

IILM INSTITUTE FOR HIGHER EDUCATION

IILM Institute for Higher Education

on the recommendation of the faculty hereby certifies that

Kamini Rajani

has successfully completed

the Post Graduate Programme in Management

at the IILM Institute for Higher Education

on *Twenty Sixth* day of *April* in the year *Two Thousand Ten*

Shuchi Agrawal
DEAN

 **IILM**
Institute for
Higher Education
Lodhi Road and Gurgaon


DIRECTOR

DIPLOMA NO. : 63-N
STUDENT CODE : PG2008 B06
PREPARED BY : 

VERIFICATION

Sumit Rastogi

CONTROLLER OF EXAMINATIONS

IILM INSTITUTE FOR HIGHER EDUCATION

IILM Institute for Higher Education

hereby confers upon

Kamini Rajani

the Post Graduate Diploma in Management

(Approved by the Distance Education Council, Government of India)

In fulfilment of the requirements prescribed for the award of the Diploma
at the Convocation held on

Twenty Sixth day of *April* in the year *Two Thousand Ten*

Given under the seal of the Institute at Gurgaon, India

Subhash

DIRECTOR



Institute for
Higher Education

Shakeel

VICE CHAIRMAN

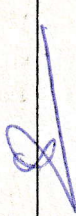
DIPLOMA NO. :

49-14

STUDENT CODE :

PG 20081306

PREPARED BY :



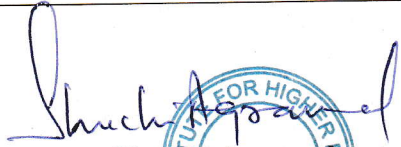
VERIFICATION

Sumit Rastogi

CONTROLLER OF EXAMINATIONS

**IILM****IILM Institute for Higher Education****PGP (2008-10)****Grade Sheet****NAME OF THE STUDENT: KAMINI RAJANI****Reg No.: PG20081306**

SI 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


Grading System

IILM follows an Absolute grading system on a 4 point Scale for evaluation of academic achievement of the students. The grading system followed is given below :

Percentage Range	Grade	Scale	
80 - 100%	A	4	Excellent
75 - 79%	A-	3.7	
70 - 74%	B+	3.3	
65 - 69%	B	3.0	Good
60 - 64%	B-	2.7	
55 - 59%	C+	2.3	
50 - 54%	C	2.0	Average (Pass)
45 - 49%	C-	1.7	Poor
40 - 44%	D	1	
Less than 40%	F	0	Fail

Please Note :

To qualify for the award of PG Diploma student must have a **Cumulative Grade Point Average (CGPA) of 2** on a scale of 4 with no backlogs.



IILM Institute for Higher Education

PGP (2008-10)

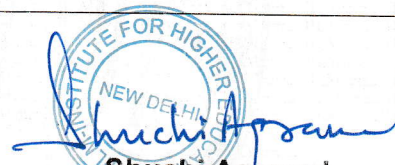
Grade Sheet

NAME OF THE STUDENT: KAMINI RAJANI

Reg No.: PG20081306

Sl No.	Course Title	Credit	Grade
TERM: 5			
1	SUPPLY CHAIN MANAGEMENT	3	B+
2	LEADERSHIP AND INFLUENCING SKILLS	1.5	B
3	QUALITY MANAGEMENT	1.5	A-
4	CONSUMER BEHAVIOUR	3	C+
5	TALENT ACQUISITION AND DEVELOPMENT	3	C-
6	LEADERSHIP DEVELOPMENT	3	D
CREDITS:	15.00	TERM GRADE POINT AVERAGE: 2.33	
TOTAL CREDITS:	90.00	CUMULATIVE GRADE POINT AVERAGE: 2.71	
TERM: 6			
1	RURAL MARKETING	3	B-
2	SALES AND DISTRIBUTION MANAGEMENT	3	C+
3	CORPORATE SOCIAL RESPONSIBILITY	1.50	B
4	ADVERTISING AND SALES PROMOTION	3	C+
CREDITS:	10.50	TERM GRADE POINT AVERAGE: 2.51	
TOTAL CREDITS:	100.50	CUMULATIVE GRADE POINT AVERAGE: 2.69	
TERM: 7			
1	B2B MARKETING	3	B-
2	CROSS CULTURAL & GLOBAL MANAGEMENT	3	C+
3	PRODUCT AND BRAND MANAGEMENT	3	B
CREDITS:	9.00	TERM GRADE POINT AVERAGE: 2.67	
TOTAL CREDITS:	109.50	CUMULATIVE GRADE POINT AVERAGE: 2.68	

DATE: April 22, 2010


Shuchi Agrawal
Associate Dean - PGP

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