Elite

NPTEL Online Certification

(Funded by the MoE, Govt. of India)



This certificate is awarded to

ABRAHAM RICHARD

for successfully completing the course

Business to Business Marketing (B2B)

with a consolidated score of **62** %

Online Assignments	20.31/25	Proctored Exam	42/75

Total number of candidates certified in this course: **2029**

Prof. Kaushik Ghosh,
Professor(Chemistry)
Coordinator CEC

Jul-Oct 2023

(12 week course)

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

Indian Institute of Technology Roorkee

FREE ONLINE EDUCATION swayam शिक्षित भारत, उन्नत भारत

Roll No: NPTEL23MG120S832305132

To verify the certificate

No. of credits recommended: 3 or 4