

**POST GRADUATE DIPLOMA IN MANAGEMENT**  
 (Two Year Full-time Program Approved by AICTE, NBA accredited and having AIU equivalence to MBA)

**PGDM 2024-2026 - FIRST YEAR**  
**CERTIFICATE OF MARKS**

Name : SHREYA SRIVASTAVA Admission No : A2024PGDM4462  
 Father's Name : UMESH KUMAR SRIVASTAVA Roll No : BM-024228  
 Mother's Name : ARCHANA SRIVASTAVA AICTE Enroll No : 1-44656773206

| 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             | 9            | 27.00          |
| 2               | (BM-1102) - Fundamentals Of Marketing                        | 3.0           | A             | 9            | 27.00          |
| 3               | (BM-1103) - Managerial Accounting                            | 3.0           | A-            | 8            | 24.00          |
| 4               | (BM-1104) - Statistics For Business Decision Making          | 3.0           | A             | 9            | 27.00          |
| 5               | (BM-1105) - Managerial Economics                             | 3.0           | A             | 9            | 27.00          |
| 6               | (BM-1106) - Business Analytics For Managers                  | 3.0           | A             | 9            | 27.00          |
| 7               | (BM-1107) - Managerial Communication                         | 3.0           | A+            | 10           | 30.00          |
|                 | <b>TGPA</b>  |               |               |              | <b>9.00</b>    |
| <b>TERM II</b>  |  |               |               |              |                |
| 1               | (BM-1201) - Group Interactions & Organisation Dynamics       | 1.5           | B+            | 7            | 10.50          |
| 2               | (BM-1202) - Marketing Management                             | 3.0           | A             | 9            | 27.00          |
| 3               | (BM-1203) - Financial Management                             | 3.0           | B             | 6            | 18.00          |
| 4               | (BM-1204) - Human Resource Management                        | 3.0           | A-            | 8            | 24.00          |
| 5               | (BM-1205) - Production Operations Management                 | 3.0           | A             | 9            | 27.00          |
| 6               | (BM-1206) - Business Writing Skills                          | 2.0           | A-            | 8            | 16.00          |
| 7               | (BM-1207) - Start-ups & Entrepreneurship-I                   | 2.0           | A             | 9            | 18.00          |
| 8               | (BM-1208) - Psychology For Beginners                         | 1.0           | A             | 9            | 9.00           |
|                 | <b>TGPA</b>  |               |               |              | <b>8.08</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+            | 10           | 30.00          |
| 3               | (BM-1303) - Emerging Technologies And Sectoral Analysis      | 3.0           | A-            | 8            | 24.00          |
| 4               | (BM-1304) - Sales And Distribution Management                | 3.0           | A-            | 8            | 24.00          |
| 5               | (BM-1305) - Business Environment And Legal Policy            | 2.0           | A-            | 8            | 16.00          |
| 6               | (BM-1306) - Business Speaking Skills                         | 2.0           | A             | 9            | 18.00          |
| 7               | (BM-FM01) - Management Of Banking And Financial Institutions | 3.0           | A-            | 8            | 24.00          |
| 8               | (BM-MK01) - Consumer Behaviour                               | 3.0           | A-            | 8            | 24.00          |
|                 | <b>TGPA</b>  |               |               |              | <b>8.50</b>    |
|                 | <b>CGPA</b>  |               |               |              | <b>8.53</b>    |
|                 | <b>RESULT</b>  |               |               |              | <b>PASS</b>    |

Date: 1...9 JUN 2025

  
**Controller of Examination**  
 Controller of Examination  
 Institute of Management Studies  
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