

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

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ABBREVIATIONS

ATF	:	Aviation Turbine Fuel
C.V.	:	Coefficient Variance
DDC	:	Dairy Development Corporation
Dec.	:	Decrease
EPS	:	Enterprises
FO	:	Furnace 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.E.	:	Probable Error
PES	:	Public Enterprises
POL	:	Petroleum Oil and Lubricants
PP	:	Petroleum Products
PPC	:	Profit Planning and Control
qty.	:	Quantity
R	:	Correlation Coefficient
RDL	:	Royal Drugs Limited
S.D.	:	Standard Deviation
SKO	:	Superior Kerosene Oil