



UNIVERSITI TEKNOLOGI MARA

UiTM MUKAH, CAMPUS SARAWAK

FACULTY OF PLANTATION AND AGRICULTURE (AT110)

FUNDAMENTAL OF ENTREPRENEURSHIP (ENT300)

FOUR MAN FARM



FOUR MAN
FARM

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DIPLOMA IN PLANTATION INDUSTRY MANAGEMENT

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1. SUBMISSION LETTER

Ariff bin Aiman ,
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Madam Siti Farah Binti Lajim ,
ENT300 Lecturer ,
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Madam ,

RE: Submission of Business Plan.

As a representative of our company , 'Four Man Farm' I would like to submit our business plans for your evaluation and further action. We are very grateful for the generous amount of motivation and support not to mention guidance given which has indeed paved us the way and anchored us towards our aims and goal when preparing and finally completing this business plan on time as scheduled.

2. For all five of us, ENT300 (Fundamental of Entrepreneurship) has given us clear picture on the basic of starting a business. Along the way, we gathered many ideas, which we personally felt, would have done much use and benefit to us if ever 'Four Man Farm' became a reality. We highly compute that it is not all that easy to become an entrepreneur what more a successful entrepreneur. For the goats, it takes diligence, innovativeness and patience to selling and manage the catfish to achieve success in order to overcome all forms of obstacles and risk, all of which we have learnt as we attempted this business plan.

3. Your attention, guidance and cooperation have taken us far by allowing this business plan to become a reality. It is insufficient to express our words of gratitude for all the knowledge that you have passed on to us as well as your continuous effort in assisting us as much as you in completing this business plan. Thank you for your support for us before this and we get to finish business plan on time.

3. EXECUTIVE SUMMARY

The name of our company is Four Man Farm. The business is the form of partnership which consists of four members. Each partner contributes certain amount of capital as agreed in agreement. The main business activity is selling mutton to customer. We only sell mutton when they want it. They can also come to our company if they want to buy mutton or call us when they want to come to see our goats. We provide the place where goats can still live for the long time and fresh because the entire customer wants fresh mutton.

We had agreed that Ariff Bin Aiman as our General Manager and Administration Manager, Muhammad Syafiq Bin Mat Nazari as the Operation Manager, Muhammad Ammar Hafiz Bin Borhani as the Marketing Manager, and Muhammad Firdaus Bin Mohamad Suffian as the Financial Manager. The selection of General Manager is based on consensus among all the partners and selected based on the experience, skills and ability of the partner. The management team will be led by the General Manager and assist by the other managers.

The General Manager is responsible in planning, leading, controlling and organizing the business. The Administration Manager is responsible to the remuneration schedule of salary and wages. The operation Manager is responsible to the entire job that related to the operation and will be supervise and coordinate the operation of the business.

The Marketing Manager will be responsible to create the marketing plan, identify the customer needs and wants, identifying the competitors, target market, market size and forecast the future market. Lastly, the Financial Manager will be handling the financial matters such as preparing the budget and financial statement for expenses of each department and controlling the flow of the money of the organization.

1.1 INTRODUCTION OF BUSINESS PLAN

The business plan of Four Man Farm is proposed so that it can be undertaken in a comprehensive manner. This business plan gives opportunity for us to assess the business in the future. We had decided a partnership business which provides to selling mutton in the premises. The business is in form enterprise which consists of four shareholders.

All shareholders had agreed as stated in agreement letter which the amount of capital, profit and loss will be divided as a ratio. We had chosen this kind of business it shows the equality and no one will be discriminated as the profits and losses are equally divided in the end of the accounting period.

In other way, the partnership is a perfect option to be taken because the shareholders will always share ideas and knowledge in order to gain profit and achieve high productivity time to time. Partnership is also responsible to manage the organization to become more detailed and know the job they need to do in the future.