

*Birla Institute of Management Technology*  
Greater Noida



**2016-18**

*Post Graduate Diploma in Management*

(Approved by All India Council for Technical Education, Ministry of HRD, Govt. of India)

*This is to certify that*

*Mr./Ms. HEMA KHATRI*

*Roll No. 16DM082 has qualified for the award of  
Post Graduate Diploma in Management, Full Time,  
with CGPA 7.18 out of 10.*



11<sup>th</sup> April, 2018

*Jayashree Mohan*  
Chairperson  
Board of Governors

*[Signature]*  
Director

*Hema*



**POST GRADUATE DIPLOMA IN MANAGEMENT**  
2016-18  
Transcript



Roll No. 18DM082

Name: HEMA KHATRI

Subject	Credit	Elective	Points	Grade
<b>Term-I</b>	3.00		8.00	A-
Financial Accounting	4.00		8.00	A-
Immersion Programme	3.00		5.00	B-
Information Systems Management for Business	3.00		7.00	B+
Managerial Economics(DM)	2.00		8.00	A-
Managing Self and Career	4.00		5.00	B-
Marketing Management - I	4.00		7.00	B+
Organization Behaviour	3.00		8.00	A-
Responsible Business	4.00		6.00	B
Statistics for Business Analysis(DM)				
<b>TC</b>	<b>30.00</b>		<b>TGPA</b>	<b>6.80</b>
<b>Term-II</b>	4.00		8.00	A-
Business Communication-I	4.00		6.00	B
Human Resource Management	3.00		8.00	A-
Macroeconomics	3.00		8.00	A-
Managerial Accounting	2.00		9.00	A
Managing Self and Career II	4.00		7.00	B+
Marketing Management - II	3.00	Y	8.00	A-
Mgmt Science	3.00		7.00	B+
Research Methodology	4.00		7.00	B+
<b>TC</b>	<b>27.00</b>		<b>TGPA</b>	<b>7.48</b>
<b>Term-III</b>	4.00		8.00	A-
Business Communication-II	3.00		8.00	A-
Corporate Finance	3.00	Y	7.00	B+
Digital Marketing	3.00		7.00	B+
Global Business Environment DM	2.00		7.00	B+
Industrial Tour	3.00		6.00	B
Legal Aspects of Business	3.00		5.00	B-
Managing Self and Career III	2.00		8.00	A-
Operations Management	3.50		7.00	B+
Sales & Distribution Management	3.00	Y	8.00	A-
Services Mktg	3.00	Y	8.00	A-
<b>TC</b>	<b>29.50</b>		<b>TGPA</b>	<b>7.22</b>
<b>Term-IV</b>	3.00		8.00	A-
Business Innovation and Growth Strategy	3.00		7.00	B+
CAPSTONE-Business Simulation	3.00	Y	6.00	B
Consumer Behavior	3.00	Y	7.00	B+
International Marketing	3.00		6.00	B
Product and Brand Management	3.00	Y	8.00	A-
Rural Marketing	4.00		6.00	B
Strategic Management	4.00		9.00	A
Supply Chain Management	3.00		9.00	A
<b>TC</b>	<b>25.00</b>		<b>TGPA</b>	<b>7.06</b>
<b>Term-V</b>	3.00	Y	8.00	A-
Business-to-Business Marketing	3.00	Y	8.00	A-
Customer Relationship Management	2.00		6.00	B
Design Thinking (DM & IB)	3.00	Y	8.00	A-
Integrated Marketing Communication-DM	3.00		6.00	B
Introduction to ERP	3.00		6.00	B
<b>TC</b>	<b>14.00</b>		<b>TGPA</b>	<b>7.29</b>
<b>Term-VI</b>	3.00	Y	7.00	B+
Element of Basic Econometric	3.00	Y	6.00	B
Knowledge Management	3.00		6.00	B
<b>TC</b>	<b>6.00</b>		<b>TGPA</b>	<b>6.50</b>
<b>Project</b>	9.00		8.00	A-
Summer Internship	9.00		8.00	A-
<b>TC</b>	<b>9.00</b>		<b>TGPA</b>	<b>8.00</b>

Total Credits : 140.50

CGPA: 7.18

Specialization: Marketing

Declaration: The student has completed the programme in March 2018



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*Katil*  
Prepared By  
April 05, 2018

*[Signature]*  
Controller of Examinations

*Hema*