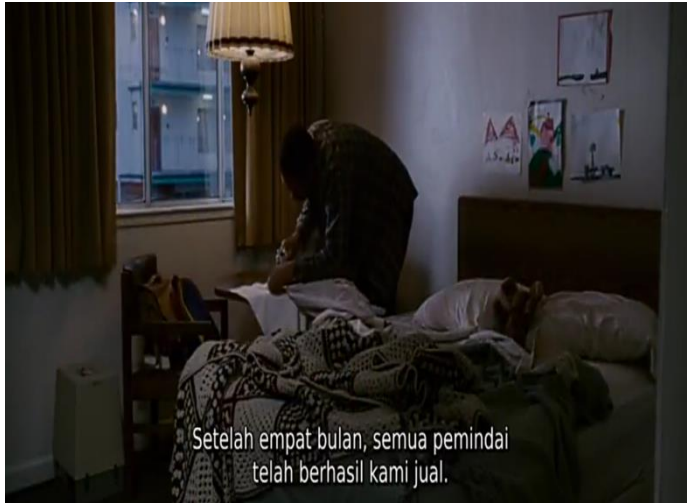


Appendix 1

| No | Quote | Forms | Page/minute | References | comment |
|----|---|----------|---------------------|------------|---------|
| 1. | <p>Mr. Frakesh : Chris Chris : hello, Mr. Frakesh. Mr. Frakesh : Do you have five minutes? Chris : I got the green light from Walter Ribbon. Mr. Frakesh : I'm waiting for a presentation on commodities in Bromer. can you please move my car it will really help me. My car is on Samson Street. Half a block from here, a silver Caprice. Please move it to the other side of the road. there is room on the other side of the street. just hold onto this key. I already have the backup. and you have to shake it. Chris : Wiggle what? Mr. Frakesh : You have to shake the key. and the other door wouldn't lock. You have to lock it yourself.</p> | Hardwork | 01:05:32 – 01:05:54 | Dialogue | |
| 2. | <p>I waited in Dean Witter's office to meet Jay Twistle, his boss. from the name it sounds very good. looks like he's going to hug me and give me a job. I had to show him that I was good at numbers and kind to other people. Chris : Mr. Twistle. I'm Chris Gardner. Mr. Twistle: Hello. Chris : I want to send this cover letter here. I am very happy if I got opportunity to discuss things that are being my weakness in the cover letter this. Mr. Twistle: Well let's start with this cover letter here. I am very happy if I got opportunity to discuss things that are being my weakness in the cover letter this. We will call you if we have to sit down together.</p> | Hadwork | 00:19:30 - 00:19:59 | Dialogue | |

Appendix 2



Individualism

Scene 49 (00)



Individualism

Scene 52 (00)



Individualism

Scene 57 (00:



Individualism

Scene 61 (00:



Hardwork

Scene 45



Hardwork

Scene 48



Competitiveness

Scene 49



Competitiveness

Scene 40 (00