

Mr. Makrand Godbole, sales representative of WKPIL (Well known Pharmaceuticals India limited) is one of the promising representatives located in Mumbai City. He has won several awards for his excellent job of meeting the targets. Last year, he has also won the National award of BEST REPRESENTATIVE of the year. One of the most important jobs of the medical representatives is to meet the practicing doctors and introduce to them some of their new products, and discuss with them about their advantages over the other existing products. As the awareness of the doctors about the products of WKPIL has a direct relation to the sales, the company fixes targets on the number of doctors to be visited over a period of time. WKPIL has a policy of finalizing the annual as well as quarterly targets in consultation with the concerned officials. The company believes that this is the best way of involving the entire organization in the decision making process, and it is observed that the officials become more accountable and are generally bound by the decision as they were part of the decision making process. To meet the current target, considering the number of visits that can be made per day, Mr. Godbole needs to meet 100 more doctors in Mumbai in the 27 days that is remaining in the quarter. The regional manager of Southern Region, Mr. Nagraj, has extended an invitation to Mr. Godbole to address and interact with his fellow representatives, in the current term, highlighting the factors that helped in his achievements. The company feels that this will be a motivating factor for other representatives. The venue for this meeting is identified as Bangalore, which is quite a distance from Mumbai. Even if he flies to Bangalore, Mr. Godbole needs a day exclusively for this purpose. Mr. Godbole knows that he requires at least 25 days to complete his target. As such, it looks it is possible to take a day off required to go to Bangalore. However, he is also aware that he cannot walk on a tight rope like this, because there are some of the days during which he cannot travel to meet the doctors due to the following exhaustive reasons.

a) In Mumbai City, a disturbing trend lately is that some political or social organizations announce bandh or hartal, as a mark of protest against some policy of the Government or to highlight a specific problem facing the society. During these days, there is a total restriction on movement of the public. And, therefore, during the days when a bandh or hartal is declared, Mr. Godbole will not be able to meet the doctors.

b) And also during the current season (viz. monsoon season), when it rains quite heavily, some parts of the city get flooded with water. As a result of this, some of the roads get blocked, suburban rail services are cancelled and, hence,, on these days, again Mr. Godbole will not be able to meet the doctors.

Since Mr. Godbole is not willing to miss the target, he wants to make sure that he works for at least 25 days to meet the target. At the same time, he is very keen to go to Bangalore to address his fellow workers in southern region, as this will be a professional boost to his career, and in the process, he may help his fellow workers also to excel. In order to ensure that he gets enough working days, he wishes to find out the frequency of the happenings of these two events. After scanning through the newspapers of the last two years, Mr. Godbole observed that during the monsoon there is a one in 30 chance that, on any day in this season, the roads are blocked due to flood in the city. He also observed from the records of the civic administration that the movement in the city was restricted due to bandh or hartal, etc. for 14 days in the last 2 years viz., about 730 days. What conclusion did Mr. Godbole arrive at? What are the methods Mr. Godbole used to arrive at this conclusion?