

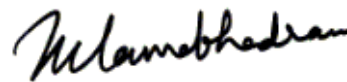
Post Graduate Programme in Management
Official Transcript of Academic Record

Name: Akanksha Tandon

Student ID: 61510066

Academic Period: 2014-15

Term 1			Term 2			Term 3			Term 4		
Course Title	Credit	Grade	Course Title	Credit	Grade	Course Title	Credit	Grade	Course Title	Credit	Grade
Financial Accounting in Decision Making	1.00	B	Competitive Strategy	1.00	A-	Corporate Finance I	1.00	B	Global Strategic Management	1.00	A-
Statistical Methods for Management Decisions	1.00	B-	Decision Models and Optimisation	1.00	B-	Managerial Accounting and Decision Making	1.00	B	Entrepreneurship	1.00	B
Marketing Management	1.00	B	Global Economics	1.00	B-	Operations Management	1.00	A-	Consumer Behaviour	1.00	A-
Managerial Economics	1.00	B-	Marketing Decision Making	1.00	B	Management of Organisations	1.00	B	Corporate Finance II	1.00	B-
						Leadership Development Programme	0.00	PASS	Responsible Leadership	0.50	A-
									Business Communication	0.50	A-
Term GPA: 2.75 Cumulative GPA: 2.75			Term GPA: 2.88 Cumulative GPA: 2.81			Term GPA: 3.13 Cumulative GPA: 2.92			Term GPA: 3.20 Cumulative GPA: 3.00		
Term 5			Term 6			Term 7			Term 8		
Course Title	Credit	Grade	Course Title	Credit	Grade	Course Title	Credit	Grade	Course Title	Credit	Grade
Rural Marketing	1.00	B	Change Management	1.00	B-	Negotiation Analysis	1.00	A-	Government, Society and Business	1.00	B
Pricing	1.00	B	Marketing Strategy	1.00	B	Economics of Strategy	1.00	A-	Managing Teams	1.00	C
Entrepreneurial Decision Making	1.00	B	Brand Management	1.00	A-	Digital & Social Media Marketing	1.00	B	Experiential Learning Programme - Credit 2	1.00	A-
			Experiential Learning Programme - Credit 1	1.00	A-	Customer Focused Product Planning	1.00	B-	Government Performance Management	1.00	A-
Term GPA: 3.00 Cumulative GPA: 3.00			Term GPA: 3.13 Cumulative GPA: 3.02			Term GPA: 3.13 Cumulative GPA: 3.04			Term GPA: 3.00 Cumulative GPA: 3.03		
Concentration/s: * <i>Marketing</i> * <i>Strategy and Leadership</i>			Final CGPA : 3.03 Total Credits : 32.00 Current Status : Graduated								



Deputy Dean
Programmes



Associate Director
Registrar's Office

Graduation Date : April 10, 2015
Issued Date : December 22, 2021

**Indian School of Business
Post Graduate Programme in Management
Transcript Guide: Class of 2015**

Graduating Class Size: 755 students

Academic Calendar: *The one-year Post Graduate Programme in Management comprises of eight terms, each of five to six weeks duration. The first three terms cover the core courses (compulsory courses), fourth term is cross over (compulsory courses and elective courses) and term 5 to term 8 offer a range of elective courses under each Concentration area. Four to five core credits are offered in each of the Core terms. A student may opt for a minimum of three credits and a maximum of five credits in any elective Term. One ISB credit comprises of course work equal to 10 sessions of two hours each (total 20 contact hours).*

Course Load: *To graduate, a student must attempt at least 33 credit units of course work. Of these, core courses account for 15 credit units (14 credit units +1 LDP Pass/Fail) and elective courses account for the remaining 18 credit units. In addition to the 33 required credit units, students can take three additional credit units across the elective terms including Independent Study and any other Pass/Fail courses. No student may carry a total workload of more than 36 credit units. Waivers are not granted for any core course irrespective of the student's prior background.*

Independent Study: *The Independent study allows students to explore areas of interest not covered by the curriculum under the guidance of a faculty member. Students may enroll for an Independent Study only during the elective terms. They can do a maximum of two such studies. An Independent Study is taken as Pass/Fail only, and therefore is not considered in the computation of the GPA / CGPA nor towards graduation / concentration requirements.*

Concentrations and Industry Specialisations:
Concentrations are offered in the following areas.

- | | |
|---|---------------------------|
| # Entrepreneurship | # Finance |
| # Information and Technology Management | # Marketing |
| # Operations Management | # Strategy and Leadership |

A concentration ensures that a student has successfully completed six credit units from a list of elective courses specified for that concentration. The courses that are cross-listed in more than one area may be counted towards only one concentration area, as selected by the student.

Industry Specialisations are offered in the following areas.

- # Healthcare #Manufacturing # Public Policy

Industry Specialisation ensures that a student has successfully completed six credit units from a list of elective courses specified for that specialisation. Only one Industry Specialisation can be mentioned in the transcript. A maximum of three cross listed elective courses can be double counted towards a concentration and Industry Specialisation.

International Student Exchange Programme: *The ISB collaborates with many leading international business schools for the International Student Exchange Programme. These exchanges take place over one or two elective terms of the ISB academic calendar. A separate grade sheet issued by the exchange school provides grades for the Term(s) spent at the exchange school. Courses taken at exchange school are counted towards graduation / concentration requirements, but not counted towards GPA / CGPA computation.*

Grading: *At the end of each term, students are awarded grades based on their performance in each course. The letter grades have a numerical equivalent called grade point. Grade points are not convertible into percentages.*

Letter Grade	Grade Point
A	4.0
A-	3.5
B	3.0
B-	2.5
C	2.0
D	1.0
F	0

The Grade Point Average (GPA) is the weighted average of all the grade points secured by a student during a particular Term.

The Cumulative Grade Point Average (CGPA) is the weighted average of all the grade points secured by a student across all Terms.

Grades of Pass / Fail courses are not considered in the computation of the GPA / CGPA nor towards graduation / concentration requirements. To qualify for a Pass Grade, the student must obtain the marks equivalent of a 'C' grade or higher.

A student must have a minimum CGPA of 2.50 at the end of the programme in order to graduate

A student may graduate with, at the most, one "F" grade (either in a credit or Pass/Fail course), provided s/he meets the minimum graduation requirements of 33 attempted credits and 32 successful credits and a CGPA of 2.50 or above. A successful credit is defined as receiving a 'D' grade or higher.

Special Honours: *The ISB does not certify the rank in class, but recognizes meritorious performance through the ISB Honours.*

The Honours awarded are:

ISB Scholar of Excellence: *Awarded to the students in the two top positions in recognition of outstanding academic performance throughout the programme as determined by the CGPA.*

Dean's List: *Awarded to students whose CGPA is in the top 10% of the eligible graduating class for superior academic performance throughout the programme.*

ISB Merit List (Core): *Awarded to students whose CGPA is in the top 10% of the class for superior academic performance at the end of the core terms.*