

**REVENUE PLANNING AND CASH MANAGEMENT
(A CASE STUDY OF NEPAL TELECOM)**

A Thesis

By:

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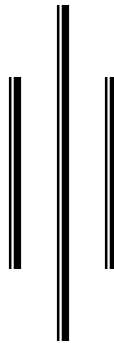
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Tribhuvan University



*In the Partial Fulfillment of the Requirement for the
Master of Business Studies (MBS)*

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RECOMMENDATION

This is to
certify that the Thesis

Submitted By:

Shiva Kumar Shrestha

Entitled:

REVENUE PLANNING AND CASH MANAGEMENT (A CASE STUDY OF NEPAL TELECOM)

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

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We have conducted the viva-voce examination of the thesis

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REVENUE PLANNING AND CASH MANAGEMENT (A CASE STUDY OF NEPAL TELECOM)

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 degree of **Master of Business Studies (M.B.S.)**

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DECLARATION

I hereby declare that the work reported in this thesis entitled “**Revenue planning and Cash management: A case study of Nepal Telecom**” submitted to the office of the dean, faculty of management, is my original work in the form of partial fulfillment of the requirements for the Degree of Masters of Business Studies (MBS) under the supervision of **Asso. Prof. Prakash Singh Pradhan** Professor of Sanker Dev Campus, Putalisadak, Kathmandu.

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"Revenue Planning and Cash Management: A Case Study of Nepal Telecom", is the output of my sincere efforts for the partial fulfillment for the requirement of Master of Business Studies (MBS). Through this piece of work, I have strived to present clear picture of NTC and hereby would like to assure that the research is perfectly satisfactory and complete despite the some limitations and shortcomings. Those shortcomings and limitations may be because of limited time frame and resources. I am solely responsible for everything- errors, omissions, good work and findings.

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Shiva Kumar Shrestha
(Researcher)

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ABBREVIATION

&	=	And
A/C	=	Account
ACP	=	Average Collection Period
A.D	=	Anno Domini
A/R	=	Account Receivable
ARR	=	Average Rate of Return
BS	=	Bikram Sambat
BEP	=	Break Even Point
C- Phone	=	Cellular phone
Caller ID	=	Caller Identification
CDMA	=	Code Division Multiple Access
CFFA	=	Cash Flow from Financing Activities
CFIA	=	Cash Flow from Investing Activities
CFOA	=	Cash Flow from Operating Activities
CFS	=	Cash Flow Statement
CPN	=	Communist Party of Nepal
CV	=	Coefficient of Variation
CVP	=	Cost-Volume-Profit
DTR	=	Debtor Turnover Ratio
F/Y	=	Fiscal Year
FC	=	Fixed Cost
GDP	=	Gross Domestic Product
GSM	=	Global System for Mobile
i.e.	=	That is
ISTD	=	International Subscriber Trunk Dialing
Ltd	=	Limited
No.	=	Number
NT	=	Nepal Telecom
NTC	=	Nepal Telecommunication Corporation Ltd.

P.E	=	Probable Error
PE	=	Public Enterprises
PPC	=	Profit Planning and Control
PSTN	=	Public Switched Telephone Network
ROI	=	Return on Investment
S.D.	=	Standard Deviation
SMS	=	Short Message Service
STD	=	Subscriber Trunk Dialing
TU	=	Tribhuvan University
UTL	=	United Telecom Limited
VC	=	Variable Cost