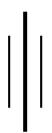
REVENUE PLANNING OF NEPAL TELECOM

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.)

> Kathmandu, Nepal May, 2014

RECOMMENDATION

This is to certify that the Thesis

Submitted by:

Amrit Rana

Entitled:

REVENUE PLANNING OF NEPAL TELECOM

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

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VIVA-VOCE SHEET

We have conducted the viva-voce of the thesis presented

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

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Member (Thesis Supervisor)	
Member (External Expert)	

Date:

DECLARATION

I, hereby, declare that the work reported in this thesis entitled "**REVENUE PLANNING OF NEPAL TELECOM**" submitted to office of the Dean, Faculty of Management, Tribhuvan University, is my original work done for the partial fulfillment of the requirement for the Masters of Business Studies (MBS) under the supervision of **Mr. Joginder Goet**, Lecturer of Shanker Dev Campus.

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Date:-

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Amrit Rana May, 2014

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ABBREVIATIONS

BEP	-	Break Even Point
СМ	-	Contribution Margin
CMPU	-	Contribution Margin per unit
CV	-	Covariance
CVP	-	Cost Volume Profit
FC	-	Fixed Cost
GM	-	General Manager
GNP	-	Gross National Product
HPPC	-	Hindering Profit Planning Control
HRMS	-	Human Resource Management System
KMMS	-	Kathmandu Milk Supply Scheme
MOS	-	Margin of Safety
NG	-	Nepal Government
NPAT	-	Net Profit after Tax
NTC	-	Nepal Telecom
O/H	-	Overhead
P/L	-	Profit and loss
PEs	-	Private Enterprises
PPC	-	Profit Planning & Control
PV	-	Profit Volume
PV	-	Profit Volume
ROI	-	Return on Investment
SD	-	Standard Deviation

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