

**SALES PLANNING AND BUDGETING
(A Case Study of Nepal Oil Corporation)**

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RECOMMENDATION

This is to certify that the thesis

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**SALES PLANNING AND BUDGETING
(A Case Study of Nepal Oil Corporation)**

*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

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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 **Degree of Master’s in Business Studies (M.B.S)**

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DECLARATION

I hereby declare that the work reported in this thesis entitled “**SALES PLANNING AND BUDGETING (A Case Study of Nepal Oil Corporation)**” submitted to Office of the Dean, Faculty of Management, Tribhuvan University, is my original work done in the form of partial fulfillment of the requirement for the Degree of Master’s in Business Studies (M.B.S) under the supervision of **Prof. Dr. BAL Krishna Shrestha, Central Department of Management.**

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Finally, I would not want to state that this thesis is perfect, it may have various limitations and shortcomings. Nevertheless, I have tried my best.

Binod Regmi

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TABLE OF CONTENTS

Recommendation	
Viva Voce Sheet	
Declaration	
Acknowledgement	
Table of Contents	
List of Tables	
List of Figures	
Abbreviations	
	Page No.
CHAPTER – I INTRODUCTION	
1.1 General Background	1
1.1.1 Sales Planning and Budgeting	1
1.1.2 Types of Sales Planning	2
1.2. Public Enterprises	2
1.3 Introduction of Nepal Oil Corporation Ltd. (NOC)	4
1.4 Statement of the Problem	6
1.5 Objective of the Study	7
1.6 Significance of the Study	8
1.7 Limitations of the Study	9
1.8 Organization of the study	9
1.1.1	
1.1.2 CHAPTER – II REVIEW OF LITERATURE	
2.1 Conceptual Review	11
2.1.1 Sales Plan and Budget	11
2.1.2 Purposes of sales plan	13
2.1.3 Sales Planning vs. Sales Forecasting	14
2.1.4 Methods of Sales forecasting	16
2.1.5 Strategic and Tactical Sales Plans Compared	18
2.1.6 Components of Comprehensive Sales Planning	20

2.1.7 Steps for Developing Comprehensive Sales Planning	20
2.1.8 Consideration of Alternatives in Developing a Realistic Sales Plan	23
2.1.9 Control of Sales and Related Expenses	25
2.2 Development of Budgeting	27
2.2.1 Budgeting	28
2.2.2 Characteristics of Good Budgeting	28
2.2.3 Principles of Budgeting	28
2.2.4 Essentials of an Effective Budgeting	28
2.2.5 Classification of Budget	31
2.2.6 Limitations of Budgeting	34
2.3 Method of Preparing Sales Budget	35
2.4 Planning Sales in a Nonmanufacturing Company	36
2.5 Sales Budget and Profitability	37
2.6 Behavioral Impact of Budgets on People	38
2.7 Product Line Consideration	39
2.8 A Review of Previous Related Research Works	41
2.6 Research Gap	52
 CHAPTER – III RESEARCH METHODOLOGY	
3.1 Introduction	53
3.2 Research Design	53
3.3 Population and Sample	54
3.4 Sources of Data	54
3.5 Data Collection Technique	54
3.6 Data Analysis Tools	55
3.7 Research Variables	57
3.8 Period Covered	57
 CHAPTER – IV DATA PRESENTATION AND ANALYSIS	
4.1 General Introduction	58
4.2 Sales Analysis	59

4.3 Sales projection	69
4.4 Import Analysis	73
4.5 Import Projection	80
4.6 Sales and Distribution System of NOC	83
4.7 Storage Capacity	84
4.8 Reason behind not able to Supply the Petroleum Products as per Demand	88
4.9 Simplify the Process of Import of NOC	88
4.10 Ways to Increase the Incremental Demand of POL Every Year	89
4.11 Steps to be adopted to run the NOC in a Managed Way	90
4.12 Reason behind continuous price hike of POL by NOC	90
4.13 Reason behind buying rate of POL is higher than the selling rate in Nepal	91
4.14 Ways to minimize the Transport Cost of POL	92
4.15 Measures for effective distribution of POL throughout Nepal	92
4.16 Make the HR of NOC More Skilled, Motivated and Professional	93
4.17 Priority Goal of NOC	93
4.18 Solution of burgeoning crises seen in the Supply of POL	94
4.19 Major Findings of the Study	94

CHAPTER – V SUMMARY, CONCLUSION AND RECOMMENDATIONS

5.1 Summary	97
5.2 Conclusion	99
5.3 Recommendations	101

Bibliography

Appendices

LIST OF TABLES

Table No. Page No.	Title	
1.1	Ownership	5
2.1	The differences between sales forecast and sales budget	15
2.2	Sales projection under rhythm method	17
2.3	Components of Comprehensive Sales Planning	20
4.1	Budgeted and Actual Sales of NOC by period except LPG (In KL)	60
4.2	Budgeted and Actual Sales of NOC by period of LPG (In MT)	61
4.3	Standard Deviation, Coefficient of Variance and Correlation Coefficient between Budgeted Sales and Actual Sales (In KL)	64
4.4	Standard Deviation, Coefficient of Variation and Correlation Coefficient between Budgeted Sales and Actual Sales by time of LPG (In MT)	65
4.5	Budgeted Sales and Actual Sales of NOC by Product and by Time	66
4.6	Summary of AM, SD and r of NOC except LPG	68
4.7	Fitting Straight Line Trend by Least Square Method	69
4.8	Sales Projection of NOC except LPG	71
4.9	Sales forecast of LPG (in MT)	72
4.10	Budgeted Purchase and Actual Purchase of NOC by time except LPG (In KL)	73
4.11	Budgeted Purchase and Actual Purchase of NOC by period of LPG (In MT)	74
4.12	Mean, standard Deviation, Coefficient of Variation, Coefficient of Correlation and Probable Error of Budgeted Purchase and Actual Purchase except LPG	76
4.13	Budgeted Purchase and Actual Purchase of NOC by Time and by Product	77
4.14	Summary of AM, SD and r	79
4.15	Fitting Straight Line Trend by Least Square Method	80
4.16	Import Projection of NOC except LPG	82
4.17	Region-wise Petroleum Dealers	83

4.18 Present storage spots and capacities	85
4.19 Daily consumption of petroleum Products	87
4.20 Reason behind not able to supply the petroleum products as per Demand	88
4.21 Simplify the Process of Import of NOC	89
4.22 Ways to increase the incremental demand of POL Every Year	89
4.23 Steps to be adopted to run the NOC in a Managed Way	90
4.24 Reason behind continuous price hike of POL by NOC	91
4.25 Reason behind Buying rate of POL is higher than the Selling Rate in Nepal	91
4.26 Ways to minimize the Transport Cost of POL	92
4.27 Measures for effective distribution of POL throughout Nepal	92
4.28 Make the HR of NOC More Skilled, Motivated and Professional	93
4.29 Priority Goal of NOC	93
4.30 Solution of Burgeoning Crises seen in the Supply of POL	94

LIST OF FIGURES

Figure No.	Title	Page No.
1.1	Ownership	
6		
2.1	Classification of Budget	31
4.1	Budgeted Sales and Actual Sales of NOC by time except LPG	62
4.2	Budgeted and Actual Sales of NOC by time of LPG	62
4.3	Actual Sales of Petroleum Products except LPG	66
4.4	Actual Sales of LPG	67
4.5	Sales Projection of petroleum product except LPG	71
4.6	Sales forecast of LPG	72
4.7	Budgeted Purchase and Achievement of NOC by time except LPG	75
4.8	Budgeted Purchase and Achievement of NOC by time of LPG	75
4.9	Actual Import of Petroleum Products except LPG	77
4.10	Actual Import of LPG	78
4.11	Import Projection of NOC except LPG	82
4.12	Region-wise Petroleum Dealers	84
4.13	Present storage spots and capacities	85
4.14	Present storage capacities	86
4.15	Daily consumption of petroleum Products	87

ABBREVIATIONS

ATF	:	Aviation Turbine Fuel
C.V.	:	Coefficient Variance
DDC	:	Dairy Development Corporation
FO	:	Fuel Oil
HSD	:	High Speed Diesel
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
POL	:	Petroleum Oil and Lubricants
PP	:	Petroleum Products
PPC	:	Profit Planning and Control
RDL	:	Royal Drugs Limited
S.D.	:	Standard Deviation
SKO	:	Super Kerosene Oil