



DELHI SCHOOL OF BUSINESS

By Vivekananda Institute of Professional Studies-IC

**Provisional Mark-Sheet
Post Graduate Diploma in Management (PGDM) Full Time
BATCH-X (2022-24)
Provisional Mark-Sheet**

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|---|---------------|---|-----------------------|------------|
| Name of the student: | | RIA AHUJA | Enrollment No. | |
| Father's Name: | | MR MANOJ AHUJA | 202210083 | |
| Specialisation | | Human Resource Management and Marketing | | |
| TRIMESTER | S. NO. | COURSES | GRADE | GPA |
| I | 1 | Essentials of Business Communication-1 | B | 5.58 |
| | 2 | Financial Reporting & Analysis | B- | |
| | 3 | Managerial Economics | B- | |
| | 4 | Marketing Management -1 | B | |
| | 5 | Organizational Behaviour | B- | |
| | 6 | Spreadsheets for Business Application | B | |
| | 7 | Indian Philosophy | B+ | |
| II | 1 | Cost & Management Analysis | C+ | 4.17 |
| | 2 | Economic Environment & Policy | C+ | |
| | 3 | Operation Management | B- | |
| | 4 | Marketing Management - 2 | C+ | |
| | 5 | Quantitative Techniques | C+ | |
| | 6 | Essentials of Business Communications-2 | D | |
| | 7 | R for Managers | B+ | |
| III | 1 | Business Research Methods | B | 4.29 |
| | 2 | Financial Management | B- | |
| | 3 | Human Resource Management | C+ | |
| | 4 | Legal Aspects of Business | C+ | |
| | 5 | Sustainability & Business | C | |
| | 6 | Sales Management | C | |
| | 7 | Strategic Management | B- | |
| IV | 1 | AI Applications for Managers | B- | 3.15 |
| | 2 | Financial Management -2 | C+ | |
| | 3 | International Business | F | |
| | 4 | Cross Cultural Management | F | |
| | 5 | International HRM | B- | |
| | 6 | Customer Experience Management | B | |
| | 7 | Digital Marketing | F | |
| | 8 | Strategic HRM | 9 | |
| V | 1 | General Awareness & Current Affairs | B | 4.22 |
| | 2 | Entrepreneurship & Family Business Management | C | |
| | 3 | Negotiation Skills | C | |
| | 4 | Brand Management | B | |
| | 5 | Consumer Behaviour | C- | |
| | 6 | Human Resources Analytics | C | |
| | 7 | Talent Acquisition, Engagement and Compensation | C+ | |
| VI | 1 | B2B Marketing | C | 3.00 |
| | 2 | Marketing Research Analytics | C- | |
| | 3 | Performance & Learning Management | C | |
| | 4 | Organisational Development | C+ | |
| | 5 | Leadership | C- | |
| | 6 | Summer Internship Project | B+ | |
| | 7 | Capstone Project | F | |
| CGPA (Cumulative Grade Point Average) at the end of the 6th Trimester. | | | | N/A |
| GPA- Grade Point Average; CGPA- Cumulative Grade Point Average | | | | |
| ** Maximum CPGA is 10. | | | | |
| i) Minimum CGPA of 4.50 is required for promotion to the Second year. | | | | |
| ii) Minimum CGPA required for the Award of Diploma is 5.00 | | | | |

**(PGDM Chairperson)
Delhi School of Business**