

Sales Budgeting and Planning of Trading Company (A Case Study of National Trading Limited)

*A Thesis Submitted to the Department of Shankar Dev Campus
In Partial Fulfillment for Master's Degree Management*

Faculty of Management

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DECLARATION

I hereby declare that the research work entitled "Sales budgeting and planning of trading company (a case study of National Trading Limited) submitted to Shankar Dev Campus, Faculty of management, Tribhuvan University is my original work done for the partial Fulfillment of the requirement for the Degree of Master in Business studies (MBS) under the guidance and supervision of Dr. Kamal Deep Dhakal and Mr. Shankar Raj Joshi, lecture of Shankar Dev Campus, Tribhuvan University.

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This thesis entitled "Sales Budgeting and Planning of trading company (A case study of National Trading Limited) " has been prepared in the form as required by the faculty of management for the partial fulfillment of the degree of Master in Business Studies (MBS).

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Finally, I do not like to state that this thesis report is complete and perfectly satisfactory. There may be various laminations or short coming because of time and resource constraints. I am alone responsible for any defects of Analysis or errors in this study.

Prem Bahadur Shahi
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ABBREVIATIONS

GDP	:	Gross Domestic Product
AD	:	Anno Domini
EOQ	:	Economic Order Quantity
etc	:	etcetera
i.e	:	That is
NOC	:	Nepal Oil Corporation
NTC	:	Nepal Telecom
NTL	:	National Trading Limited
PE's	:	Public Enterprises
PPC	:	Profit Planning & Control
Pvt	:	Private
USSR	:	United Soviet Social Republic
A/C	:	Account
P/L	:	Profit & Loss
B.S	:	Bikram Sambat
BEP	:	Break Even Point
DDC	:	Dairy Development Corporation
F.Y	:	Fiscal Year
NG	:	Nepal Government
T.U	:	Tribhuvan University
VS	:	Versace
e.g.	:	Example
Rs.	:	Rupees