

SALES BUDGET PRACTICE IN INSURANCE COMPANY
(Case Study on Everest Insurance Company Ltd.)

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*In partial fulfillment of the requirement for the degree of
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RECOMMENDATION

This is to certify that the thesis

Submitted by:

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Entitled:

**SALES BUDGET PRACTICE IN INSURANCE COMPANY
(Case Study on Everest Insurance Company Ltd.)**

*has been prepared as approved by this Department in the prescribed format of
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DECLARATION

I hereby declare that the work reported in this thesis entitled “**Sales Budget Practice in Insurance Company (Case Study on Everest Insurance Company Ltd.)**” 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 degree of Master of Business Studies (MBS) under the supervision of **Joginder Goet** and **Dilli Ram Bhandari** of Shanker Dev Campus, T.U.

.....

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I have chosen the topic “*Sales (Premium Income) Budget Practice in Insurance Company (A Case Study of Everest Insurance Company Ltd.)*”. There is very few research work in the field of insurance sector and most of the researches are concentrated only in manufacturing and non-manufacturing sector. So I have selected this topic to open the door for the further research in future.

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ABBREVIATIONS

B.S.	:	Bikram Sambat
BOD	:	Board of Directors
C.V.	:	Coefficient of Variation
CPPC	:	Comprehensive Profit Planning and Control
D. O.	:	Development Officer
EIC	:	Everest Insurance Company
FY	:	Fiscal Year
Govt.	:	Government
GPA	:	Group Personal Accident
i.e.	:	That is
Ktm.	:	Kathmandu
MOU	:	Memorandum of Understanding
No.	:	Numbers
P.	:	Page Number
P.a.	:	Per annum
PA	:	Personal Accident
PPC	:	Profit Planning and Control
r	:	Correlation Coefficient
R/I	:	Re-insurance
Regd.	:	Registered
Rs.	:	Rupees
S.D.	:	Standard Deviation
T.U.	:	Tribhuvan University

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