



**THE INFLUENCES OF OVERHEAD COST TOWARDS THE
REVENUE PERFORMANCE: A STUDY OF MASkargo**

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“DECLARATION OF ORIGINAL WORK”

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Hereby, declare that,

- **This work has not previously been accepted in substance for any degree, locally or overseas and is not being concurrently submitted for this degree or any other degrees**
- **This project paper is the result of my independent work and investigation, except where otherwise stated**
- **All verbatim extracts have been distinguished by quotation marks and sources of my information have been specifically acknowledged.**

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LETTER OF SUBMISSION

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The Head of Program
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Dear Sir,

SUBMISSION OF PROJECT PAPER

Attached is the project paper titled “ **THE INFLUENCES OF OVERHEAD COST TOWARDS THE REVENUE PERFORMANCE OF MASkargo**” to fulfill the requirement as needed by the Faculty of Business Management,Universiti Teknologi MARA.

Thank you.

Yours sincerely

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ABSTRACT

This research is about a study of the overhead cost that influences the revenue performance. The factors of the overhead such as fuel surcharge and aircraft maintenance have been identified to investigate whether or not these factors influences the rises or fallen in revenue performance. Issues such as the rise of the fuel surcharge and high maintenance cost in air freight may be addressed as part of this study. The focus of the study will be based on the MASkargo revenue management. The principal methods here are the data gathered in the MAS system known as Cognos, which it is an analysis of secondary data. As guidance for the future research, this study will examine the relationship of the fuel surcharge and aircraft maintenance with the revenue performance. The conclusion of the study is the outcome of the data analysis and findings. Finally, on findings, some recommendations have been suggested in order to identified the impact on minimizing the overhead cost and maximizing the profit gain by MASkargo.

TABLE OF CONTENT	PAGE
ACKNOWLEDGEMENT	vi
LIST OF TABLES	vii
LIST OF FIGURES	viii
ABSTRACT	ix
CHAPTERS	
1.0 INTRODUCTION	
1.1 Background of Study	1
1.2 Problem Statement	4
1.3 Research Question	7
1.4 Research Hypothesis	7
1.5 Research Objectives	8
1.6 Scope of Study	8
1.7 Significant of Study	9
1.8 Limitation of Study	10
1.9 Theoretical Framework	11
2.0 LITERATURE REVIEW	12
2.1. Definition of Overhead Cost	12
2.2. Air Freight Industry	13
2.3. Air Craft Maintenance	14
2.4. Maintenance Composition	15