

A study on Sales Planning & Implementation of Dairy Development Project in Nepal

(A special Study of Dairy Development Project, Hetauda Milk Supply Scheme)

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RECOMMENDATION

This is to certify that the thesis

Submitted by

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**“A study on Sales Planning & Implementation of Dairy Development Project in Nepal”
(A special study of Dairy Development Project, Hetauda Milk supply Scheme)
has been prepared and approved by this Department in the prescribed format of Faculty of Management. This thesis is forwarded for examination.**

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“A study on Sales Planning & Implementation of Dairy Development Project in Nepal”

(A special study of Dairy Development Project, Hetauda Milk supply Scheme) and found the thesis to be original work of the student and written according to the prescribed format. We recommend the thesis to be accepted as partial fulfillment of the requirement for the degree of the Masters of Business Studies (MBS)

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DECLARATION

I hereby declare that the work reported in this thesis to “A study on Sales Planning & Implementation of Dairy Development Project in Nepal” (A special Study of Dairy Development Project, Hetauda Milk Supply Scheme) submitted to central Department of Management, Kirtipur, Kathmandu, T.U. is my original work done in the form of partial fulfillment of the requirement for the degree of the Masters of Business Studies (M.B.S) under the supervision of Lecturer Mr. Yam Silwal, Makwanpur Multiple Campus, Makawanpur, Hetauda.

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Acknowledgement

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Lastly, I don't want to state that this research report is complete and perfectly satisfactory. There may be various limitations and shortcomings. It is self typed by me so there may be some typing mistakes. I am alone responsible for all these.

Tarannum Hussain
Researcher

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LIST OF ABBREVIATION

BEP:	Break Even Point
B.S.	Bikram Sambat
B.L.S	Bansbari Leather Shoes
CPPS	Comprehensive Profit Planning & Control
DDC	Dairy Development Corporation
DDP	Dairy Development Project
DDf'	Definitions
Edn:	Edition
F/Y	Fiscal Year
FAO	Food and Agriculture Organization
GDP	Gross Domestic Product
GON	Government of Nepal
HID	Hetauda Industrial District
K.G	Kilogram
KMSS	Kathmandu Milk Supply Scheme
Ktm	Kathmandu
Litr	Litre
Ltd	Limited
MPAS	Milk Product Association System
NDDB	National Dairy Development Board
No.	Number
P.E.	Probable Error
PEs	Public Enterprises
HMSS	Hetauda Milk Supply Scheme
PPC	Profit Planning & Control
Resp.	Respectfully
Rs.	Rupees