

**SALES PLANNING AND BUDGETING PRACTICES OF NEPAL
OIL CORPORATION**

By

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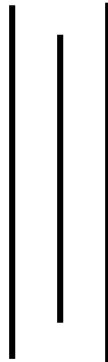
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*In partial fulfillment of the requirement for the degree of
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RECOMMENDATION

This is to certify that the thesis

Submitted by:

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

I hereby declare that the work reported in this thesis entitled “**Sales Planning and Budgeting Practices of Nepal Oil 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 degree of Master of Business Studies (MBS) under the supervision of Joginder Goet of Shanker Dev Campus, T.U.

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ABBREVIATIONS

ATF	:	Aviation Turbine Fuel
C.V.	:	Coefficient Variance
DDC	:	Dairy Development Corporation
Dec.	:	Decrease
EPS	:	Enterprises
F/Y	:	Fiscal Year
FO	:	Fuel Oil
HPPCL	:	Herbs Production and Processing Company
HSD	:	High Speed Diesel
In	:	Increase
IOC	:	Indian Oil Corporation
KL	:	Kiloliters
LDO	:	Light Diesel Oil
LPG	:	Liquefied Petroleum Gas
MS	:	Motor Spirit
Mt.	:	Metric Tones
NOC	:	Nepal Oil Corporation
P.	:	Page
P.E.	:	Probable Error
PES	:	Public Enterprises
POL	:	Petroleum Oil and Lubricants
PP	:	Petroleum Products
PPC	:	Profit Planning and Control
Pvt. Ltd.	:	Private Limited
qty.	:	Quantity
R	:	Correlation Coefficient
RDL	:	Royal Drugs Limited

S.D. : Standard Deviation
SKO : Super Kerosene Oil

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