

CASE STUDY TWO

Prakash 25 years was working as a Technical Sales Rep. for a Pharmaceutical company. On certain days of the month, he would work from early morning to late night without rest or lunch / dinner breaks. On these days he would talk nonstop to everyone and claim that he is the Area Sales Manager with a lot of responsibilities. He would spend all his money in buying things in large quantities he would not need for his use. When he is in this phase, his colleagues would observe that his eyes would be blazing with energy. On some other days he would not have the energy to even get out of bed and would miss work. He would say that he has lost interest in life. His parents want him to get married, but keep wondering whether he is responsible enough to run a family. Finally they have come for help.

Issues for discussions are ::

1. Why do you think Prakash is behaving this way ?
2. What are abnormalities you observe in Prakash ?
3. What would be your advice to his parents and what help would you offer ?