



भारतीय प्रबन्ध संस्थान लखनऊ

शैक्षिक परिषद एवं शासी मण्डल की अनुशंसा पर

अजय शंकर पिल्लई

को

मास्टर ऑफ बिजनेस एडमिनिस्ट्रेशन

की डिग्री प्रदान करता है जिन्होंने

कार्यकारियों हेतु प्रबन्धन में एक वर्षीय (पूर्णकालिक) अंतरराष्ट्रीय कार्यक्रम

की निर्धारित अर्हताएं सफलतापूर्वक पूर्ण की हैं।

भारतीय प्रबन्ध संस्थान लखनऊ की मुद्रा सहित

अठारह मार्च, दो हजार तेर्झस को प्रदत्त।



Indian Institute of Management Lucknow

upon the recommendations of the Academic Council and the Board of Governors,

hereby awards the degree of

Master of Business Administration

to

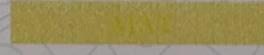
AJAY SHANKAR PILLAI

who has satisfactorily completed the prescribed requirements of the

One-Year (Full-Time) International Programme in Management for Executives

Given under the seal of the Indian Institute of Management Lucknow on the

Eighteenth Day of March, Two Thousand Twenty Three.



अध्यक्ष

अंतरराष्ट्रीय कार्यक्रम-प्रबन्धन

Chairperson
IPMX

निदेशक एवं अध्यक्ष

शैक्षिक परिषद

Director & Chairperson
Academic Council

अध्यक्ष

शासी मण्डल

Chairman
Board of Governors



INDIAN INSTITUTE OF MANAGEMENT LUCKNOW
Master of Business Administration (2022-2023)

Name: AJAY SHANKAR PILLAI

Roll No: IPMX/15/003

Date of Enrolment: April 08, 2022

Date of Completion: March 10, 2023

Course Code	Course Title	Credit	Grade	Course Code	Course Title	Credit	Grade
Term-I (11th April – 19th June , 2022)				Term-III (4th September – 11th December, 2022)			
BE05101	C Managerial Economics	1.00	C-	CM05102	C Written Analysis for Communication	0.50	B
CM05101	C International Business Communication	0.50	B	CM05104	E Purposeful Storytelling for Business	1.00	N/E
DS05101	C Quantitative Applications in Business-I	1.00	D	DS05103	E Management Science in Practice	1.00	N/E
FA05101	C Management Accounting	1.00	C-	FA05108	E Financial Statement Analysis and Valuation	1.00	N/E
HR05101	C Organizational Behavior	1.00	B	IT05112	E Agile Product and Project Management	1.00	N/E
IT05101	C Information Technology Concepts	0.50	B	MM05103	E Product and Brand Management	1.00	A-
MM05101	C Marketing Management-I	1.00	B	MM05108	E Applied Marketing Strategy	1.00	B-
OM05101	C Operations Management-I	1.00	C	OM05109	E Supply Chain Management and Analytics	1.00	N/E
Term Grade Point Average		7.00	2.14	SM05102	E Mergers & Acquisitions	1.00	N/E
Term-II (20th June – 31st August , 2022)				SM05109	E Strategic Alliances	1.00	B-
Courses conducted by IESEG School of Management, France (4th -24th September, 2022)							
BE05102	C Macro- Economic Environment	1.00	B	HR05106	E International Negotiation Skills	0.50	A
DS05102	C Quantitative Applications in Business-II	0.50	B-	HR05107	E Intercultural Management	0.50	B-
FA05102	C Financial Management	1.00	B-	IT05109	E Fintech	0.50	B
HR05102	C Human Resource Management	1.00	B	SM05110	E Strategic Innovation and AI for Business	0.50	A-
IT05102	C Management Information Systems	1.00	B	Term Grade Point Average		5.50	3.00
LM05101	C Legal Aspects in Management	0.50	B-	Term-IV (12th December, 2022– 18th February, 2023)			
MM05102	C Marketing Management-II	0.50	A	BE05103	E Applied Econometrics	1.00	N/E
OM05102	C Operations Management-II	0.50	C	DS05104	E Business Analytics	1.00	N/E
SM05101	C Strategic Management	1.00	B-	FA05106	E Project Finance and Risk Management	1.00	N/E
Term Grade Point Average		7.00	2.79	BS05101	E Sustainable Business Management	1.00	B-
Non Credit Workshops				IT05113	E IT Consulting	1.00	N/E
WS05001	Strategic Services Vision			MM05111	E Business Development and Sales	1.00	A-
WS05002	Marketing Research in Practice			MM05112	E B2B Marketing	1.00	B
WS05003	Developing a Strategic thinking and Consulting Acumen			OM05107	E Operations Strategy	1.00	N/E
WS05004	Consultative Selling			SM05108	E Management of Change and Transformation	1.00	B
WS05005	Data Visualization using Tableau			CI05101	E Course of Independent Study	1.00	N/E
WS05006	Channel Sales Management			Term Grade Point Average		4.00	3.00
WS05007	Starting your own Business/Startup			Cumulative Grade Point Average			
WS05008	Consulting Problem Solving Toolkit			C= Core	N= Non-credit	23.50	2.68
WS05009	Steps in Social Innovation: Be the Change Maker			E= Elective	N/E= Not Enrolled		
WS05010	ESG: The state of play						
WS05011	Leadership through Literature						
WS05012	Overview on how Digital is shaping for businesses and its key channels			Chairperson IPMX			
WS05013	Consumer Insights						
WS05014	Sunrise sectors and business opportunities						
WS05015	Advances in Marketing						

Place: LUCKNOW

Date: 18/03/2023