



Elite

NPTEL Online Certification

(Funded by the MoE, Govt. of India)



This certificate is awarded to

PANKAJ ASHOK DHOTRE

for successfully completing the course

Strategic Sales Management

with a consolidated score of **73** %

Online Assignments	22.92/25	Proctored Exam	50/75
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Total number of candidates certified in this course: **353**

Prof. Kaushik Ghosh,
Professor (Chemistry)
Coordinator CEC

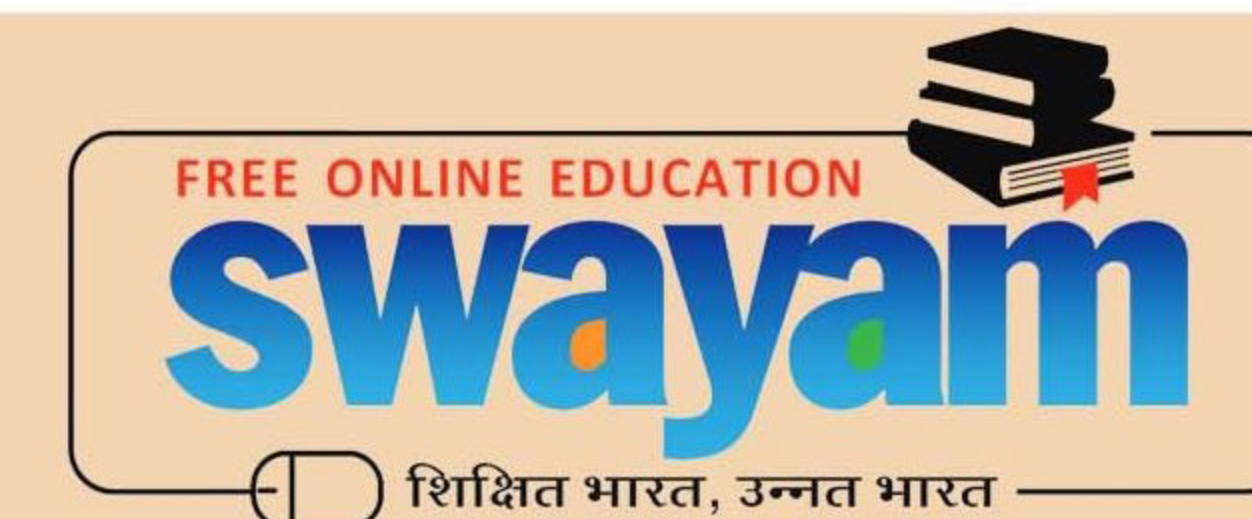
Aug-Oct 2023

(8 week course)

Prof. Ranjana Pathania,
Professor (BSBE)
Coordinator (NPTEL)



Indian Institute of Technology Roorkee



Roll No: NPTEL23MG113S842302562

To verify the certificate



No. of credits recommended: 2 or 3