KOTOWAZA JAPANESE PROVERBS AND SAYINGS

KOTOWAZA JAPANESE PROVERBS AND SAYINGS: TIMELESS WISDOM FROM JAPAN

KOTOWAZA JAPANESE PROVERBS AND SAYINGS HOLD A SPECIAL PLACE NOT ONLY IN JAPANESE CULTURE BUT ALSO IN THE BROADER WORLD OF LANGUAGE AND PHILOSOPHY. THESE CONCISE, OFTEN POETIC EXPRESSIONS CAPTURE THE ESSENCE OF LIFE'S LESSONS, SOCIAL NORMS, AND CULTURAL VALUES PASSED DOWN THROUGH GENERATIONS. IF YOU'VE EVER BEEN CURIOUS ABOUT JAPANESE CULTURE OR WANT TO ENRICH YOUR UNDERSTANDING OF THIS BEAUTIFUL LANGUAGE, EXPLORING KOTOWAZA OFFERS A FASCINATING GLIMPSE INTO HOW PEOPLE THINK, SOLVE PROBLEMS, AND REFLECT ON THE HUMAN EXPERIENCE.

IN THIS ARTICLE, WE'LL DIVE DEEP INTO THE WORLD OF KOTOWAZA, UNCOVER THEIR MEANINGS, AND REVEAL WHY THESE PROVERBS REMAIN RELEVANT IN MODERN SOCIETY. FROM THEIR HISTORICAL ROOTS TO PRACTICAL APPLICATIONS, YOU'LL DISCOVER HOW THESE SAYINGS CAN INSPIRE YOU AND BRING A NEW DIMENSION TO COMMUNICATION.

WHAT ARE KOTOWAZA? UNDERSTANDING JAPANESE PROVERBS AND SAYINGS

KOTOWAZA (P) ARE TRADITIONAL JAPANESE PROVERBS AND SAYINGS THAT CONVEY WISDOM, MORAL LESSONS, AND CULTURAL INSIGHTS. Unlike SIMPLE PHRASES, KOTOWAZA OFTEN USE METAPHOR, ALLEGORY, OR VIVID IMAGERY TO EXPRESS COMPLEX IDEAS SUCCINCTLY. THEY ARE SIMILAR TO ENGLISH PROVERBS LIKE "A STITCH IN TIME SAVES NINE" BUT CARRY NUANCES UNIQUE TO JAPANESE HISTORY AND WORLDVIEW.

THESE SAYINGS ARE EMBEDDED IN EVERYDAY SPEECH, LITERATURE, AND EVEN BUSINESS COMMUNICATION IN JAPAN. THEY REFLECT SOCIETAL VALUES SUCH AS HARMONY, PERSEVERANCE, HUMILITY, AND RESPECT FOR NATURE. LEARNING KOTOWAZA IS LIKE UNLOCKING A KEY TO UNDERSTANDING JAPANESE THOUGHT PATTERNS AND SOCIAL ETIQUETTE.

THE ORIGINS AND CULTURAL SIGNIFICANCE OF KOTOWAZA

Many kotowaza have roots that go back centuries, influenced by Chinese classics, Buddhist teachings, and indigenous Japanese folklore. They have evolved through oral tradition, often memorized and passed down in families or taught in schools. Because of their brevity and depth, kotowaza became a popular way to teach children important life lessons in a memorable way.

THE CULTURAL SIGNIFICANCE OF KOTOWAZA EXTENDS BEYOND MERE LANGUAGE. THESE PROVERBS OFTEN REFLECT THE JAPANESE CONCEPT OF "WABI-SABI" — FINDING BEAUTY IN IMPERFECTION AND IMPERMANENCE — AS WELL AS "MONO NO AWARE," AN AWARENESS OF THE TRANSIENCE OF THINGS. THIS PHILOSOPHICAL BACKGROUND MAKES KOTOWAZA MORE THAN JUST CATCHY SAYINGS; THEY ARE REFLECTIONS OF A DEEPLY CONTEMPLATIVE CULTURE.

POPULAR KOTOWAZA AND THEIR MEANINGS

EXPLORING SOME OF THE MOST WELL-KNOWN KOTOWAZA WILL HELP YOU APPRECIATE THEIR RICHNESS AND HOW THEY CAN APPLY TO EVERYDAY LIFE. HERE ARE A FEW FAVORITES THAT SHOWCASE THE DIVERSITY OF THEMES AND LESSONS:

1. P P P P (Nanakorobi yaoki) - "Fall down seven times, get up eight"

THIS PROVERB EMPHASIZES RESILIENCE AND PERSEVERANCE. NO MATTER HOW MANY TIMES YOU FAIL OR FACE SETBACKS, THE KEY IS TO KEEP TRYING. IT PERFECTLY ENCAPSULATES THE JAPANESE SPIRIT OF ENDURANCE, ENCOURAGING A POSITIVE ATTITUDE TOWARDS CHALLENGES.

THIS SAYING REMINDS US THAT EVERYONE MAKES MISTAKES, EVEN EXPERTS. IT'S A HUMBLING EXPRESSION THAT DISCOURAGES ARROGANCE AND PROMOTES UNDERSTANDING THAT FAILURE IS PART OF BEING HUMAN.

3. P P P (HANA YORI DANGO) - "DUMPLINGS OVER FLOWERS"

WHILE CHERRY BLOSSOMS (HANA) ARE ADMIRED FOR THEIR BEAUTY, THIS PROVERB SUGGESTS CHOOSING PRACTICAL BENEFITS (DUMPLINGS) OVER AESTHETIC PLEASURES. IT HIGHLIGHTS THE VALUE OF SUBSTANCE OVER FORM IN DECISION-MAKING.

4. P P P P P (ISHI NO UE NI MO SAN NEN) - "THREE YEARS ON A STONE"

This kotowaza teaches patience and persistence. Sitting on a cold stone for three years symbolizes enduring hardship with the expectation that perseverance will eventually lead to success.

HOW TO USE KOTOWAZA IN DAILY LIFE AND LANGUAGE LEARNING

INTEGRATING KOTOWAZA INTO YOUR DAILY CONVERSATIONS OR LANGUAGE STUDY CAN DEEPEN YOUR CONNECTION TO JAPANESE CULTURE AND IMPROVE YOUR COMMUNICATION SKILLS.

IN EVERYDAY COMMUNICATION

JAPANESE PEOPLE OFTEN SPRINKLE PROVERBS INTO THEIR SPEECH TO CONVEY WISDOM OR SOFTEN ADVICE. FOR EXAMPLE, WHEN ENCOURAGING A FRIEND WHO'S STRUGGLING, YOU MIGHT SAY, "NANAKOROBI YAOKI" TO INSPIRE THEM NOT TO GIVE UP. USING KOTOWAZA NATURALLY SHOWS CULTURAL SENSITIVITY AND CAN CREATE STRONGER BONDS IN SOCIAL OR PROFESSIONAL SETTINGS.

IN LANGUAGE LEARNING

FOR LEARNERS OF JAPANESE, KOTOWAZA ARE EXCELLENT TOOLS FOR VOCABULARY BUILDING AND UNDERSTANDING CULTURAL CONTEXT. BECAUSE MANY KOTOWAZA USE METAPHORS OR IDIOMS, THEY CHALLENGE LEARNERS TO THINK BEYOND LITERAL TRANSLATIONS, ENHANCING COMPREHENSION AND FLUENCY. MEMORIZING A FEW KEY PROVERBS CAN ALSO MAKE CONVERSATIONS MORE AUTHENTIC AND ENGAGING.

TIPS FOR LEARNING AND REMEMBERING KOTOWAZA

- CONTEXT MATTERS: STUDY THE SITUATIONS WHERE A KOTOWAZA IS COMMONLY USED.
- VISUALIZE THE MEANING: CREATE MENTAL IMAGES TO REMEMBER METAPHORICAL EXPRESSIONS.
- PRACTICE WITH NATIVE SPEAKERS: USE THEM IN CONVERSATIONS OR WRITING TO REINFORCE MEMORY.
- CONNECT TO PERSONAL EXPERIENCES: RELATE THE PROVERB'S MESSAGE TO YOUR OWN LIFE TO MAKE IT MORE MEANINGFUL.

THE ROLE OF KOTOWAZA IN JAPANESE LITERATURE AND MEDIA

KOTOWAZA HAVE LONG BEEN A STAPLE IN JAPANESE LITERATURE, POETRY, AND EVEN MODERN MEDIA SUCH AS MANGA AND FILMS. AUTHORS USE THESE SAYINGS TO ADD DEPTH TO CHARACTERS AND NARRATIVES, OFTEN CONVEYING COMPLEX EMOTIONS OR MORAL DILEMMAS SUCCINCTLY.

In traditional haiku or waka poetry, kotowaza-inspired phrases evoke imagery and cultural resonance that enrich the reader's experience. In contemporary settings, TV shows or anime may incorporate proverbs to highlight a character's growth or underline a theme, making them a bridge between past and present cultural expressions.

EXPLORING REGIONAL VARIATIONS AND LESSER-KNOWN PROVERBS

Japan's diverse regions each have their own unique expressions and variations of kotowaza. Some local sayings might not be widely known outside their area but offer fascinating insights into regional customs, dialects, and histories.

DISCOVERING THESE LESSER-KNOWN PROVERBS CAN BE PARTICULARLY REWARDING FOR ADVANCED LEARNERS OR CULTURAL ENTHUSIASTS. IT BROADENS YOUR APPRECIATION OF HOW LANGUAGE ADAPTS TO DIFFERENT ENVIRONMENTS AND SOCIAL CONDITIONS.

EXAMPLES OF REGIONAL KOTOWAZA

- HOKKAIDO: "KAWA NO SOKO NI WA SAKANA GA IRU" (THERE ARE FISH AT THE BOTTOM OF THE RIVER) MEANING VALUABLE THINGS ARE OFTEN HIDDEN AND REQUIRE EFFORT TO FIND.
- KANSAI: "ISHI NO UE NI MO SANNEN" (THREE YEARS ON A STONE), A VARIANT EMPHASIZING PATIENCE AND PERSISTENCE, IS COMMONLY HEARD WITH A SLIGHTLY DIFFERENT NUANCE.
- OKINAWA: "NUCHI DU TAKARA" (LIFE IS A TREASURE) STRESSING THE IMPORTANCE OF VALUING LIFE AND HEALTH.

INCORPORATING KOTOWAZA INTO YOUR CULTURAL UNDERSTANDING

EMBRACING KOTOWAZA IS MORE THAN JUST LEARNING LANGUAGE; IT'S ABOUT GAINING INSIGHT INTO JAPANESE PERSPECTIVES ON LIFE, RELATIONSHIPS, AND NATURE. THEY ENCOURAGE REFLECTION ON VALUES SUCH AS HUMILITY, EFFORT, AND HARMONY, WHICH ARE CENTRAL TO MANY ASPECTS OF JAPANESE SOCIETY.

WHETHER YOU'RE A TRAVELER, LANGUAGE STUDENT, OR SIMPLY A CURIOUS SOUL, APPRECIATING THESE PROVERBS ENRICHES YOUR CULTURAL EXPERIENCE. IT ENABLES YOU TO SEE BEYOND SURFACE DIFFERENCES AND CONNECT THROUGH SHARED HUMAN WISDOM THAT TRANSCENDS BORDERS.

AS YOU CONTINUE EXPLORING KOTOWAZA JAPANESE PROVERBS AND SAYINGS, YOU'LL FIND THAT THEY OFFER TIMELESS ADVICE AND CHARMING GLIMPSES INTO A CULTURE THAT TREASURES THE POWER OF WORDS AND THE LESSONS THEY CARRY.

FREQUENTLY ASKED QUESTIONS

WHAT DOES THE JAPANESE PROVERB '? ? ? ? ? ? (NANAKOROBI YAOKI) MEAN?

IT MEANS 'FALL SEVEN TIMES, STAND UP EIGHT,' ENCOURAGING PERSEVERANCE AND RESILIENCE DESPITE SETBACKS.

HOW ARE KOTOWAZA USED IN JAPANESE CULTURE?

KOTOWAZA, OR JAPANESE PROVERBS, ARE OFTEN USED IN DAILY CONVERSATION, LITERATURE, AND TEACHING TO CONVEY WISDOM, MORAL LESSONS, AND CULTURAL VALUES SUCCINCTLY.

WHAT IS THE MEANING OF THE JAPANESE SAYING '? ? ? ? ? ? ? ? ? (SARU MO KI KAR OCHIRU)?

IT MEANS 'EVEN MONKEYS FALL FROM TREES,' IMPLYING THAT EVEN EXPERTS CAN MAKE MISTAKES.

CAN YOU EXPLAIN THE PROVERB '? ? ? ? ? ? ? (ISHI NO UE NI MO SANNEN)?

THIS PROVERB MEANS 'THREE YEARS ON A STONE,' EMPHASIZING THE IMPORTANCE OF PATIENCE AND PERSEVERANCE TO ACHIEVE SUCCESS.

WHAT IS THE SIGNIFICANCE OF NATURE IN JAPANESE KOTOWAZA?

MANY JAPANESE PROVERBS USE NATURAL IMAGERY LIKE ANIMALS, PLANTS, AND SEASONS TO CONVEY LESSONS, REFLECTING THE CULTURAL CONNECTION TO NATURE.

HOW DO JAPANESE PROVERBS COMPARE TO WESTERN PROVERBS?

WHILE BOTH SHARE UNIVERSAL THEMES LIKE PERSEVERANCE AND WISDOM, JAPANESE KOTOWAZA OFTEN REFLECT UNIQUE CULTURAL VALUES SUCH AS HARMONY, PATIENCE, AND RESPECT FOR NATURE.

WHAT DOES THE SAYING '? ? ? ? ? ? ? ? ? ? (ANZURU YORI UMU GA YASASHI)

IT MEANS 'GIVING BIRTH IS EASIER THAN WORRYING ABOUT IT,' SUGGESTING THAT THINGS ARE OFTEN EASIER TO DO THAN TO WORRY ABOUT.

ARE KOTOWAZA STILL RELEVANT IN MODERN JAPANESE SOCIETY?

YES, KOTOWAZA REMAIN RELEVANT AS THEY PROVIDE CONCISE MORAL GUIDANCE AND ARE COMMONLY USED IN EDUCATION, MEDIA, AND EVERYDAY CONVERSATION.

WHAT IS THE ORIGIN OF JAPANESE PROVERBS (KOTOWAZA)?

MANY KOTOWAZA ORIGINATED FROM CLASSICAL LITERATURE, BUDDHIST TEACHINGS, FOLK TALES, AND HISTORICAL EVENTS, PASSED DOWN THROUGH GENERATIONS.

HOW CAN LEARNING KOTOWAZA HELP IN UNDERSTANDING JAPANESE LANGUAGE AND CULTURE?

LEARNING KOTOWAZA ENHANCES LANGUAGE SKILLS BY EXPOSING LEARNERS TO IDIOMATIC EXPRESSIONS AND CULTURAL VALUES, DEEPENING THEIR UNDERSTANDING OF JAPANESE COMMUNICATION AND WORLDVIEW.

ADDITIONAL RESOURCES

KOTOWAZA JAPANESE PROVERBS AND SAYINGS: CULTURAL WISDOM ENCAPSULATED IN LANGUAGE

KOTOWAZA JAPANESE PROVERBS AND SAYINGS REPRESENT AN INTEGRAL ASPECT OF JAPAN'S RICH CULTURAL AND LINGUISTIC HERITAGE. THESE PROVERBIAL EXPRESSIONS, OFTEN SUCCINCT AND METAPHORICAL, CONVEY DEEP-SEATED VALUES, SOCIAL NORMS, AND PHILOSOPHICAL INSIGHTS THAT HAVE BEEN PASSED DOWN THROUGH GENERATIONS. UNLIKE MERE IDIOMATIC PHRASES, KOTOWAZA ENCAPSULATE LIFE LESSONS AND PRACTICAL WISDOM, SERVING AS A WINDOW INTO THE COLLECTIVE MINDSET OF JAPANESE SOCIETY. AS INTEREST IN JAPANESE CULTURE GROWS GLOBALLY, UNDERSTANDING THESE PROVERBS PROVIDES VALUABLE CONTEXT FOR APPRECIATING JAPAN'S TRADITIONS, COMMUNICATION STYLES, AND WORLDVIEWS.

EXPLORING THE SIGNIFICANCE OF KOTOWAZA IN JAPANESE CULTURE

KOTOWAZA ARE MORE THAN JUST LINGUISTIC ARTIFACTS; THEY FUNCTION AS CULTURAL TOUCHSTONES THAT GUIDE BEHAVIOR AND DECISION-MAKING. HISTORICALLY, THESE SAYINGS EMERGED FROM EVERYDAY EXPERIENCES, FOLKLORE, AND BUDDHIST TEACHINGS, REFLECTING THE AGRARIAN ROOTS AND COMMUNAL VALUES PREDOMINANT IN JAPAN. THEIR CONCISE NATURE ALLOWS FOR EASY MEMORIZATION AND TRANSMISSION, WHICH HAS HELPED PRESERVE THEM OVER CENTURIES.

In modern Japan, kotowaza continue to appear in various contexts—from literature and education to business and media—highlighting their enduring relevance. They often surface in conversations to emphasize a point or offer advice indirectly, a communication style aligned with Japan's preference for subtlety and harmony. This nuanced usage underscores the importance of understanding kotowaza not only linguistically but also contextually.

COMMON THEMES IN JAPANESE PROVERBS

ANALYZING KOTOWAZA REVEALS RECURRING THEMES THAT MIRROR SOCIETAL PRIORITIES AND PHILOSOPHIES:

- PERSEVERANCE AND PATIENCE: MANY PROVERBS EMPHASIZE RESILIENCE, REFLECTING JAPAN'S HISTORICAL CHALLENGES AND
 THE CULTURAL VALORIZATION OF ENDURING HARDSHIP QUIETLY.
- NATURE AND SEASONS: GIVEN JAPAN'S CLOSE RELATIONSHIP WITH THE NATURAL WORLD, NUMEROUS SAYINGS DRAW METAPHORS FROM SEASONAL CHANGES, ANIMALS, AND NATURAL PHENOMENA.
- COMMUNITY AND SOCIAL HARMONY: EMPHASIS ON COLLECTIVE WELL-BEING AND INTERPERSONAL RESPECT IS A COMMON THREAD, HIGHLIGHTING THE VALUE PLACED ON GROUP COHESION.
- WISDOM AND LEARNING: PROVERBIAL EXPRESSIONS OFTEN ADVOCATE FOR HUMILITY, CONTINUOUS LEARNING, AND CAUTIOUS DECISION-MAKING.

NOTEWORTHY EXAMPLES OF KOTOWAZA AND THEIR INTERPRETATIONS

TO APPRECIATE THE DEPTH AND VARIETY OF KOTOWAZA, EXAMINING SPECIFIC EXAMPLES SHEDS LIGHT ON THEIR LINGUISTIC ARTISTRY AND CULTURAL IMPLICATIONS.

"P P P P P " (SARU MO KI KARA OCHIRU) - "EVEN MONKEYS FALL FROM TREES"

THIS PROVERB CONVEYS THAT EVEN EXPERTS ARE PRONE TO MISTAKES. IT SERVES AS A REMINDER THAT PERFECTION IS UNATTAINABLE AND ENCOURAGES HUMILITY. ITS USE IN CONVERSATION CAN SOFTEN CRITICISM OR OFFER REASSURANCE FOLLOWING AN ERROR, REFLECTING THE JAPANESE PREFERENCE FOR INDIRECT AND EMPATHETIC COMMUNICATION.

"P P P P " (NANAKOROBI YAOKI) - "FALL SEVEN TIMES, STAND UP EIGHT"

EMBODIED BY THE SPIRIT OF PERSEVERANCE, THIS SAYING ENCOURAGES ENDURING SETBACKS AND CONTINUOUSLY STRIVING FORWARD. IT RESONATES WIDELY IN EDUCATIONAL AND CORPORATE SETTINGS WHERE RESILIENCE IS HIGHLY VALUED. THE PROVERB'S RHYTHMIC STRUCTURE ALSO MAKES IT MEMORABLE AND MOTIVATIONAL.

"P P P " (Hana Yori Dango) - "DUMPLINGS OVER FLOWERS"

THIS PHRASE CONTRASTS AESTHETIC APPRECIATION WITH PRACTICAL NEEDS, IMPLYING A PREFERENCE FOR SUBSTANCE OVER SUPERFICIALITY. IT REFLECTS PRAGMATIC ASPECTS OF JAPANESE CULTURE, WHERE UTILITY AND FUNCTION OFTEN TAKE PRECEDENCE OVER APPEARANCE.

THE LINGUISTIC AND STRUCTURAL FEATURES OF KOTOWAZA

KOTOWAZA TYPICALLY EXHIBIT CONCISE CONSTRUCTION, OFTEN COMPRISING FOUR OR FIVE KANJI CHARACTERS, WHICH CONTRIBUTES TO THEIR POETIC AND IMPACTFUL NATURE. MANY ARE STRUCTURED AS YOKKU (FOUR-CHARACTER IDIOMS), FACILITATING EASE OF MEMORIZATION. THE USE OF METAPHOR AND IMAGERY IS PREVALENT, ENHANCING THE EXPRESSIVENESS OF THESE SAYINGS.

Moreover, kotowaza frequently employ parallelism and balanced phrasing, which not only aids retention but also imbues the expressions with rhythm and elegance. Their brevity and figurative language allow for layered meanings, adaptable to different contexts and interpretations.

COMPARISON WITH PROVERBS FROM OTHER CULTURES

When compared to Western proverbs, kotowaza often emphasize group harmony and indirect communication, rather than individualism or directness. For example, the English proverb "The Early bird catches the worm" advocates proactivity and individual effort, whereas Japanese proverbs might focus more on patience or social harmony.

ADDITIONALLY, THE INFLUENCE OF BUDDHISM IN JAPANESE SAYINGS INTRODUCES CONCEPTS LIKE IMPERMANENCE AND MINDFULNESS, WHICH ARE LESS PREVALENT IN WESTERN PROVERBIAL TRADITIONS. THIS SPIRITUAL DIMENSION ADDS COMPLEXITY AND DEPTH TO KOTOWAZA, REFLECTING JAPAN'S UNIQUE CULTURAL SYNTHESIS.

APPLICATIONS OF KOTOWAZA IN CONTEMPORARY SOCIETY

IN TODAY'S JAPAN, KOTOWAZA REMAIN EMBEDDED IN EDUCATIONAL CURRICULA, WHERE STUDENTS LEARN THEM NOT ONLY TO UNDERSTAND LANGUAGE BUT ALSO TO ABSORB CULTURAL VALUES. IN BUSINESS, THESE PROVERBS OFTEN APPEAR IN SPEECHES, MARKETING CAMPAIGNS, AND CORPORATE MOTTOS TO INSPIRE AND UNIFY EMPLOYEES.

FURTHERMORE, THE GLOBAL FASCINATION WITH JAPANESE CULTURE HAS LED TO THE INCORPORATION OF KOTOWAZA IN LANGUAGE LEARNING MATERIALS AND CULTURAL EXCHANGES. THIS TREND HIGHLIGHTS THEIR POTENTIAL AS TOOLS FOR CROSS-CULTURAL UNDERSTANDING AND COMMUNICATION.

However, challenges exist in translating kotowaza accurately due to their cultural specificity and linguistic nuances. Literal translations may fail to capture the intended meaning or emotional resonance, underscoring the importance of contextual interpretation.

PROS AND CONS OF INTEGRATING KOTOWAZA IN MODERN COMMUNICATION

• Pros:

- ENHANCES COMMUNICATION WITH CULTURAL DEPTH.
- PROMOTES SHARED VALUES AND SOCIAL COHESION.
- Provides concise, memorable ways to convey wisdom.

• Cons:

- RISK OF MISINTERPRETATION BY NON-NATIVE SPEAKERS.
- POTENTIAL FOR OUTDATED VALUES CONFLICTING WITH MODERN VIEWS.
- May seem obscure or overly formal in Casual Contexts.

NAVIGATING THESE FACTORS REQUIRES SENSITIVITY AND ADAPTABILITY, ESPECIALLY IN MULTICULTURAL OR GLOBALIZED ENVIRONMENTS.

THE STUDY OF KOTOWAZA JAPANESE PROVERBS AND SAYINGS THUS REVEALS A SOPHISTICATED INTERPLAY BETWEEN LANGUAGE, CULTURE, AND SOCIAL BEHAVIOR. THEIR ENDURING PRESENCE TESTIFIES TO THE POWER OF LANGUAGE AS A VESSEL FOR CULTURAL IDENTITY AND COLLECTIVE WISDOM. AS JAPAN CONTINUES TO ENGAGE WITH THE WORLD, KOTOWAZA REMAIN A SUBTLE YET PROFOUND MEANS OF SHARING ITS UNIQUE PERSPECTIVE ON LIFE'S COMPLEXITIES.

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