

IILM Institute for Higher Education

**PGP (2008-10)
Grade Sheet**

NAME OF THE STUDENT: KAMINI RAJANI

Reg No.: PG20081306

Sl No.	Course Title	Credit	Grade
TERM: 1			
1	MARKETING MANAGEMENT	3	C+
2	QUANTITATIVE TECHNIQUES FOR BUSINESS	3	C+
3	FINANCIAL ACCOUNTING	3	B-
4	ORGANISATION BEHAVIOUR	3	B
5	MANAGERIAL ECONOMICS	3	C+
6	IT IN BUSINESS	3	A-
7	BUSINESS LAW	3	C-
8	MANAGING AND EMPOWERING SELF	1.5	B+
CREDITS:	22.50	TERM GRADE POINT AVERAGE: 2.62	
TOTAL CREDITS:	22.50	CUMULATIVE GRADE POINT AVERAGE: 2.62	
TERM: 2			
1	MARKETING PLANNING AND STRATEGY	3	C+
2	MANAGEMENT ACCOUNTING	3	C-
3	INTERPERSONAL AND GROUP PROCESS	1.50	C+
4	ECONOMIC ENVIRONMENT AND POLICY	3	C+
5	CORPORATE FINANCE	3	C+
6	OPERATION RESEARCH	3	B
7	BUSINESS RESEARCH	1.50	B
8	BUSINESS COMMUNICATION	3	B
9	INTERPERSONAL SKILLS	1.50	B-
CREDITS:	22.50	TERM GRADE POINT AVERAGE: 2.51	
TOTAL CREDITS:	45.00	CUMULATIVE GRADE POINT AVERAGE: 2.57	
TERM: 3			
1	SERVICES MARKETING	3	C+
2	MARKET RESEARCH	1.5	B
3	PRODUCTION AND OPERATIONS MANAGEMENT	3	A-
4	MANAGEMENT AND MARKETING OF FINANCIAL SERVICES	3	C+
5	FUNDAMENTALS OF HUMAN RESOURCE MANAGEMENT	3	B
6	ORGANIZATION DYNAMICS AND CHANGE	1.5	B+
7	STRATEGIC MANAGEMENT	3	B-
8	MANAGEMENT INFORMATION SYSTEM	3	B
9	IT SKILLS	1.5	A
10	SELLING SKILLS	1.5	B
CREDITS:	24.00	TERM GRADE POINT AVERAGE: 2.96	
TOTAL CREDITS:	69.00	CUMULATIVE GRADE POINT AVERAGE: 2.70	
TERM: 4			
1	SUMMER TRAINING	6	A-
CREDITS:	6.00	TERM GRADE POINT AVERAGE: 3.70	
TOTAL CREDITS:	75.00	CUMULATIVE GRADE POINT AVERAGE: 2.78	

DATE: February 22, 2010

Shuchi Agrawal
Associate Dean / PGP