

**EFFECTIVENESS OF SALES PLANNING IN
NEPAL TELECOM COMPANY**

A Thesis Submitted to
Office of the Dean
Faculty of Management
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**In partial fulfillment of the requirement for the degree of
Master of Business Studies (M.B.S.)**

**Butwal
August, 2011**

Recommendation

This is certify that the Thesis

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Entitled

“EFFECTIVENESS OF SALES PLANNING IN NEPAL TELECOM”

Has been prepared as approved by this department in the prescribed format of Faculty of Management. This thesis I forward for examination.

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We have conducted the viva voce examination of the thesis presented by

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“EFFECTIVENESS OF SALES PLANNING IN NEPAL TELECOM”

And found the thesis to be the original work of the student written according to the prescribed format. We recommended the thesis to be accepted as partial fulfillment of the requirement for the Master’s Degree in Business Studies (MBS)

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DECLARATION

I hereby declare the thesis entitled
“EFFECTIVENESS OF SALES PLANNING IN NEPAL TELECOM”
submitted to the office of the Dean, Faculty of Management, and Tribhuvan University is
my original work, which is prepared as partial fulfillment of the requirement for Master’s
Degree of Business Studies (MBS) under the supervision of Mr. Na Krishna Bhattarai,
Lecturer of Lumbini Banijya Campus.

.....

Nirmal Khanal

September , 2011

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ABBREVIATIONS

A/C	ACCOUNT
&	AND
B.S	BIRKRAM SAMWAT
BEP	BREAK EVEN POINT
CDMA	CODE DIVISION MULTIPLE ACCESS
C.V	COEFFICIENT OF VARIATION
CO	COMPANY
ETC	ETCETERA
FY	FISCAL YEAR
F.C	FISCAL COST
GDP	GROSS DEMESTIC
ISTD	INTRENAATIONAL SUBDCRIBE TRUNK DAILING
KM	KILOMITERS
LTD	LIMITED
MIS	MANAGEMENT INFORMATION SYSTEM
MOS	MARGIN OF SEFTY
MBA	MASTER IN BUNIESS ADIMINISTRATION
MBS	MASTER IN BUSINESS STUDIES
NTC	NEPAL TELECOMMUNICATION CORPORATION
%	PERCENTAGE
P.A.	PER ANNUM
PVT	PRIVATE
P.E	PROBABLE ERROR
PCO	PUBILIC CALL OFFICE
PCC	PROFIT PALANNING & CONTROL
P/V	PROFIT VOLUME
RS.	RUPEES
S.D	STANDARD DEVIATION
SWOT	STRENGTH, WEAKENESS, OPPERTINITY AND THREAT
STD	SUBSCRIBE TRUNK DIALING