

INTERRELATIONSHIP BETWEEN SALES AND PROFIT PLANNING IN A MANUFACTURING INDUSTRY

(A Case Study of Bottlers Nepal [Terai] Limited)

By

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RECOMMENDATION

This is to certify that the Thesis

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(A Case Study of Bottlers Nepal [Terai] Limited)

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DECLARATION

I here by declare that the work reported in this thesis entitled **“INTERRELATIONSHIP BETWEEN SALES AND PROFIT PLANNING IN A MANUFACTURING INDUSTRY (A CASE STUDY OF BOTTLERS NEPAL [TERAI] LIMITED)”** 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 **Mr. Joginder Goet** of Shanker Dev Campus.

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ABBREVIATIONS

BN(T)L	:	Bottlers Nepal (Terai) Ltd
CV	:	Coefficient of Variation
DDC	:	Dairy Development Corporation
GDP	:	Gross Domestic Product
GNI	:	Gross National Income
MNC's	:	Multinational Company's
MOOC	:	Mahaboudha Okubahal Occupational Craftsmen Co - Operative Society
NEA	:	Nepal electricity Authority
NOC	:	Nepal Oil Corporation
PPC	:	Profit Planning Control
RDL	:	Royal Drug Limited
SD	:	Standard Deviation
ULL	:	Unilever Nepal Limited.