

**TRB 12:1 (Instructions at: TRB Chapter 12, Activity 12:5.)**

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**Nandini Pharma Ltd**

Nandini Pharma Ltd, a regionally present pharmaceutical company (turnover in 2000-01 about Rs 680 million) has decided to give all its 187 medical representatives a new two-wheeler each so that they can cover more areas and push up the sales. The MD will choose either Gazelle or Rhino.

You are the local dealers of Gazelle / Rhino, the most popular two-wheelers in the region. Prepare a proposal to be sent to Nandini Pharma.

Here are the comparative features of Gazelle and Rhino:

Features	Gazelle	Rhino
Capacity	100 cc	150 cc
Mileage	78 km/	157 km/l
Colours	Five choices	Only blue & green
Price	Rs 39,900	Rs 28,5000
Delivery	Wait 2-3 months	No wait
Payment	Advance payment, no hire purchase	Zero interest hire Purchase
Guarantee	Unconditional for first 20,000 km	For first 5000 km
Service centres	Only cities	Cities & small towns
Spare parts	Expensive	Low-priced
Manufacture	Japanese technology	Totally indigenous
Awards	Bike of the year 2001	No awards, but on Indian roads for >20 yrs

**TRB 12:2A (Instructions at: TRB Chapter 12, Activity 12:6)**

**Self Portrait**

*Describe yourself in under 16 words. The description should be such that someone who doesn't know you at all can walk up to you at an airport arrival lounge and identify you exclusively with its help. (Time limit: 5 minutes)*


**TRB 12:2B (Instructions at: TRB Chapter 12, Activity 12:6)**

**Spot the VIP!**

You are part of a dreaded terrorist group, Inquilomb. A top leader of Inquilomb is arriving by the next flight. You have to receive that VIP at the airport. But you have never seen him/her; neither do you know his/her name. You haven't been given any information whatever about the person except the flight number. This of course is to avoid all risks to their safety.

At the airport car park someone will hand you a slip of paper with a brief description of the Inquilomb VIP. Using that description you have to identify him/her as the passengers walk towards the arrival hall. You have to do it as quietly and confidently as possible. Spot him/her, walk up to him/her, gently touch him/her on the shoulder, and quietly show him/her the description. If he/she is the right person, give the slip to him/her and leave. He/she will find you at the car park. If you've made a mistake, apologize and move on looking for the real VIP. But Inquilomb rarely forgives mistakes!