

**REVENUE PLANNING AND CONTROL OF NEPAL  
TELECOM LTD.**

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# **RECOMMENDATION**

**This is to certify that this thesis:**  
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**REVENUE PLANNING AND CONTROL OF NEPAL  
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# VIVA-VOCE SHEET

We have conducted the viva-voce examination of the thesis presented by

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and found the thesis to be original work of the student and written according to the prescribed format. We recommend the thesis to be accepted as partial fulfillment of the requirements for the

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**Indira Gnawali**  
Researcher

## **DECLARATION**

I hereby declare that the work reported in this dissertation entitled “**REVENUE PLANNING AND CONTROL OF NEPAL TELECOM LTD**” submitted to Shanker Dev Campus, Faculty of Management, T.U. The research is in the form of partial fulfillment of the requirement for the Masters of Business Studies (M.B.S) under the supervision of **Mr. Joginder Goet**, Shanker Dev Campus.

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## LIST OF ABBREVIATIONS

%:	Percentage
A/C:	Account
ACP:	Average Collection Period
BEP:	Break Even Point
B.S:	Bikram Sambat
CM:	Contribution Margin
CV:	Coefficient of Variation
CVP:	Cost-Volume-Profit
CR:	Current Ratio
DTR:	Debtors Turnover Ratio
F/Y:	Fiscal Year
FC:	Fixed Cost
GDP:	Gross Domestic Product
GON:	Government of Nepal
i.e:	That is
K.M.:	Kilometer
Ltd. :	Limited
MoF:	Ministry of Finance
NPAT:	Net Profit After Tax
NPM:	Net Profit Margin
NTC:	Nepal Telecom Limited
OE:	Operating Expenses
P:	Page
PEs:	Public Enterprises
P/L:	Profit and Loss
PPC:	Profit Planning and Control
Prof.Dr.	Professor Doctor
ROA:	Return on Assets
Rs:	Rupees
S.D:	Standard Deviation
S.N.	Serial Number
T.U.	Tribhuvan University
V.C:	Variable Cost