



## SCHOOL OF MANAGEMENT SCIENCES VARANASI

### POST-GRADUATE DIPLOMA IN MANAGEMENT



Approved by  
All India Council for Technical Education  
Ministry of Human Resource Development, Government of India,  
New Delhi

*This is to certify that*

Mr. / Ms. kunal kishore .....

*obtained the Two-Year Full-Time*

*Post-Graduate Diploma in Management*  
from the Institute in the year 2011 .....

*with specialization in ... MARKETING .....* and that

*he / she was placed in the*

First ..... class.

H.

DIRECTOR

Dated : 05.11.2011



## SCHOOL OF MANAGEMENT SCIENCES VARANASI

Two-Year (Full-Time)

### Post Graduate Diploma in Management (PGDM)

(Approved by All India Council for Technical Education, Ministry of HRD, Govt. of INDIA)

#### FOURTH SEMESTER EXAMINATION, 2011

#### MARK SHEET

Roll No. : PG/15/048

Date : 9th May, 2011

Name : Mr. Kunal Kishore

Batch : 2009 - 2011

Father's Name : Shri Subodh Chandra Shukla

Mother's Name : Smt. Reeta Shukla

Specialisation : Marketing

Paper No.	Subjects	Theory Marks		Sessional Marks		Total Marks	
BM 4.01	Leadership by Indian Ethos	62	100	43	50	105	150
BM 4.02	Business and Corporate Law	59	100	41	50	100	150
BM 4.03	Entrepreneurship	63	100	38	50	101	150
BM 4.04 (M)	Sales and Distribution Management	62	100	38	50	100	150
BM 4.04 (F)	Tax Planning and Management	-	100	-	50	-	150
BM 4.04 (H)	Labour Economics	-	100	-	50	-	150
BM 4.05 (M)	Industrial and Services Marketing	55	100	35	50	90	150
BM 4.05 (F)	Banking and Investment Management	-	100	-	50	-	150
BM 4.05 (H)	Organisational Dynamics	-	100	-	50	-	150
BM 4.06 (M)	International Marketing Management	69	100	39	50	108	150
BM 4.06 (F)	International Financial Management	-	100	-	50	-	150
BM 4.06 (H)	Compensation & Reward Management	-	100	-	50	-	150
BM 4.07	Dissertation	127	150	-	-	127	150
BM 4.08	Comprehensive Viva - Voce	88	100	-	-	88	100
Total Marks Obtained (Fourth Semester)		585	850	234	300	819	1150
Total Marks Obtained (Third Semester)						911	1350
Total Marks Obtained (Second Semester)						881	1400
Total Marks Obtained (First Semester)						763	1200
GRAND TOTAL OF MARKS OBTAINED						3374	5100

RESULT : Passed in First Class

Order of Merit : .....X.....

H.  
(DIRECTOR)  
Director  
School of Management Sciences  
Varanasi

• G = Grace, F&P = Fail & Promoted, A = Absent & Inc. - Incomplete

• Minimum Requirement is 40% aggregate in each paper to qualify the Examination (However, 40% Marks in Theory Papers is Compulsory)

First Class with Distinction : 75% and above    • First Class : 60% but less than 75%    • Second Class : 45% but less than 60%