those enrolling with sticker prices below \$12,000 in public research universities. Fifty-five percent of full-time, first-year undergraduates with higher sticker prices enrolled in institutions out-of-state compared with 19 percent of those with sticker prices below \$12,000 in public research universities. Further, 92 percent of the full-time, first-year undergraduates with higher sticker prices lived on-campus compared with 74 percent of those with sticker prices below \$12,000 in public research universities.

FINANCES

Financial aid, work and parental support are the three major sources of financial support for undergraduates in both groups. Financial aid was received by 79 percent of the full-time, first-year undergraduates with higher sticker prices compared with 69 percent of those with sticker prices below \$12,000 in

Table A—Percentage distribution of full-time, first-year undergraduates in 4-year institutions according to selected student characteristics, by sticker price and Carnegie classification: 1995-96

	Sticker price \$12,000 or more*		Sticker price below \$12,000	
	Undergraduates with higher sticker prices		Undergraduates in public research universities	Undergraduates in other 4-year institutions
Total	100.0		100.0	100.0
Marital status				
Not married	99.9		99.8	97.1
Married	0.1		0.2	2.6
Separated	#		#	0.3
Age				
23 or younger	99.7		99.0	95.2
24-30	0.2		0.6	3.1
31-39	0.1		0.2	1.2
40 or older	#		0.2	0.5
Dependency status				
Dependent	98.4		98.2	91.1
Independent	1.6		1.8	8.9
Income and dependency level				
Dependent				
Less than \$20,000	9.6		14.0	17.7
\$20,000-\$39,999	15.9		17.4	22.6
\$40,000-\$59,999	21.5		22.1	21.2
\$60,000-\$79,999	18.9		17.1	14.8
\$80,000 or more	32.5		27.6	14.8
Independent				
Less than \$5,000	1.1		0.7	3.2
\$5,000-\$9,999	0.1		0.8	2.4
\$10,000-\$19,999	0.3		0.3	1.8
\$20,000 or more	0.1		0.1	1.6
Student attended institution in state of legal residence				
Student attended institution in-state	44.8		80.8	81.1
Student attended institution out-of-state	55.2		19.2	18.9
Student housing status, 1995-96				
On-campus	92.4		73.6	55.7
Off-campus	2.2		14.4	15.3
With parents or relatives	5.4		12.0	29.0

Table A—Percentage distribution of full-time, first-year undergraduates in 4-year institutions according to selected student characteristics, by sticker price and Carnegie classification: 1995-96—Continued

	Sticker price \$12,000 or more*		Sticker price below \$12,000	
	Undergraduates with higher sticker prices		Undergraduates in public research universities	Undergraduates in other 4-year institutions
First generation student				
Student was first generation	18.8		24.3	39.8
Student was not first generation	81.2		75.7	60.2

*The sticker price and Carnegie classification variable groups undergraduates attending 4-year institutions into one of three unique categories. First, “undergraduates with higher sticker prices” are full-time, first-year undergraduates who faced at least \$12,000 in tuition and required fees before any tuition remission, discounts, or financial aid award in the 1995-96 academic year, regardless of institution control or Carnegie classification. Second, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending public universities with Carnegie classification of Research I or II, are the “undergraduates in public research universities.” Third, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending all other institutions are the “undergraduates in other 4-year institutions.”

#Estimate too small to report.

NOTE: Detail may not add to totals due to rounding.

SOURCE: U.S. Department of Education, National Center for Education Statistics, 1995-96 National Postsecondary Student Aid Study (NPSAS:96), Undergraduate Data Analysis System.

public research universities (table B). Part of the difference can be accounted for by the difference in probability of receiving federally provided financial aid. Sixty-one percent of the full-time, first-year undergraduates with higher sticker prices received federal financial aid compared with 48 percent of those with sticker prices below \$12,000 in public research universities.

Full-time, first-year undergraduates with higher sticker prices were more likely to have received grants, loans, or work-study than were those with sticker prices below \$12,000 in public research universities. The most striking difference is noted for college work-study, which one-third of the full-time, first-year undergraduates with higher sticker prices

received, compared with 7 percent of those with sticker prices below \$12,000 in public research universities.

The majority of full-time, first-year undergraduates in both groups worked while they attended school. Full-time, first-year undergraduates with higher sticker prices were more likely to work one to 14 hours a week, and those with sticker prices below \$12,000 in public research universities were more likely to work 15 hours or more per week. Thirty-seven percent of those with higher sticker prices worked between one and 14 hours per week during the school year compared with 18 percent of those with sticker prices below \$12,000 in public research universities. One-quarter of the full-time, first-year undergradu-

Table B—Percentage distribution of full-time, first-year undergraduates in 4-year institutions according to type of aid and average hours worked while enrolled, by sticker price and Carnegie classification: 1995-96

	Sticker price \$12,000 or more ¹		Sticker price below \$12,000	
	Undergraduates with higher sticker prices	Undergraduates in public research universities	Undergraduates in other 4-year institutions	
Total	100.0	100.0	100.0	
Total aid				
Did receive aid	78.5	68.6	75.2	
Did not receive aid	21.5	31.4	24.8	
Federal aid (except VA/DOD) ²				
Did receive federal aid	60.8	48.0	59.2	
Did not receive federal aid	39.2	52.0	40.8	
Grant aid				
Did receive grant aid	72.1	53.3	61.4	
Did not receive grant aid	27.9	46.7	38.6	
Loan (except PLUS) ³				
Did receive loan	58.2	41.6	45.7	
Did not receive loan	41.8	58.4	54.3	
Work-study				
Did receive work-study	32.9	6.5	11.4	
Did not receive work-study	67.1	93.5	88.6	
Average hours worked per week while enrolled				
Did not work	40.9	46.4	36.9	
Worked 1-14 hours or less while enrolled	36.8	18.3	16.4	
Worked 15-29 hours while enrolled	15.8	25.2	29.0	
Worked 30 or more hours while enrolled	6.5	10.1	17.7	
Parents helped with direct contribution				
Student did receive direct contribution from parent	91.9	79.6	70.8	
Student did not receive direct contribution from parent	8.1	20.4	29.2	

¹The sticker price and Carnegie classification variable groups undergraduates attending 4-year institutions into one of three unique categories. First, “undergraduates with higher sticker prices” are full-time, first-year undergraduates who faced at least \$12,000 in tuition and required fees before any tuition remission, discounts, or financial aid award in the 1995-96 academic year, regardless of institution control or Carnegie classification. Second, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending public universities with Carnegie classification of Research I or II, are the “undergraduates in public research universities.” Third, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending all other institutions are the “undergraduates in other 4-year institutions.”

²Veterans Administration/Department of Defense.

³PLUS loans are unsubsidized variable-interest rate loans awarded to parents of dependent students who are able to meet criteria for credit worthiness.

NOTE: Detail may not add to totals due to rounding.

SOURCE: U.S. Department of Education, National Center for Education Statistics, 1995-96 National Postsecondary Student Aid Study (NPSAS:96), Undergraduate Data Analysis System.

ates with sticker prices below \$12,000 in public research universities worked 15 to 29 hours compared with 16 percent of those

with higher sticker prices. Ten percent of the full-time, first-year undergraduates with sticker prices below \$12,000 in public re-

search universities worked 30 hours or more compared with 7 percent of those with higher sticker prices.

Parents also provided financial support. Ninety-two percent of the full-time, first-year undergraduates with higher sticker prices received parental help compared with 80 percent of those with sticker prices below \$12,000 in public research universities.

INFLUENCES

Four influences differentiated full-time, first-year undergraduates with higher sticker prices from those with sticker prices below \$12,000 in public research universities (table C). First, one-half of the full-time, first-year undergraduates with higher sticker prices indicated that institutional reputation was a reason for enrolling compared with 41 percent of those with sticker prices below \$12,000 in public research universities. The second factor was receiving more financial aid. Twelve percent of the full-time, first-year undergraduates with higher sticker prices indicated that the receipt of more financial aid was a reason for enrolling compared with 6 percent of those with sticker prices below \$12,000 in public research universities. Third, faculty reputation was

identified as an influence by 7 percent of the full-time, first-year undergraduates with higher sticker prices compared with 2 percent of those with sticker prices below \$12,000 in public research universities. The fourth influence was the job placement rate. Five percent of the full-time, first-year undergraduates with higher sticker prices said job placement was an important consideration compared with 1 percent of those with sticker prices below \$12,000 in public research universities.

Four influences differentiated full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities from those with higher sticker prices. First, 31 percent of full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities indicated that being close to home was an important influence compared with 17 percent of those with higher sticker prices. The second factor was low tuition. Ten percent of the full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities indicated that low tuition was important compared with 1 percent of those with higher sticker prices. Third, 8 percent of those with sticker prices below \$12,000 in public research universities indi-

Table C—Percentage distribution of full-time, first-year undergraduates in 4-year institutions according to selected undergraduates' reasons for attendance, by sticker price and Carnegie classification: 1995-96

	Sticker price \$12,000 or more ¹		Sticker price below \$12,000	
	Undergraduates with higher sticker prices		Undergraduates in public research universities	Undergraduates in other 4-year institutions
Total	100.0		100.0	100.0
Institution has good reputation				
Institution reputation was a reason for attendance	50.4		41.1	28.4
Institution reputation was not a reason for attendance	49.6		58.9	71.6
Received more financial aid				
Received more financial aid was a reason for attendance	12.3		5.5	6.4
Received more financial aid was not a reason for attendance	87.7		94.5	93.6
Faculty reputation				
Faculty reputation was a reason for attendance	7.0		2.2	3.9
Faculty reputation was not a reason for attendance	93.0		97.8	96.1
Institution job placement rate				
Job placement rate was a reason for attendance	4.6		1.2	2.2
Job placement rate was not a reason for attendance	95.4		98.8	97.8
Institution close to home				
Institution close to home was a reason for attendance	17.4		30.8	36.3
Institution close to home was not a reason for attendance	82.6		69.2	63.7
Low tuition ²				
Low tuition was a reason for attendance	0.8		9.8	5.4
Low tuition was not a reason for attendance	99.2		90.2	94.6
Friends or spouse attend institution				
Friends or spouse attending was a reason for attendance	3.3		7.5	7.0
Friends or spouse attending was not a reason for attendance	96.7		92.5	93.0
Could live at home if attended				
Could live at home was a reason for attendance	1.8		4.5	6.0
Could live at home was not a reason for attendance	98.2		95.5	94.0

¹The sticker price and Carnegie classification variable groups undergraduates attending 4-year institutions into one of three unique categories. First, "undergraduates with higher sticker prices" are full-time, first-year undergraduates who faced at least \$12,000 in tuition and required fees before any tuition remission, discounts, or financial aid award in the 1995-96 academic year, regardless of institution control or Carnegie classification. Second, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending public universities with Carnegie classification of Research I or II, are the "undergraduates in public research universities." Third, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending all other institutions are the "undergraduates in other 4-year institutions."

²"Low" as interpreted by the respondent.

SOURCE: U.S. Department of Education, National Center for Education Statistics, 1995-96 National Postsecondary Student Aid Study (NPSAS:96), Undergraduate Data Analysis System.

cated that friends or a spouse attending the school influenced their decision to enroll compared with 3 percent of those with higher sticker prices. The fourth factor was the option to live at home, which was a reason given by 5 percent of the full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities compared with 2 percent of those with higher sticker prices.

ACADEMIC DIFFERENCES

One measure of academic preparation, having SAT scores of 1,300 or more, differentiated full-time, first-year undergraduates with higher sticker prices from those with sticker prices below \$12,000 in public research universities. Seventeen percent of the full-time, first-year undergraduates with higher sticker prices achieved SATs of 1,300 or more compared with 10 percent of those with sticker prices below \$12,000 in public research universities. Another difference noted was the distribution of undergraduates by their undergraduate grade point averages (GPA). Eighteen percent of the full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities achieved a 2.00 or lower compared with 9 percent of those with higher sticker prices. Two other measures of academic preparation, the percentage of full-time, first-year undergraduates taking advanced placement tests or taking remedial classes, were not

significantly different between the two groups (table D).

The mix of academic majors chosen by full-time, first-year undergraduates differed between the two undergraduate categories. Forty-two percent of the full-time, first-year undergraduates with higher sticker prices majored in humanities, social, behavioral and life sciences compared with 32 percent of those with sticker prices below \$12,000 in public research universities. Twenty-one percent of the full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities majored in physical sciences, engineering, computer sciences or mathematics compared with 13 percent of those with higher sticker prices.

Full-time, first-year undergraduates with higher sticker prices were also more likely to report that they often had social contact with the faculty than were those with sticker prices below \$12,000 in public research universities.

SATISFACTION

Nearly all full-time, first-year undergraduates in both groups were satisfied with the social and extracurricular activities and the sports and recreation programs on their campus. Satisfaction with the academic experience was higher for full-time, first-year

Table D—Percentage distribution of full-time, first-year undergraduates in 4-year institutions according to selected undergraduates' academic differences, by sticker price and Carnegie classification: 1995-96

	Sticker price \$12,000 or more*		Sticker price below \$12,000	
	Undergraduates with higher sticker prices	Undergraduates in public research universities	Undergraduates in other 4-year institutions	
Total	100.0	100.0	100.0	
Scholastic Aptitude Test (SAT) score, combined verbal and mathematics				
Less than 1,000	33.0	40.4	73.5	
1,000-1,299	50.3	50.1	23.5	
1,300-1,600	16.7	9.5	3.0	
Grade point average				
Less than 2.00	9.1	17.6	24.9	
2.00-3.49	67.6	60.7	62.0	
3.50 or higher	23.2	21.7	13.2	
Number of Advanced Placement (AP) tests taken				
Student took one or more placement tests	48.0	44.2	18.6	
Student took no placement test	52.0	55.8	81.4	
Remedial courses				
Did take remedial courses	6.8	9.8	20.8	
Did not take remedial courses	93.2	90.2	79.2	
Undergraduate field of study				
Humanities, social, behavioral, life sciences	42.2	32.3	33.3	
Physical sciences, engineering, computer science, mathematics	12.7	21.1	15.6	
Education	7.3	6.4	11.6	
Business, management	17.9	15.6	18.5	
Health, other	19.8	24.7	21.1	
Have social contact with faculty				
Never	33.9	50.1	44.9	
Sometimes	49.9	42.2	42.3	
Often	16.2	7.7	12.8	

*The sticker price and Carnegie classification variable groups undergraduates attending 4-year institutions into one of three unique categories. First, "undergraduates with higher sticker prices" are full-time, first-year undergraduates who faced at least \$12,000 in tuition and required fees before any tuition remission, discounts, or financial aid award in the 1995-96 academic year, regardless of institution control or Carnegie classification. Second, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending public universities with Carnegie classification of Research I or II, are the "undergraduates in public research universities." Third, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending all other institutions are the "undergraduates in other 4-year institutions."

NOTE: Detail may not add to totals due to rounding.

SOURCE: U.S. Department of Education, National Center for Education Statistics, 1995-96 National Postsecondary Student Aid Study (NPSAS:96), Undergraduate Data Analysis System.

undergraduates with higher sticker prices than it was for those with sticker prices below \$12,000 in public research universities. The three academic characteristics that full-time, first-year undergraduates with higher sticker prices were more likely to report as satisfactory than were those with sticker prices below \$12,000 in public research universities included availability of courses,

instructors' ability and class size (table E). Full-time, first-year undergraduates with sticker prices below \$12,000 in public research universities were more likely to be satisfied with social life and the sports and recreation programs on-campus (94 and 96 percent, respectively) than were those with higher sticker prices (90 and 92 percent, respectively).

Table E—Percentage distribution of full-time, first-year undergraduates in 4-year institutions according to selected undergraduates' satisfaction characteristics, by sticker price and Carnegie classification: 1995-96

	Sticker price \$12,000 or more ¹	Sticker price below \$12,000	
	Undergraduates with higher sticker prices	Undergraduates in public research universities	Undergraduates in other 4-year institutions
Total	100.0	100.0	100.0
Course availability			
Satisfied with course availability	83.2	70.2	75.4
Not satisfied with course availability	16.8	29.8	24.6
Instructors' ability to teach			
Satisfied with instructors' ability to teach	95.2	86.9	88.1
Not satisfied with instructors' ability to teach	4.8	13.1	11.9
Class size			
Satisfied with class size	96.6	78.0	93.5
Not satisfied with class size	3.4	22.0	6.5
Social life			
Satisfied with social life	89.9	93.6	90.4
Not satisfied with social life	10.1	6.4	9.6
Sports and recreational activities ²			
Satisfied with sports and recreational activities	91.7	96.4	92.7
Not satisfied with sports and recreational activities	8.3	3.6	7.3

¹The sticker price and Carnegie classification variable groups undergraduates attending 4-year institutions into one of three unique categories. First, "undergraduates with higher sticker prices" are full-time, first-year undergraduates who faced at least \$12,000 in tuition and required fees before any tuition remission, discounts, or financial aid award in the 1995-96 academic year, regardless of institution control or Carnegie classification. Second, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending public universities with Carnegie classification of Research I or II, are the "undergraduates in public research universities." Third, undergraduates with sticker prices below \$12,000 in the 1995-96 academic year attending all other institutions are the "undergraduates in other 4-year institutions."

²Includes only respondents who participated in sports and recreational activities.

SOURCE: U.S. Department of Education, National Center for Education Statistics, 1995-96 National Postsecondary Student Aid Study (NPSAS:96), Undergraduate Data Analysis System.

PERSISTENCE

Multivariate analysis techniques were used to find that full-time, first-year undergraduates with higher sticker prices were more likely to persist in their first year than were those with sticker prices below \$12,000 in public research universities. Further, the multivariate statistical techniques found that student characteristics did not explain the difference in persistence. Persistence is defined as attending full-time at the same campus for at least eight months during the year.

CONCLUSIONS

Undergraduates attending institutions with sticker prices of \$12,000 or more and

those with sticker prices below \$12,000 in public research universities include a higher proportion of younger and academically prepared undergraduates. Differences in family incomes of full-time, first-year undergraduates in the two groups were not significantly different.

Full-time, first-year undergraduates in the two groups had different reasons for attending. For example, a larger percentage of full-time, first-year undergraduates with higher sticker prices indicated factors such as institutional reputation, financial aid, and job placement as reasons for attending compared with those with sticker prices below \$12,000 in public research universities.