



**POST GRADUATE DIPLOMA IN MANAGEMENT**  
 (Two Year Full-time Program Approved by AICTE, MBA accredited and having AII equivalence to MBA)  
 PGDM 2024-2026 - FIRST YEAR  
**CERTIFICATE OF MARKS**

Name	: KAVYANSH KUMAR SHARMA	Admission No	: A2024PGE044593
Father's Name	: VIKAS KUMAR SHARMA	Roll No	: BM-024147
Mother's Name	: ARPANA SHARMA	AICTE Enroll No	: 1-48844631582

S.No.	Subject Code and Name	Course Credit	Grade Awarded	Grade Points	Points Secured
<b>TERM I</b>					
1	(BM-1101) - Individual Behaviour & Group Dynamics	3.0	A	8	24.00
2	(BM-1102) - Fundamentals Of Marketing	3.0	B	6	18.00
3	(BM-1103) - Managerial Accounting	3.0	B	6	18.00
4	(BM-1104) - Statistics For Business Decision Making	3.0	B	6	18.00
5	(BM-1105) - Managerial Economics	3.0	B+	7	21.00
6	(BM-1106) - Business Analytics For Managers	3.0	B+	7	21.00
7	(BM-1107) - Managerial Communication	3.0	A	8	24.00
	<b>TGPA</b>				<b>6.86</b>
<b>TERM II</b>					
1	(BM-1201) - Group Interactions & Organisation Dynamics	1.5	A	8	12.00
2	(BM-1202) - Marketing Management	3.0	A	8	24.00
3	(BM-1203) - Financial Management	3.0	B	6	18.00
4	(BM-1204) - Human Resource Management	3.0	B	6	18.00
5	(BM-1205) - Production Operations Management	3.0	B+	7	21.00
6	(BM-1206) - Business Writing Skills	2.0	A	9	18.00
7	(BM-1207) - Start-ups & Entrepreneurship-I	2.0	A	9	18.00
8	(BM-1208) - Psychology For Beginners	1.0	A	8	8.00
	<b>TGPA</b>				<b>7.41</b>
<b>TERM III</b>					
1	(BM-1301) - Strategic Management	3.0	A	9	27.00
2	(BM-1302) - Research Applications In Business	3.0	A	8	24.00
3	(BM-1303) - Emerging Technologies And Sectoral Analysis	3.0	A-	8	24.00
4	(BM-1304) - Sales And Distribution Management	3.0	B	6	18.00
5	(BM-1305) - Business Environment And Legal Policy	2.0	A-	8	16.00
6	(BM-1306) - Business Speaking Skills	2.0	A-	8	16.00
7	(BM-FM01) - Management Of Banking And Financial Institutions	3.0	A	8	24.00
8	(BM-MX01) - Consumer Behaviour	3.0	B+	7	21.00
	<b>TGPA</b>				<b>7.73</b>
	<b>CGPA</b>				<b>7.33</b>
	<b>RESULT</b>				<b>PASS</b>

Date: 05 SEP 2025

Controller of Examination  
 Institute of Management Studies  
 C-23R, B.S. Road, Lal Kuan,  
 Ghaziabad-201 009