



FIIB

Enter to Learn, Leave to Succeed

(Post Graduate Diploma in Management, Approved by AICTE, Ministry of HRD, Govt. of India)

(ACADEMIC RECORD: 2019-21)

Name: AKINCHAN JAIN
Roll No: 19PGDM186
AICTE Enrolment Number: 1-10044280903
Major Specialization: Marketing
Program: Post Graduate Diploma in Management

Subject	Credit	Elective	Grade
1st Year			
Marketing Management-I	3.0		B
Financial Reporting & Analysis	3.0		B-
Managing People & Teams	3.0		B+
Statistics for Business Decision	3.0		B-
Spreadsheet for Business	3.0		B
Business from Legal, Ethical and CSR Perspective	3.0		B
Managerial Economics	3.0		B
Marketing Management-II	3.0		B
Managing Network & Organizations	3.0		B+
Operations Management	3.0		C+
Business Problem Solving	3.0		B-
Global Economics	3.0		A-
Visual Storytelling	3.0		B-
Management Accounting	1.5		B
New Venture Creation	1.5		B-
IT Tools for Managers	1.5		B-
Business Development, Selling & Negotiations	3.0		C+
Consumer Behaviour	3.0	√	C+
Integrated Marketing Communication	3.0	√	B-
Corporate Finance	3.0		B
Written Analysis and Communication	3.0		B+
Talent Acquisition & Competency Mapping	3.0	√	B
Employee Engagement	3.0	√	B-
Business Research Methods	3.0		B-
Strategic Management	3.0		B
Social Internship Program (SIP)	3.0		C-
SANKALP (I & II)	3.0		B+
Corporate Internship Program (CIP)	3.0		C+
2nd Year			
Big Data Ecosystem	3.0		C+
Employee Performance Management	3.0	√	B
B2B Marketing	3.0	√	B-
Services Marketing	3.0	√	A-
Customer Relationship Management	1.5	√	A-
Search Engine Management	1.5	√	B+
Marketing Research Analytics	3.0	√	B+
SANKALP (III)	3.0		B-
Margdarshan	1.5		B
Guided Independent Study (GIS)	3.0		B

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CGPA: 5.61

Prepared by: *Om*

Verified by: *CP*

Declaration: The above student has successfully completed the prescribed course and fulfilled all requirements as of 4th June 2021.

For Percentage Conversion: CGPA*10

√ - Elective Paper

- Additional Paper

Controller of Examinations

Co-Director