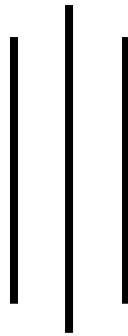


**REVENUE PLANNING AND CONTROL OF NEPAL  
TELECOM LTD.**



**Submitted By**

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**A Thesis**

***Submitted To:***

**Office of the Dean**

**Faculty of management**

**Tribhuvan University**

***In the partial fulfillment of the requirements for the degree of  
Master of Business Studies (M.B.S.)***

**Birgunj, Parsa**

**February, 2013**

## **RECOMMENDATION**

This is to certify that the thesis

Submitted by

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*Entitled*

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

has been prepared as approved by this Department in the prescribed format of  
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## **VIVA-VOCE SHEET**

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found the thesis to be original work of the student and written according to the prescribe format of Faculty of Management, Tribhuvan University. We recommend the thesis to be accepted as partial fulfillment of the requirements for the Master in Business Studies (MBS)

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**Date** .....

## **DECLARATION**

I hereby declare that the work reported in this thesis entitled “Revenue Planning and Control of Nepal Telecom Ltd.” submitted to the Faculty of Management, Thakur Ram Multiple Campus, Tribhuvan University is my original work done in the format of T.U. for the partial fulfillment of the Master’s Degree in Business Studies (MBS) under the supervision and guidance of Mr. Rajendra Lal Das, Thakur Ram Multiple Campus.

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**February, 2013**

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## **ABBREVIATIONS**

%:	=	Percentage
A/C:	=	Account
ACP:	=	Average Collection Period
B.S:	=	Bikram Sambat
BEP:	=	Break Even Point
CM:	=	Contribution Margin
CR:	=	Current Ratio
CV:	=	Coefficient of Variation
CVP:	=	Cost-Volume-Profit
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/L:	=	Profit and Loss
P:	=	Page
PEs:	=	Public Enterprises
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