

EFFECTIVENESS OF SALES BUDGETING & PLANNING

**With reference to
Nepal Oil Corporation Ltd.**

A Thesis

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RECOMMENDATION

This is to certify that the thesis
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Entitled

“Effectiveness of Sales Budgeting and Planning with reference to NOC”

has been prepared in the form as per the fulfillment of the partial requirements for the Masters Degree in Business Studies of the Faculty of Management. This thesis is forwarded for the examination.

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DECLARATION

I here by declare that the work reported in this thesis entitled "**Effectiveness of Sales Budgeting and Planning with reference to NOC**" submitted to Nepal Commerce Campus, faculty of Management, Tribhuvan University is my original done in the form of partial fulfillment for the requirement of the Master in Business Studies (MBS) under the supervision of Mr. Jeet Bahadur K.C. of Nepal Commerce Campus.

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ABBREVIATIONS

Symbol	Description
ATF	Aviation Turbine Fuel
BOM	Beginning of Month
CDR	Central Development Region
CMR	Contribution Margin Ratio
CV	Coefficient of Variation
EDR	Eastern Development Region
EOM	End of Month
F	Fixed
FO	Furnace Oil
FWDR	Far Western Development Region
FY	Fiscal Year
GDP	Gross Development Product
HSD	High Speed Diesel
IOC	Indian Oil Corporation
KL	Kilo Liter
LDO	Light Diesel Oil
LPG	Liquefied Petroleum Gas
MOV	Memorandum of Understanding
MWDR	Mid Western Development Region
NOC	Nepal Oil Corporation
POL	Petroleum Oil Lubricant
PPC	Profit Planning and Control
PSU	Public Sector Undertakings
SD	Standard Deviation
SKO	Super Kerosene Oil
V	Variable
WDR	Western Development Region