

SALES PLANNING OF NEPALESE PUBLIC ENTERPRISES
(A CASE STUDY OF DAIRY DEVELOPMENT CORPORATION)

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To:
Office of the Dean
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Tribhuvan University



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

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RECOMMENDATION

This is to certify that the Thesis

Submitted by:

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Entitled:

**SALES PLANNING OF NEPALESE PUBLIC ENTERPRISES
(A CASE STUDY OF DAIRY DEVELOPMENT 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

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DECLARATION

I hereby declare that the work reported in this thesis entitled “**SALES PLANNING OF 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 **Nirmal Khadka**, Lecturer of Saraswati Multiple Campus.

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ABBREVIATIONS

B.S.	:	Bikram Sambat
BEP	:	Break Even Point
BMSS	:	Biratnagar Milk Supply Scheme
CPSS	:	Cheese Production and Supply Scheme
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
HMSS	:	Hetauda Milk Supply Scheme
k.g	:	Kilograms
KMSS	:	Kathmandu Milk Supply Scheme
Ktm.	:	Kathmandu
Lit.	:	Litres
LMSS	:	Lumbini Milk Supply Scheme
Ltd.	:	Limited
MPAS	:	Milk Product Association System
MPMSS	:	Madhya Paschimanchal Milk Supply Scheme
MPPSSS	:	Milk Product Production and Sales Supply Scheme
No.	:	Number
P.E	:	Probable Error

PEs	:	Public Enterprises
PMSS	:	Pokhara Milk Supply Scheme
PPC	:	Profit Planning and Control
Resp.	:	Respectively
Rs.	:	Rupees
SMP	:	Skimmed Milk Powder
WFP	:	World Food Program