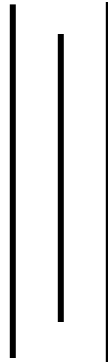


**SALES PLANNING OF NEPALESE PUBLIC ENTERPRISES**  
**(A CASE STUDY OF DAIRY DEVELOPMENT CORPORATION)**

**A Thesis Submitted by:**  
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**To:**  
**Office of the Dean**  
**Faculty of Management**  
**Tribhuvan University**



*In partial fulfillment of the requirement for the Degree of  
Master of Business Studies (M.B.S)*

**Kathmandu, Nepal**  
**March, 2010**

## **RECOMMENDATION**

This is to certify that the Thesis

Submitted by:

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*has been prepared as approved by this Department in the prescribed format of the  
Faculty of Management. This thesis is forwarded for examination.*

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**(Thesis Supervisor)**

# VIVA-VOCE SHEET

We have conducted the viva –voce of the thesis presented

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*And found the thesis to be the 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 Master's in Business Studies (M.B.S.)*

## Viva-Voce Committee

Head, Research Department .....

Supervisor .....

External Expert .....

Member .....

Member .....

## **DECLARATION**

I hereby declare that the work reported in this thesis entitled “**SALES PLANNING OF NEPALESE PUBLIC ENTERPRISES (A CASE STUDY OF DAIRY DEVELOPMENT CORPORATION)**” submitted to Office of the Dean, Faculty of Management, Tribhuvan University, is my original work done in the form of partial fulfillment of the requirement for the Master’s Degree in Business Study (M.B.S.) under the supervision of **Nirmal Khadka**, Lecturer of Saraswati Multiple Campus.

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**Dipesh Prasad Thapaliya**  
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