



GRADE CARD

Sr. No. 95645

MASTER OF BUSINESS ADMINISTRATION
(SALES AND MARKETING WITH SPECIALIZATION IN PHARMACEUTICAL MANAGEMENT)
CHITKARA COLLEGE OF SALES AND MARKETING

BATCH 2021-23
SESSION 2021-22



NAME : GURRAM SONALI

STUDENT ID : 2125981597

FATHER'S NAME : GURRAM CHANDRA SHEKHAR

MOTHER'S NAME : GURRAM CHANDRA KALA

FIRST SEMESTER

COURSE CODE	COURSE	CREDITS	GRADE
SM101	BASIC CORPORATE COMMUNICATION	3.00	O
SM102	MANAGEMENT PRACTICES & ORGANISATIONAL BEHAVIOUR	4.00	A+
SM103	MARKETING MANAGEMENT	4.00	O
SM104	ACCOUNTING AND FINANCIAL MANAGEMENT	2.00	A+
SM401	PHARMACOLOGY & BASIC ANATOMY	4.00	A+
SM402	PHARMACEUTICAL PRODUCT & BRAND MANAGEMENT	2.00	O
SM403	STRATEGIC SELLING IN PHARMACEUTICALS	2.00	O
SM405	PHARMACEUTICAL SALES FORCE MANAGEMENT	2.00	A+
SM410	MEDICAL DEVICES MARKETING	2.00	A+
SM411	PATHOLOGY MARKETING	2.00	A+

SEMESTER GRADE POINT AVERAGE (SGPA) : 9.41

SEMESTER CREDITS EARNED : 27

CUMULATIVE GRADE POINT AVERAGE (CGPA) : 9.41

CUMULATIVE CREDITS EARNED : 27

SECOND SEMESTER

COURSE CODE	COURSE	CREDITS	GRADE
SM106	ADVANCED CORPORATE COMMUNICATION	3.00	O
SM107	BUSINESS NEGOTIATION SKILLS	2.00	A
SM108	IT APPLICATIONS IN SALES & MARKETING	2.00	A+
SM117	BUSINESS ETHICS, VALUES AND LEADERSHIP	2.00	O
SM151	THEATRE WORKSHOP	2.00	A+
SM152	INTEGRATED LEARNING PROJECT	5.00	A+
SM153	CAPSTONE PROJECT-I	10.00	O
SM407	PHARMACEUTICAL DISTRIBUTION MANAGEMENT	2.00	O

SEMESTER GRADE POINT AVERAGE (SGPA) : 9.54

SEMESTER CREDITS EARNED : 28

CUMULATIVE GRADE POINT AVERAGE (CGPA) : 9.48

CUMULATIVE CREDITS EARNED : 55

Dean (Examinations)

Date of issue : 06th October, 2022

Registrar

**GRADE CARD**

Sr. No. 99075

MASTER OF BUSINESS ADMINISTRATION
(SALES AND MARKETING WITH SPECIALIZATION IN PHARMACEUTICAL MANAGEMENT)
CHITKARA COLLEGE OF SALES AND MARKETING

BATCH 2021-23
SESSION 2022-23



NAME : GURRAM SONALI

STUDENT ID : 2125981597

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MOTHER'S NAME : GURRAM CHANDRA KALA

THIRD SEMESTER

COURSE CODE	COURSE	CREDITS	GRADE
SM111	HUMAN RESOURCE MANAGEMENT	3.00	A+
SM112	PLACEMENT MODULE	2.00	O
SM116	CYBER SECURITY	2.00	O
SM154	CAPSTONE PROJECT-II	10.00	A+
SM201	CONSUMER BEHAVIOUR (ELECTIVE COURSE-I)	4.00	A+
SM408	PHARMACEUTICAL EVENT MANAGEMENT & COMMUNICATION	4.00	A+
SM911	MANAGERIAL SKILLS FOR INTERPERSONAL DYNAMICS (SWAYAM COURSE)	4.00	A

SEMESTER GRADE POINT AVERAGE (SGPA) : 9.00

SEMESTER CREDITS EARNED : 29

CUMULATIVE GRADE POINT AVERAGE (CGPA) : 9.31

CUMULATIVE CREDITS EARNED : 84

FOURTH SEMESTER

COURSE CODE	COURSE	CREDITS	GRADE
SM114	MANAGERIAL ECONOMICS	3.00	A+
SM115	DISASTER MANAGEMENT	2.00	A+
SM118	INNOVATION AND ENTREPRENEURSHIP	2.00	A+
SM155	CAPSTONE PROJECT-III	10.00	A+
SM157	PROFESSIONAL PRACTICE	5.00	O
SM251	BUSINESS ENVIRONMENT (ELECTIVE COURSE-II)	2.00	O
SM409	PHARMACEUTICAL REGULATORY AFFAIRS	2.00	A+

SEMESTER GRADE POINT AVERAGE (SGPA) : 9.27

SEMESTER CREDITS EARNED : 26

CUMULATIVE GRADE POINT AVERAGE (CGPA) : 9.31

CUMULATIVE CREDITS EARNED : 110

Dean (Examinations)

Date of issue : 28th June, 2023

Registrar



CHITKARA UNIVERSITY

HAS CONFERRED THE DEGREE OF
MASTER OF BUSINESS ADMINISTRATION
(SALES AND MARKETING WITH SPECIALIZATION
IN PHARMACEUTICAL MANAGEMENT)

UPON

GURRAM SONALI



WITH CGPA OF 9.31 ON 10 POINT SCALE

ON SUCCESSFUL COMPLETION OF PRESCRIBED DEGREE REQUIREMENTS

AT CHITKARA COLLEGE OF SALES AND MARKETING

IN WITNESS WHEREOF

THE OFFICIAL SIGNATURES AND SEAL

ARE HERETO AFFIXED



BATCH : 2021-23 (REGULAR)

STUDENT ID : 2125981597

FATHER'S NAME : GURRAM CHANDRA SHEKHAR

MOTHER'S NAME : GURRAM CHANDRA KALA

CHITKARA UNIVERSITY, PUNJAB

www.chitkara.edu.in



THIS EIGHTH DAY OF JULY, TWO THOUSAND TWENTY THREE

Sharma

REGISTRAR

Archana

VICE - CHANCELLOR

Ashok K Chitkara

CHANCELLOR