



## **Sales Readiness Report (No Ranks)**

## SUN PHARMACEUTICALS INDUSTRIES LTD. ASSESSMENT

Assessment id/ Employee Code:	671/E118083
Participant name:	Mr. Yunesh Kumar - 18547
Overall Score:	78.80%
Overall Rating:	A: Expert
No. of attempts:	11/30

Industry Threshold (Percentage)	Ratings
Above 85%	A+: Rockstars
75% to 84%	A: Expert
65% to 74%	B+: Advance
55% to 64%	B: Intermediate
26% to 54%	C: Beginner
Below 25%	D: At Risk

### Part A: Reference Video vs. Your Video

S No.	Your Video
Q1	<a href="https://player.vimeo.com/video/1079429681?h=6c94d66804">https://player.vimeo.com/video/1079429681?h=6c94d66804</a>

**Part B: Question Wise Assessments**

S No.	Question Wise report for participant	Your Score
Q1	<p><b>Situation :</b> You are meeting a doctor who sees good number of patients suffering with Fungal Infection. He is a good prescriber of Amorolfine and Sertaconazole but less of Fungicros.</p> <p><b>Qts :</b> Using Fungicros Visual Aid how will convince a doctor to prescribe Fungicros</p>	78.80%

**Part C: Parameter Wise Assessments**

Parameter	Your Score
Voice Modulation	100.00%
Pitch	40.00%
Body Language	66.67%
Pace Of Speech	100.00%
Product Knowledge	82.94%

### Key for Interpretation of the Reports

Parameter	Explanation
<b>Product Knowledge</b>	AI Models are trained on the basis of the best answer or expected answer to a particular question. The AI Model maps the intent of what has been actually spoken by the candidate to the best answer provided. Model trained to take into account, synonyms, intent of answering, etc.
<b>Pace of Speech</b>	AI Model trained to identify no. of words spoken by person in a minute. Based on Ideal pace the deviation is mapped and marks given accordingly.
<b>Pitch</b>	Pitch of a sound is a quality that makes it possible to identify sounds as high or low. Pitch of sounds allows ordering on a frequency-related scale.
<b>Body Language</b>	Body language is one of the most important parameters, to win the confidence of the customer. AI Model trained for recognizing relevant parameters (facial expression and tone) for mapping body language.
<b>Voice Modulation</b>	AI Model trained to see the way in which the candidate modulates his or her voice, to ensure that the conversation is engaging to the listener.

Please note that whilst interpreting the results, the scores are not good or bad. They must always be viewed in relative and not in absolute terms. The accuracy of the results are contingent on the environment in which the simulation was played and the seriousness with which it was undertaken.

## Part D: Product Knowledge Assessments

### Text Indicators:

**Green: Perfect**

**Yellow: Partially said but need improvement**

**Red: Missed the point**

**Q1) Situation :** You are meeting a doctor who sees good number of patients suffering with Fungal Infection. He is a good prescriber of Amorolfine and Sertaconazole but less of Fungicross.

**Qts :** Using Fungicross Visual Aid how will convince a doctor to prescribe Fungicross

- ✓ Dr. In Fungal Infections
- ✓ A study was conducted by Croslands to understand the superiority of Amorolfine Vs Sertaconazole with respect to Penetration & Absorption of the drug in stratum corneum
- ✗ Fungicross has Isopropyl Myristate & Propylene Glycol, which helps in penetration & absorption
- ✓ Fungicross offers Faster penetration & absorption in stratum corneum
- ✓ Maximum drug penetration of Amorolfine was 2hrs as compared to 4hrs of Sertaconazole
- ✓ Amount of drug absorbed in 30 mins was 56.9% for Amorolfine as compared to 34.5% for sertaconazole
- ✓ Dr. prescribe Fungicross Cream, available in 10gm, 30gm & 50gm pack to your fungal patient
- ✓ Prescribe Fungicross 50gm cream, in large surface area fungal infection patients
- ✓ Dr. for large surface area and for hairy area fungal infections
- ✓ Prescribe Fungicross Lotion
- ✓ Spreads easier covers large area
- ✓ Fungicross Lotion can be used in the treatment of exudative dermatoses
- ✓ Fungicross Lotion is easy to apply to hair bearing areas and ensures patient compliance
- ✓ Dr. Fungicross Lotion spread easily, is non greasy in nature & gives cooling effect
- ✓ Dr. prescribe Fungicross Lotion to fungal patients with large & hair bearing areas
- ✓ Dr. In Onychomycosis, prescribe Fungicross Nail Lacquer
- ✓ For convenient treatment, robust outcome
- ✓ Fungicross Nail Lacquer is uniquely formulated with Eudragit RL 100 which forms thin film on the nail plate ensuring drug diffusion
- ✓ Dr Fungicross Nail Lacquer has a unique complete Kit for more effective treatment in Onychomycosis
- ✓ The Kit Contains Disposable Nail Filer, Alcohol Swabs for cleaning nails & Reusable applicators, for applying Fungicross nail lacquer
- ✓ Dr. Once a week application of Fungicross Nail Lacquer ensures 7 days of continuous action
- ✗ Dr. you may agree, synergistic effect of Itraconazole & Amorolfine gives improved treatment strategy for patients with recalcitrant tinea infections
- ✓ Dr. as per the study
- ✗ Itraconazole & Amorolfine synergistically reduces erythema by 95%, scaling by 91%, pruritis by 91% & incrustation by 93%
- ✓ Dr. for synergist effect in fungal infections
- ✓ Prescribe Alcros and Fungicross to your fungal patient