



**NATIONAL INSTITUTE OF AGRICULTURAL EXTENSION MANAGEMENT**  
Rajendranagar, Hyderabad - 500 030  
**Post Graduate Diploma in Management (Agri-Business Management)**

Batch: 2019-2021

AICTE Id: 1-7323371539  
Roll No: ABM/2019/04

Name: ALLURI AJAY VARMA

**MARKS SHEET**

Sl.No.	Name of the course	Credits	Marks obtained (100)	Sl.No.	Name of the course	Credits	Marks obtained (100)
<b>Trimester - 1</b>			<b>20</b>	<b>Trimester - 5</b>			<b>18</b>
1	Business Communication and Presentation Skills	2	82	26	Business Analytics	2	73
2	IT for Managers	2	74	27	Sales and Distribution Management	3	67
3	Principles of Marketing Management	3	63	28	Commodity Derivatives and Risk Management	3	76
4	Principles of Management	2	58	29	Infrastructure & Agri Warehousing Management	2	89
5	Organizational Behaviour	3	48	30	Strategic Management	3	83
6	Microeconomics	3	50	31	Agricultural Export Management & International Trade	3	68
7	Business Statistics	2	81	32	Brand & Agri Product Management	2	70
8	Financial and Management Accounting	3	66	<b>Trimester - 6</b>			<b>13</b>
<b>Trimester - 2</b>			<b>18</b>	33	Logistics & Supply Chain Management	3	66
9	Environment & Sustainability	2	55	34	Retail Management	3	76
10	Macroeconomic Theory & Policy	3	65	35	Agripreneurship & Agribusiness Leadership	3	73
11	Agricultural Extension Management	2	47	36	E-Commerce and Digital Marketing	2	76
12	Agri Input Marketing	3	66	37	Consumer Behaviour	2	68
13	Operations Research	2	66	<b>Trimester - 7</b>			<b>13</b>
14	Corporate Finance - I	2	71	38	Post Harvest Management	2	84
15	Quantitative Techniques for Agribusiness	2	73	39	Management Information Systems	2	70
16	Agribusiness Environment	2	71	40	Legal Aspects of Business	2	70
<b>Trimester - 3</b>			<b>24</b>	41	Food Processing Sector Management	2	84
17	Marketing Strategy	3	82	42	Business Ethics	1	89
18	Human Resource Management	3	62	43	Village Visit (Live Project)	2	70
19	Marketing Research	3	64	44	Advertising and Sales Promotion (Elective)	2	57
20	Procurement Management	3	79				
21	Operations & Project Management	3	75				
22	Corporate Finance - II	3	79				
23	Rural Banking	3	58				
24	Rural Marketing	3	63				
<b>Trimester - 4</b>			<b>10</b>	<b>Total Credits</b>			<b>116</b>
25	Summer Project	10	68	<b>Overall Percentage *</b>			<b>69.13</b>
<b>(Minimum Pass Percentage for each course = 45)</b>				<b>(Minimum Overall Pass Percentage = 50)</b>			

\*Overall Percentage (OP) =  $\frac{\sum(M \times C)}{\sum C}$  where, M = percentage marks obtained in a given course/project, C = Credit Value of the course/project. For Calculating OP, subject marks up to two decimals are taken

  
Principal Coordinator



  
Director General

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**Prepared by:** 

**Checked by:** 

*K. Anand R. 112*

निदेशक एवं प्रधान समन्वयक-पी.जी.डी.एम. (ए.बी.एम.)  
Director & Principal Coordinator-PGDM (ABM)  
राष्ट्रीय कृषि विस्तार प्रबंध संस्थान (मैनेज)  
National Institute of Agricultural  
Extension Management (MANAGE)  
राजेन्द्रनगर, हैदराबाद-५०० ०३०  
Rajendranagar, Hyderabad-500 030