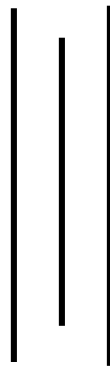


**SALES PLANNING IN NEPALESE PUBLIC
ENTERPRISES**
[A case study of Dairy Development Corporation]

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A Thesis Submitted to:
Office of the Dean
Faculty of Management
Tribhuvan University



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

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August, 2009

RECOMMENDATION

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[A case study of Dairy Development Corporation]

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DECLARATION

I hereby declare that the work reported in this thesis entitled “**SALES PLANNING IN NEPALESE PUBLIC ENTERPRISES [A case study of Dairy Development 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 Master’s Degree in Business Study (M.B.S.) under the supervision of **Dr. N.K. Pradhan** of Shanker Dev Campus.

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ABBREVIATIONS

B.S.	Bikram Sambat
BEP	Break Even Point
DDC	Dairy Development Corporation
Defn.	Definitions
Edn.	Editions
F/Y	Fiscal Year
FAO	Food and Agriculture Organization
GDP	Gross Domestic Product
HMG	His Majesty Government
k.g	Kilograms
Ktm.	Kathmandu
Lit.	Litres
Ltd.	Limited
MPAS	Milk Product Association System
No.	Number
P.E	Probable Error
PEs	Public Enterprises
PPC	Profit Planning and Control
Resp.	Respectively
Rs.	Rupees