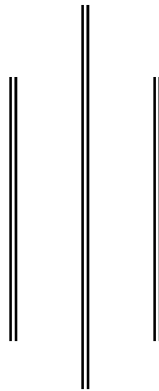


# **REVENUE PLANNING AND ITS IMPACT ON PROFITABILITY OF NEPAL TELECOM**

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

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



**Kathmandu, Nepal  
December, 2008**

# VIVA-VOCE SHEET

We have conducted the viva-voce examination of the thesis prepared

By:

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Entitled:

## **REVENUE PLANNING AND ITS IMPACT ON PROFITABILITY 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 for the Degree of Masters of Business Studies (M.B.S.)*

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## **DECLARATION**

I hereby declare that the work reported in the thesis entitled "REVENUE PLANNING AND ITS IMPACT ON PROFITABILITY OF NEPAL TELECOM" submitted to Shanker Dev Campus, Faculty of Management, Tribhuvan University is my original work done in the form of partial fulfillment of the requirement of the Degree of Master of Business Studies (M.B.S.) under the guidance and supervision of Mr. Shankar Raj Joshi & Mr. Tek Bahadur Sijali, Lecturer of Shanker Dev Campus, Tribhuvan University.

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I have tried to cover all the possible matters that I felt, important to sum up the “Revenue Planning and its Impact on Profitability of Nepal Telecom” I am hopeful that this task will be helpful to the students of business studies & to those who want to make further researchers under this topic.

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## **ABBREVIATION**

A/c	Account
ADSL	Asymmetric Digital Subscriber Line
BO	Branch Office
BEP	Break Even Point
CV	Coefficient of Variation
Fy	Fiscal Year
FC	Fixed Cost
GDP	Gross Domestic Product
HO	Head office
HPPC	Hindering Profit Planning Control
NTC	Nepal Telecom Company
PEs	Public Enterprises
UK	United Kingdom
US	United State
VC	Variable Cost
NPAT	Net Profit After Tax
ROI	Return on Investment
TTC	Telecom Training Center
RTS	Rural Telecom Service
NTTS	National Trunk Telephone Service
BFS	Bureau Fax Service
SMS	Short Message Service
ITS	International Telegraph Service
ISP	Internet Service Provide
TS	Telex Service
ADSL	Asymmetric Digital Subscriber Line
ISDN	Integrated Service Digital Network
CRBT	Caller Ring Back Tone
USSD	Unstructured Supplementary Service Data
MVPN	Mobile Virtual Private Network
MMS	Multi Media Message Service

GPRS	General Pocket Radio Service
CTD	Cell and Time Discount
TU	Tribhuwan University
IVR	Interactive Voice Response
HRMS	Human Resource Management System
DXC	Digital Cross Connect
OYT	Own Your Telephone
GM	General Manager
CM	Contribution Margin
PV	Profit Volume
MOS	Margin of Safety
BS	Bikram Sambat
HMG	His Majesty Government
PPC	Profit Planning & Control
i.e	That is
GNP	Gross National Product
CO	Company
PF	Provident Fund
AS	Actual Sales
BE	Break Even
CMPU	Contribution Margin per unit
PV	Profit Volume
PCO	Public Call office
CDMA	Code Division Multiple Access
SIM	Subscriber Identification Module