

CERTIFICATE

This is to certify that the thesis entitled “**A Study on Impact of Emotional Intelligence on Sales performance in selected Pharmaceutical Companies of Gujarat**” is submitted by Ms. Shraddhaba Shailendrasinh Gohil a research scholar, for the award of Doctor of Philosophy, at Faculty of Management Studies, The Maharaja Sayajirao University of Baroda, Vadodara. To the best of my knowledge, the present work is result of her original investigation and study. No part of the dissertation has ever been submitted for any other degree or diploma at any university.

Dr. Sunita Upendra Sharma

Dean (I/C)

Faculty of Management Studies

The M. S. University of Baroda, Vadodara.

Prof. (Dr). Jayrajsinh D. Jadeja

Research Guide

Place: Vadodara

Date: