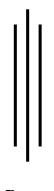
AN ANALYSIS ON SALES AND PRODUCTION PLANNING OF DAIRY DEVELOPMENT CORPORATION



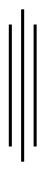
By:

Kaushila Ghimire

Post Graduate Campus, Biratnagar, Nepal TU Registration No.: 6-3-4-14-2005

A Thesis Submitted to:

Office of the Dean Faculty of Management Tribhuvan University



In partial fulfillment of the requirement of the degree of

Masters of Business Studies (M.B.S.)

Biratnagar, Nepal February, 2011



TRIBHUVAN UNIVERSITY

Post Graduate Campus Biratnagar, Nepal Phone no: 021-471327, 471205

Ref. No. _____

RECOMMENDATION

This is to certify that the thesis:

Submitted by

Kaushila Ghimire

Entitled

An Analysis on Sales and Production Planning on Dairy Development Corporation

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

<u>Supervisor</u>	Head of Department
Signature:	Signature:
(Dr. Shyam Bahadur Katuwal)	(Prof. Dr. Khagendra Acharya)
	Campus Chief
	Signature:
Date:-	(Dr. Harihar Bhandari)
Duic.	



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VIVA VOCE SHEET

We have conducted the viva-voce examination of the thesis presented by

Kaushila Ghimire

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An Analysis on Sales and Production Planning on Dairy Development Corporation

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

Master's Degree in Business Studies (M.B.S.)

Viva Voce Committee

Member (Thesis Supervisor)	:
Member (External Expert)	:

Date:

Chairperson, Research Committee:

DECLARATION

I hereby declare that the outcome of this thesis entitled " An Analysis on

Sales And Production Planning on Dairy Development Corporation"

submitted to Post graduate campus, Biratnagar, Faculty of Management,

T.U. Kathmandu, is my original work done in the form of partial

fulfillment of the requirement for the Master of Business Studies (MBS)

under the supervision of Dr. Shyam Bahadur Katuwal.

(Kaushila Ghimire)

Post Graduate Campus, Biratnagar

TU Regd. No.: 6-3-4-14-2005

Roll No.: 260/062

Date:

4

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Kaushila Ghimire Roll No.: 260/062

TU Regd. No.: 6-3-4-14-2005

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LIST OF ABBREVIATIONS

A.D. : Anno Domini

A/C : Account

A.R.R. : Accounting Rate of Return

B.S. : Bikram Sambat
BEP : Break Even Point

C.V. : Coefficient of Variation

C.V.P. : Cost Volume ProfitCC : Chilling Centers

CFAT : Cash Flow After Tax

DDC : Dairy Development Corporation

FC : Fixed Cost FY : Fiscal Year

i.e. : That is

IRR : Internal Rate of Return

Kg. : Kilogram

PEs : Public Enterprises
S.D. : Standard Deviation

SMART : Suitable, Measurable, Applied, Reasonable and Timely

SWOT : Strength, Weakness, Opportunities and Threat

WFP : World Food Programme

ltrs : Liters Rs. : Rupees

Mfg. : ManufacturingMgt. : ManagementDept. : Department

MBO : Management by Objectives

SMP : Scheme Milk Powder

VC : Variable Cost
Depⁿ : Depreciation
Prodⁿ : Production

NCO : Net Cash Outlay

PVIF : Present Value Interest Factor PPC : Profit Planning and Control