

**SALES PLANNING AND CONTROL OF  
KATHMANDU MILK SUPPLY SCHEME OF DDC**

**A Thesis**

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# **RECOMMENDATION**

This is to certify that the thesis

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Entitled

**Sales Planning and Control of  
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has been prepared as approved by this department in the prescribed format of  
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and found the thesis to be the original work of the student and written according to  
the prescribed format. We recommended the thesis to be accepted as partial  
fulfillment of the requirement for

**Master Degree in Business Studies (MBS)**

## **VIVA-VOCE COMMITTEE**

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## **DECLARATION**

I hereby proclaim that the thesis work entitled 'Sales Planning and Control of Kathmandu Milk Supply Scheme of DDC" submitted to Balkumari College, faculty of Management, Tribhuvan University is my original work for the partial fulfillment of the requirement for the Master's Degree of Business studies (M. B. S.) under the supervision of Mr. Bhim Narayan Adhikari lecturer of Balkumari College Narayangarh Chitwan.

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Date: November 2008.

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## ABBREVIATION

|           |   |   |
|-----------|---|---|
| \$        | : | Dollar                                    |
| A.D.      | : | Anno Domin                                |
| Authority | : | Nepal Electricity Authority               |
| B.E.      | : | Break-Even                                |
| B.E.P.    | : | Break-even Point                          |
| B.PPC     | : | Budgeting: Profit Planning and Control    |
| B.S.      | : | Bikram Sambat                             |
| C.V.      | : | Coefficient of Variation                  |
| CPP       | : | Comprehensive Profit Planning             |
| CPPC      | : | Comprehensive Profit Planning and Control |
| FY        | : | Fiscal Year                               |
| GDP       | : | Gross Domestic Production                 |
| Govt.     | : | Government                                |
| HMG       | : | His Majesty Government                    |
| i.e.      | : | That is                                   |
| MBS       | : | Master of Business Studies                |
| No.       | : | Numbers                                   |
| P.        | : | Page no.                                  |
| p.a.      | : | per annum                                 |
| P.E       | : | Public Enterprise                         |
| P.Es      | : | Public Enterprises                        |
| P.P       | : | Profit Planning                           |
| PPC       | : | Profit Planning and Control               |
| r         | : | Correlation coefficient                   |
| Regd.     | : | Registered                                |
| Rs.       | : | Rupees                                    |
| S.D († )  | : | Standard Deviation                        |
| T.U.      | : | Tribhuvan University                      |
| U.S.      | : | United States                             |
| Vol.      | : | Volume                                    |