



Shree H. N. Shukla Institute of Pharmaceutical Education & Research

(Affiliated to Gujarat Technological University, Approved by PCI)

Shree H. N. Shukla College Campus, Nr. Lalpari Lake, B/H. Marketing Yard,
Amargadh – Bhichari, Raikot. Mo. 9099063150, 9727753360

B.Pharm SEMESTER: I

Subject Name: COMMUNICATION SKILLS

Subject Code: BP105TP

Scope: This course will prepare the young pharmacy student to interact effectively with doctors, nurses, dentists, physiotherapists and other health workers. At the end of this course the student will get the soft skills set to work cohesively with the team as a team player and will add value to the pharmaceutical business.

Objectives:

Upon completion of the course the student shall be able to

1. Understand the behavioral needs for a Pharmacist to function effectively in the areas of pharmaceutical operation
2. Communicate effectively (Verbal and Non Verbal)
3. Effectively manage the team as a team player
4. Develop interview skills
5. Develop Leadership qualities and essentials

Teaching scheme and examination scheme:

Teaching Scheme				Evaluation Scheme			
Theory	Tutorial	Practical	Total	Theory		Practical	
				External	Internal	External	Internal
2	0	2	3	35	15	35	15

Sr No	Course Contents	Total Hrs
1	Communication Skills: Introduction, Definition, The Importance of Communication, The Communication Process – Source, Message, Encoding, Channel, Decoding, Receiver, Feedback, Context Barriers to communication: Physiological Barriers, Physical Barriers, Cultural Barriers, Language Barriers, Gender Barriers, Interpersonal Barriers, Psychological Barriers, Emotional barriers Perspectives in Communication: Introduction, Visual Perception, Language, Other factors affecting our perspective - Past Experiences, Prejudices, Feelings, Environment	7
2	Elements of Communication: Introduction, Face to Face Communication - Tone of Voice, Body Language (Non-verbal communication), Verbal Communication, Physical Communication Communication Styles: Introduction, The Communication Styles Matrix with example for each -Direct Communication Style, Spirited Communication Style, Systematic Communication Style, Considerate Communication Style	7
3	Basic Listening Skills: Introduction, Self-Awareness, Active Listening, Becoming an Active Listener, Listening in Difficult Situations Effective Written Communication: Introduction, When and When Not to Use Written Communication - Complexity of the Topic, Amount of Discussion' Required, Shades of Meaning, Formal Communication Writing Effectively: Subject Lines, Put the Main Point First, Know Your Audience, Organization of the Message	7



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4	Interview Skills: Purpose of an interview, Do's and Dont's of an interview Giving Presentations: Dealing with Fears, Planning your Presentation, Structuring Your Presentation, Delivering Your Presentation, Techniques of Delivery	5
5	Group Discussion: Introduction, Communication skills in group discussion, Do's and Dont's of group discussion	4

Practical

The following learning modules are to be **conducted using Any Software English** language lab software

Basic communication covering the following topics

Meeting
People Asking
Questions
Making
Friends What
did you do?
Do's and
Dont's

Pronunciations covering the following topics Pronunciation (Consonant Sounds)

Pronunciation and Nouns
Pronunciation (Vowel Sounds)

Advanced Learning

Listening Comprehension / Direct and Indirect
Speech Figures of Speech
Effective
Communication
Writing Skills
Effective Writing
Interview Handling
Skills E-Mail etiquette
Presentation Skills

Recommended Books: (Latest Edition)

1. Basic communication skills for Technology, Andreja. J. Ruther Ford, 2nd Edition, Pearson Education, 2011
2. Communication skills, Sanjay Kumar, Pushpalata, 1stEdition, Oxford Press, 2011
3. Organizational Behaviour, Stephen .P. Robbins, 1stEdition, Pearson, 2013
4. Brilliant- Communication skills, Gill Hasson, 1stEdition, Pearson Life, 2011
5. The Ace of Soft Skills: Attitude, Communication and Etiquette for success, Gopala Swamy Ramesh, 5thEdition, Pearson, 2013
6. Developing your influencing skills, Deborah Dalley, Lois Burton, Margaret, Green hall, 1st Edition Universe of Learning LTD, 2010
7. Communication skills for professionals, Konar nira, 2ndEdition, New arrivals – PHI, 2011
8. Personality development and soft skills, Barun K Mitra, 1stEdition, Oxford Press, 2011
9. Soft skill for everyone, Butter Field, 1st Edition, Cengage Learning india pvt.ltd, 2011
10. Soft skills and professional communication, Francis Peters SJ, 1stEdition, Mc Graw Hill Education, 2011



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11. Effective communication, John Adair, 4thEdition, Pan Mac Millan,2009
12. Bringing out the best in people, Aubrey Daniels, 2ndEdition, Mc Graw Hill, 1999

LEARNING OUTCOMES:

UNIT	LEARNING OUTCOME
1	Gain knowledge & Understand the behavioral needs for a Pharmacist to function effectively in the areas of pharmaceutical operation.
2	Knowledge to improve Communication effectively.
3	Knowledge for Effectively manage the team as a team player.
4	Knowledge to prepare & Develop interview skills.
5	Knowledge to Develop Leadership qualities and essentials.

BOOK LIST:

Sr. no	Book name	Price (Rs.)
1	Basic communication skills for Technology, Andreja. J. Ruther Ford, 2nd Edition, Pearson Education, 2011.	312/-
2	Communication skills, Sanjay Kumar, Pushpalata, 1stEdition, Oxford Press, 2011.	507/-
3	Organizational Behaviour, Stephen .P. Robbins, 1stEdition, Pearson, 2013.	500/-
4	Brilliant- Communication skills, Gill Hasson, 1stEdition, Pearson Life, 2011.	150/-
5	The Ace of Soft Skills: Attitude, Communication and Etiquette for success, Gopala Swamy Ramesh, 5thEdition, Pearson, 2013.	464/-
6	Developing your influencing skills, Deborah Dalley, Lois Burton, Margaret, Green hall, 1st Edition Universe of Learning LTD, 2010.	1,282/-
7	Communication skills for professionals, Konar nira, 2ndEdition, New arrivals – PHI, 2011.	248/-
8	Personality development and soft skills, Barun K Mitra, 1stEdition, Oxford Press, 2011.	344/-
9	Soft skill for everyone, Butter Field, 1st Edition, Cengage Learning india pvt.ltd, 2011.	240/-
10	Soft skills and professional communication, Francis Peters SJ, 1stEdition, Mc Graw Hill Education, 2011.	1,313/-
11	Effective communication, John Adair, 4thEdition, Pan Mac Millan,2009.	280/-
12	Bringing out the best in people, Aubrey Daniels, 2ndEdition, Mc Graw Hill, 1999.	508/-