

## **ANNEXURE**

## Annexure-1

**QUESTIONNAIRE**

Name of Company: \_\_\_\_\_ Division: \_\_\_\_\_  
 Annual Sales turnover of your company: Rs. \_\_\_\_ Your HQ in Pune: \_\_\_\_\_  
 Your Home town: \_\_\_\_\_ Total experience: \_\_yrs \_\_ months  
 Gender:  M /  F Age: \_\_\_\_\_ yrs Highest Education: \_\_\_\_\_  
 Marital Status: Married  Unmarried  Number of dependents:

---

- Q.1 In which area you stay in Pune? \_\_\_\_\_
- Q.2 Do you stay with your family? a) Yes  b) No
- Q.3 Since how long are you working in **PUNE** as a MR?  yrs  months
- Q.4 For how many companies you have worked in Pune? \_\_\_\_\_
- Q.5 Reasons for changing companies, if changed. (Can tick more than one)-  
 a) Salary/expense not in time  b) Non cooperation from manager   
 c) Promotion  d) Higher salary  e) Scattered work area   
 f) Work area far away from residence   
 g) Any other please specify \_\_\_\_\_
- Q.6 How many hours do you work in a day?  
 a) 6-8 hrs  b) 8-10 hrs  c) 10-12 hrs  d) More than 12 hrs
- Q.7 Your morning work starts at \_\_\_\_\_ AM; and ends at \_\_\_\_\_ AM/PM
- Q.8 Your evening work starts at \_\_\_\_\_ PM; and ends at \_\_\_\_\_ PM
- Q.9 What do you do; when you don't have calls in the afternoon?  
 a) Go to residence and rest  b) Stockiest visit  c) Chemist visit   
 d) Hangout somewhere near work area  e) Carry out administrative work   
 f) Any other please specify \_\_\_\_\_
- Q.10 For working; you use-  
 a) Bike  b) Car  c) Public transport (Bus, Auto etc)
- Q.11 How many kilometers on an average you travel in a day? \_\_\_\_\_
- Q.12 a) Number of doctors on list \_\_\_\_\_ b) Number of chemists on list \_\_\_\_\_
- Q.13 According to you whose calls are important? (can tick more than one)  
 a) Doctor  b) Chemist  c) Stockiest

**Q.14 What is your call average?**

	Doctor	Chemist	Stockiest
Expected as per company norm			
Actual call average			

**Q.15 How many products you have? \_\_\_\_\_**

**Q.16 How much time you get in doctors cabin to promote your product?**

- a) 1-2 min       b) 3-4 min       c) 5-6 min   
 d) More than 6 min

**Q.17 When do you send report to the company?**

- a) Daily       b) Twice in a week       c) Alternate days   
 d) Weekly

**Q.18 Your reporting system is:**      a) Online       b) Manual

**Q.19 When do you have meetings? (Can tick more than one)**

- a) Daily       b) Weekly       c) Fortnightly       d) Monthly   
 e) Quarterly

**Q.20 How much sales target you achieve?**

- a) Less than 60%       b) 61%-70%       c) 71%-80%   
 d) 81%-90%       e) 91%-100%       f) More than 100%

**Q.21 Rate the sales pressure you face (1 being no pressure at all and 10 being very high pressure)**

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

**Q.22 Rate the co-operation you get from followings (1 being no co-operation at all and 10 being full cooperation) (खालील व्यक्तींकडून तुम्हाला मिळणाऱ्या सहकार्यास तुम्ही १० पैकी किती मार्क द्याल?)**

Doctors	1	2	3	4	5	6	7	8	9	10
Chemists	1	2	3	4	5	6	7	8	9	10
Stockiest	1	2	3	4	5	6	7	8	9	10
Company	1	2	3	4	5	6	7	8	9	10
Manager	1	2	3	4	5	6	7	8	9	10

**Q.23 How frequently you face situations like**

Situations	Always	Often	Sometimes	Rarely	Never
Unethical demands from Doctors					
Unethical demands from Chemists					
Unethical demands from Stockiest					
Unethical demands from managers					
Parking problem					
Traffic problems					
Frustration					
Stress					
Sales pressure					

**Q.24 How much allowances you get?**

HQ Rs./day	Ex-HQ Rs./day	O/S Rs./day	Petrol Rs./Km	Mobile Rs./Month	Internet Rs./Month	Other Pl. specify _____

**Q.25 Do you get your salary/expenses in time?**

- a) Always     b) Often     c) Sometimes     d) Rarely   
 e) Never

**Q.26 Is your wife/husband earning?**    a) Yes     b) No **Q.27 Please provide following details (as applicable)**

Particulars	Rs./-
House/Room Rent	
House maintenance cost (inclusive of property tax, Home loan EMI, electricity bill etc)	
Number of roommates	
Vehicle Maintenance expenditure per month	
Expenditure on Petrol per month	
Mobile bill per month	
Internet bill per month	
Your expenditure on food/mess, snacks, grocery, milk, vegetables etc. per month	
Other expenditure [like LPG(cooking gas), Newspaper etc] per month	
Your salary per month	
Your expenses statement per month	
Incentives earned (avg. of last 3 months)	
Your savings per month	

**Q.28 If you have to purchase something for family other than basic necessities, you-**

- a) Buy on cash immediately
- b) Buy immediately on installments
- c) Delay buying till you accumulate sufficient cash
- d) Avoid buying
- e) Any other please specify \_\_\_\_\_

**Q.29 Does your manger sanctions your leave without hesitation and/or questioning**

- a) Always
- b) Often
- c) Sometimes
- d) Rarely
- e) Never

**Q.30 What do you do in following 'Leave' situations-**

Reason for leave	You take leaves				
	Always	Often	Sometimes	Rarely	Never
Demand from family members					
Attending family function					
Attending functions of close relatives					

**Q.31 How do you spend Sundays/weekends? (Can tick more than one)**

- a) Completing pending admin work like reports, feedback etc. or any other company works
- b) Half day company related work and half day with family
- c) Go to hometown
- d) Spend whole day with family
- e) Spend whole day with friends
- f) Watching movies, listening music, reading books, go for outings
- g) Any other please specify \_\_\_\_\_

**Q.32.1 While working in Pune how many times you suffered from any illness? \_\_\_\_**

Your illness was related to - (can tick more than one)

- a) Respiratory Track
- b) Gastro Intestinal
- c) Neurological
- d) Neuropsychiatric
- e) Cardiovascular
- f) Gynecological
- g) Any other please specify \_\_\_\_\_

**Q.32.2 Did medical leaves sanctioned to you during your illness?**

- a) Always     b) Often     c) Sometimes     d) Rarely   
 e) Never

**Q.32.3 Who had borne the medical expenses? a) Self  b) Company**

**Q.33 Which facilities you get from company?**

- a) Accident insurance     b) Medical insurance     c) Life insurance   
 d) PF     e) HRA     f) ESI     g) Pension     h) LTA   
 i) Bonus     j) Leave encashment     k) Loan   
 l) Advance against salary   
 m) Any other please specify \_\_\_\_\_

**Q.34 How frequently *your MR friend* does followings.**

	Always	Often	Sometimes	Rarely	Never
Smoking					
Drinks (Alcohol/liquor)					
Tobacco chewing					
Gutaka chewing					

**Q.35 According to you, what companies should do for MR?**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Your Name:** ..... **Mobile No:** .....

**Email Id:** .....

**Thank You!!!**