



भारतीय प्रबंध संस्थान
IIM INDORE

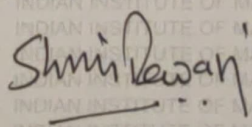
भारतीय प्रबंध संस्थान इन्दौर INDIAN INSTITUTE OF MANAGEMENT INDORE

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INTEGRATED PROGRAMME IN MANAGEMENT LEADING TO AWARD OF MASTER OF BUSINESS ADMINISTRATION TRANSCRIPT FOR THE FIFTH YEAR, ACADEMIC YEAR 2022-23

Name:	RAHUL BAGHEL	Roll No.	2018IPM083
Name in Hindi:	राहुल बघेल		
NAME OF THE COURSE	CREDITS	GRADE POINTS	LETTER GRADE
Advanced Selling Skills and Sales Management	4	2.834	B
Business Models	4	3.268	B
Business-to-Business Marketing	4	2.835	B
Consumer Behaviour	4	2.785	B
Consumer Neuroscience and Neuromarketing	4	2.802	B
Innovation in Public Administration	1		Excellent
Insider Outsider Perspectives: Understanding Other Cultures	2		Excellent
Leadership	2		Good
Managing Public-Private Partnerships	4	3.134	B
Mithila Art for Managers	3		Excellent
Organization Development and Change	2	3.618	A
Political Risk: Dealing with Uncertainties in a Globalized World	4	3.468	B
Retail Management	4	3.368	B
Retail Management Strategy	4	3.401	B
Strategic Analysis of Business Events	3	3.867	A
Strategic Leadership - Sustaining Firm Growth	4	3.801	A
Strategic Thinking	4	3.134	B
Strategy Simulation	3	2.602	B
Summer Placement	Non-Credit		Pass

Year	I	II	III	3 Years Credit	3 Years CGPA	3 Years Letter Grade
CGPA	2.89	2.58	2.71	289	2.73	B

Year	Credits	CGPA	Letter Grade	Result : Pass
IV	90	3.08	B	 Chairperson, IPM
V	60	3.19	B	
Total	150	3.12	B	
Overall	439	2.86	B	



Note : For details regarding Grading System and Academic Standards see overleaf.

Details regarding Grading System and Academic Standards

A five point scale is used for evaluating participants in individual courses.

Grade	Grade Point	Description
A	3.55 to 4.33	Excellent
B	2.55 to 3.54	Good
C	1.55 to 2.54	Satisfactory
D/P	0.55 to 1.54	Low Pass / Poor
F	0.00 to 0.54	Fail

Grades for Workshop courses: Excellent (E), Good (G), Satisfactory (S), Poor (P)

Cumulative Grade Point Average (CGPA)

CGPA at the end of the year is the weighted average of the grade points obtained in all the courses registered by the participant. Non-credit courses are not included in calculating CGPA. The weights used are the course credits.

An indicative percentage equivalence of CGPA can be calculated as follows:

If, $3.5 \leq \text{CGPA} \leq 4.33$	=	$91 + (\text{CGPA} - 3.5) \times 10.8434$
If, $2.3 \leq \text{CGPA} < 3.5$	=	$60 + (\text{CGPA} - 2.3) \times 25.8334$
If, $2 \leq \text{CGPA} < 2.3$	=	$50 + (\text{CGPA} - 2) \times 33.3334$
If, $1 \leq \text{CGPA} < 2$	=	$20 + (\text{CGPA} - 1) \times 30$

Deficit Credit Points (DCPs)

Grade "D" and "F" carry DCPs as follows:

- A "D" will carry DCPs equal to the number of credits of the course. For example, a "D" in a 6-credit course will earn 6 DCPs.
- An "F" or "Fail" will carry DCPs equal to twice the number of credits of the course. For example, an "F" in a 6 credit course will earn 12 DCPs.
- Total number of DCPs will be calculated by adding the number of DCPs accumulated by the student for both "D"s & "F"s during the academic year.

Criteria for Promotion and Award of Degree

CGPA and DCPs are two criteria that are used (i) to promote a participant from one academic year to another and (ii) to award the Degree to participants who successfully complete the requirement of Integrated Programme in Management (IPM).

Criteria for Promotion

- A participant will qualify for promotion to next year, if he/she satisfies the following two criteria every year.

Criteria	First Year	Second Year	Third Year	Fourth Year	Fifth Year
CGPA	≥ 2.00	≥ 2.00	≥ 2.00	≥ 2.00	≥ 2.00
DCPs	≤ 18	≤ 18	≤ 18	≤ 12	≤ 10

- A participant, who does not satisfy either one or both the above criteria, shall be given the option of repeating the year or withdrawing from the Programme.
- However, a participant, who is repeating any year of the programme, will have to compulsorily withdraw from the programme if he/she fails to satisfy either one or both the above criteria.
- A participant will get only two chances for repeating i.e., once during the first three years, and next in the last two years of the programme.

Criteria for Award of Degree

A third year participant who has satisfactorily completed the credit requirements and Social Internship, will qualify for award of Bachelor of Arts (Foundations of Management) (under the Dual Degree Programme) if he/she has a CGPA of at least 2.00 and not accumulated more than 18 DCPs in the third year.

A fifth year participant who has satisfactorily completed the credit requirements and Summer Project, will qualify for award of Master of Business Administration (under the Dual Degree Programme) if he/she has a CGPA of at least 2.00 and not accumulated more than 10 DCPs in the fifth year.

Medium of Instruction

Medium of instruction for this programme is English.