

**A CASE STUDY REVENUE PLANNING AND
CASH MANAGAMENT OF NEPAL TELECOM**

(A case study of Nepal Telecom)

A Thesis
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In partial fulfillment of the requirements for the degree of
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RECOMMENDATION

This is certify that the thesis

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**A CASE STUDY REVENUE PLANNING AND
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(A case study of Nepal Telecom)

has been prepared as approved by this department in the prescribed format of the Faculty of Management. This is forwarded for examination. We recommend this thesis for acceptance.

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(A case study of Nepal Telecom)

And found the thesis to be the original work of the student and written in according to the prescribed format. We recommend this thesis to be accepted as partial fulfillment of the requirements for the Degree of Master's in Business Studies (MBS)

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Date:

DECLARATION

I hereby declare that the work done on thesis entitled **A CASE STUDY REVENUE PLANNING AND CASH MANAGAMENT OF NEPAL TELECOM (A cash study of Nepal Telecom)** has been submitted to Makawanpur Multiple Campus, Faculty of Management, Tribhuvan University. It is my pure own created work for the partial fulfillment of the requirement of Master's Degree in Business Studies (MBS) course under the guidance of respected teachers Mr. Bin Bahadur Raut & Jayaram Devkota of Makawanpur Multiple Campus.

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This Thesis entitles" A Case Study On Revenue Planning and Cash Management of Nepal Telecom" has been prepared in the form as required by the Institute of Management, Makawanpur Multiple Campus for partial fulfillment of the Master of Business Studies Program of T.U.

Nepal Telecom can look back on the past 30 years of service to the nation. Most of the telecommunication service providers who were working on monopoly organizations under government umbrella are facing challenge from other similar organizations due to liberalization of telecom services Nepal Telecom has been loosing its monopoly authority day by day and will face competition in each and every service. For this purpose, this study will be useful to provide information of Nepal Telecom's management and various departments regarding what can be done for future effectiveness of revenue and cash management. It also helps to adopt proper strategies and policies for success in the future and to improve their performance and also the quality of the services, which helps to make sound financial position in the coming competitive environment.

I would like to offer cordially thanks and a deep gratitude to our campus chief Mr. Bachchuram Adhikari, for their perceptive and guidance and offered me valuable knowledge and information. I must respect fully, extend genuine graduate towards the reverent supervisor Mr. Bin Bahadur Raut and Mr. Jayaram Devkota for their guidance, valuable advises and precious lectures about the matter without which the study would never have been completed.

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I am also indebted to my friend for their suggestions and help to complete this research.

Finally, I don't want to state that this research report is complete and perfectly satisfactory, Still, there may be various limitation, errors and short comings. I am alone is responsible for all of those.

December, 2010

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SUBHADRA CHAULAGAIN
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ABBREVIATIONS

ACP = Average Collection period

ARM = Account receivable Management

BS = Bikram sambat

CBS = Central Billing System

CCA = Coca-Cola amatil

CCC = Cash Conversion Cycle

CDMA =

CDOT =

CV = Coefficient of Variance

DTR = Debtor's Turnover Ration

ECP = Euro commercial Paper

EOQ = Economic Order Quantity

FX = Foreign Exchange

FY = Fiscal Year

GDP = gross domestic Product

HCD = Prepaid Home Country Direct

HMG =/N = His Majestr'y Government of Nepal

IBID = Ibidem (the same page)

IBM = International Business Machine

ISTD =

IT =Informational Technology

Ltd = limited

Mgmt = management

MIRR = Miller-orr Model

NDCL = Nepal Doorsanchar Company Limited

NEA = Nepal Electricity Authority
NT = Nepal telecom
NTC = Nepal Telecommunications Corporation
OC = Opportunity Cost
OMM = Over night money Market
Op.Ct. =Opera Citrate
OTC = Over the Counter
Own. Tax = Owner ship Tax
P.E = Probable Error
PCC. Prepaid Calling Card
PEs = public Enterprises
PPC = Profit Planning and Control
PPD =Pharmaceutical Products Divisions
R = Coefficient
ROA = Return on Assets
ROE = Return on Equity
RPER = Revenue per Employee Ratio
RS = Rupees (Nepali)
SD = standard deviation
STCL = Salt Trading corporation LTD
STD =
TC = Total Cost
UAN = Universal Access Number
UHF = Ultra High frequency
UTL = United Telecom Limited
VAT = Value Added Tax
VHF = Very High Frequency
WLL = Wire Less Local Loop

FISCAL YEAR TRANSLATED

2005\06 = 2061\62

2006\07 = 2062\63

2007\08 = 2063\64

2008\09 = 2064\65

2009\10 = 2065\66