

THE INDIAN INSTITUTE OF PLANNING & MANAGEMENT



Statement of Marks of

Rajeev Kumar Mishra

Branch: New Delhi

(Session 2011-13 / Spring Summer)

THE INDIAN INSTITUTE OF PLANNING & MANAGEMENT



New Delhi

POST GRADUATE PROGRAMME IN BUSINESS MANAGEMENT

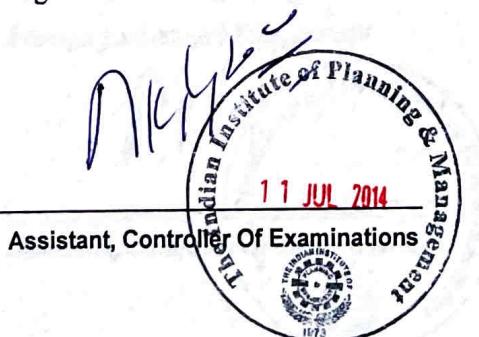
Sl. No. : 163/11-13/SS

Dated : 11-07-2014

STATEMENT OF MARKS

The following is the statement of marks obtained by *Rajeev Kumar Mishra* in the I/II/III/IV/V/VI Trimester Examinations of the Two-Year Full-Time Program in Business Management for the Session 2011-13 (Spring Summer).

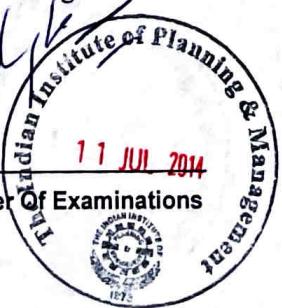
Subjects	Credits	Marks
General Subjects:		
Accounting for Managerial Decision Making	4	69
Business Ethics	1	90
Business Policy & Competitive Strategy	2	90
Business Statistics	3	53
Entrepreneurship & Small Business Management	3	84
Executive Communication - I	2	71
Executive Communication - II	2	92
Executive Communication - III	2	79
Financial Management	2	81
Human Resource Management	2	60
Legal System (Business & Company Law)	2	71
Management Process	2	85
Marketing Essentials	3	75
Operations Research & Decision Models	3	90
Organizational Analysis & Strategy Insight Schematic	2	73
Organizational Behaviour	2	80



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Organizational Development	2	70
Organizational Behavior & Human Resource Development	2	78
Quantitative Techniques	3	56
Research for Managerial Decisions	2	80
Total Quality Management & Production Management	2	88
Economics:		
Economics Environment for Business	1	68
Economics for Managerial Decision Making - I	2	58
Economics for Managerial Decision Making - II	2	80
Macro Economics	2	74
National Economic Planning - I	2	73
National Economic Planning - II	2	68
Welfare Economics & Comparative Economic Systems	2	86
Information Technology:		
Information Technology for Managers	1	87
Management Information System & Knowledge Management	2	79
Elective Marketing Area:		
Advertising Management	3	81
Business to Business Marketing	1	66
Consumer Behavior	2	67
Customer Relationship Management	1	59
Digital Marketing	2	62
Distribution Management	1	60
Marketing Research	2	62
Marketing Strategy	2	68
Product & Brand Management	2	70
Retail Management	1	66
Rural & Social Marketing	1	70
Sales Management	2	60
Service Marketing	2	67
Elective Finance And Accounts Area:		
Advanced Accounting	2	67
Corporate Tax	2	63
Derivatives, Options & Future	3	59
Financial Modeling Using Excel	1	70
Foreign Exchange Management	2	79





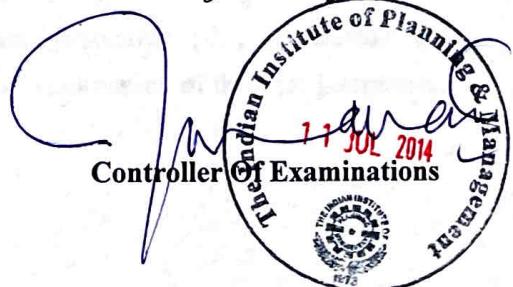
Insurance & Banking	2	64
Securities Analysis & Portfolio Management	3	81
Management of Financial Services	2	83
Mergers & Acquisition	3	87
Multinational Business Finance	3	69
Project Appraisal	2	71
Strategic Corporate Finance	3	75
Projects:		
Advertising Project	6	47
Financial Management Project	6	61
Industry Research Project	6	67
Sales Management Project	6	60
Internship Report:		
Wealth Management	20	65
Diploma Thesis:		
<i>Portfolio Management Services – An Empirical Study</i>	22	72

Total Credits 180 Total Marks 12634

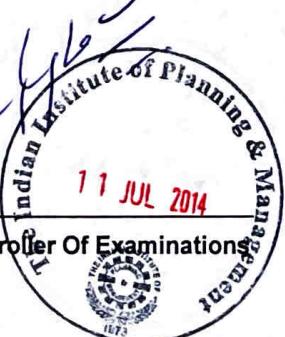
Final Average Marks

70.19%

Class: First With First Class in Financial Management and Marketing Management



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Credits and Grading System

Credit hours stand for the number of class periods in a week for a course during one Semester. If a course has three credits value, it means that the course meets thrice a week for one Semester. The grading system of the Institute works as follows :

- 1 = Very good (equivalent to 75% marks and above)
- 1 – = (i.e 1.5) = between very good and good (equivalent to 65% to 74%)
- 2 = good (equivalent to 60% to 64%)
- 2 – = (i.e 2.5) = between good and fair (equivalent to 55% to 59%)
- 3 = fair (equivalent to 40% to 54%)
- 3 – = (i.e 3.5) = between fair and poor (equivalent to 40% to 49%)
- 4 = unsuccessful / Poor (less than 40%)

Students who secure an average of 2 and less than 2 will be placed in the First Class. A student who fails to secure an average of 3 will not be awarded the diploma.

The institute may upgrade/downgrade average grade point by 0.5 (equivalent to an award/deduction of upto 5 marks in all subject), if a student performs/does not perform certain voluntary tasks (like extending help to Deaf and Dumb Society, Blind Relief Association, Blood Bank etc.) and participate/does not participate in literary and cultural programmes suggested by the Institute from time to time and develops/does not develop a clean and decent life-style during his/her association with the Institute. The objective of such award/deduction is to encourage development of three dimensional personality [i.e., (1) pursuit of knowledge; (2) commitment to social and cultural uplift of masses and (3) cultivation of taste for Literature, Fine Arts, etc.] of our students.

