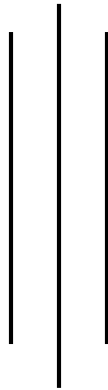


**REVENUE PLANNING AND CREDIT COLLECTION
POLICY- A CASE STUDY OF NEPAL ELECTRICITY
AUTHORITY**

Submitted By:
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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.)*

Kathmandu, Nepal
February, 2009

RECOMMENDATION

This is to certify that the thesis

Submitted by
MANOJ GIRI

Entitled:

**REVENUE PLANNING AND CREDIT COLLECTION POLICY- A
CASE STUDY OF NEA**

*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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Dr. Kamal Deep Dhakal
(Thesis Supervisor)

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Dr. Kamal Deep Dhakal
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Shankar Raj Joshi
(Thesis Supervisor)

VIVA-VOCE SHEET

We have conducted the viva –voce examination of the thesis presented

by
MANOJ GIRI

Entitled:

**REVENUE PLANNING AND CREDIT COLLECTION POLICY- A
CASE STUDY OF NEA**

*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 Degree of Business Studies, (M.B.S.)

Viva-Voce Committee

Head, Research Department

Member (Thesis Supervisor)

Member (Thesis Supervisor)

Member (External Expert)

DECLARATION

I here by declare that the work reported in this thesis entitled “**REVENUE PLANNING AND CREDIT COLLECTION POLICY- A CASE STUDY OF NEPAL ELECTRICITY AUTHORITY**” submitted to Shanker Dev Campus, 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. Kamal Deep Dhakal, and Mr. Shankar Raj Joshi of Shanker Dev Campus.

.....

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Researcher

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ACKNOWLEDGEMENT

The study "Revenue Planning and Credit Collection Policy- A Case Study of NEA", has been carried out to examine revenue planning and credit collection status of Authority with in the conceptual framework of profit planning and control. I have selected NEA for this research because of the considerable and significant role. Government of Nepal is confined to create the environment for the growth of NEA, which can complete in the market & pay greater contribution for the tax, which are very essential for the various development activities for the overall prosperity of the nation. The present research report has tried to provide information of NEA management regarding what can be done for revenue planning and credit collection policy.

My reverence goes to Mr. Shankar Raj Joshi, Faculty Member, Shanker Dev Campus; and Dr. Kamal Deep Dhakal, Campus Chief, Shanker Dev Campus, for sincerely guiding me in spite of their busy schedule and providing valuable suggestions to bring the best out of this research work.

I would like to express my sincere thanks those respected teachers of Shanker Dev Campus who gave me valuable suggestion and sincere co-operation. I am very much grateful to my parents and other family members without whom I would not have been in this place today. I am thankful to my colleague especially Mr. Tanka Prasad Upreti, Mr. Narahari Bhandari for their continuous cooperation, coordination and encouragement. Had they not supported me; this work would not have been that easy for me. I never forget the help provided by Mr. Lekhanath Koirala, Assistant Director, Finance & Account Department, NEA; Mr. Tula Ram Giri, Assistant Director, Budgeting Department, NEA; Mr. Tom Lal Subedi, Gyani Babu Maharjan and other staff of NEA to collect data.

Through this piece of work, I have strived to present clear picture of NEA and hereby would like to assure that the research is perfectly satisfactory and complete despite of some limitations and shortcomings. Those shortcoming and limitations may be because of limited time frame and resources. I am solely responsible for every thing-errors omissions, good work and findings.

Manoj Giri

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ABBREVIATION

\$:	Dollar
& :	And
A/C :	Account
ARR :	Average Rate of Return
B.S. :	Bikram Sambat
C.V. :	Coefficient of Variation
C/A :	Current Assets
C/L :	Current Liabilities
CBS :	Central Bureau of Statistics
F.C. :	Fixed cost
FAT Ratio :	Fixed Assets Turnover Ratio
Fig :	Figure
FY :	Fiscal Year
GDP :	Gross Domestic Product
Govt.	Government
GWH :	Giga Watt Hour
i.e. :	That is
IRR :	Internal Rate of Return
K.W. :	Kilo Watt
Ltd :	Limited
NEA :	Nepal Electricity Authority
No. :	Number
NPAT :	Net Profit After Tax
NRB :	Nepal Rastra Bank
P. E. :	Probable Error
PE:	Public Enterprise
Q.R. :	Quick Ratio
ROA :	Return on Assets
ROCE :	Return on Capital Employed
RONAST :	Royal Nepal Academy for Science and Technology.
Rs. :	Rupees
S.D. :	Standard Deviation
T.U. :	Tribhuvan University
TA :	Total Assets
TAT Ratio :	Total Assets Turnover Ratio
UN :	United Nation