

## FUNDAMENTAL OF ENTREPRENEURSHIP ETR 300

ARTCOLORY

# WARISAN ART GALLERY

(Level 2a, Lot 41, Ipoh Parade, Jln Sultan Abdul Jalil, Greentown, 30450, Ipoh Perak)

### **PREPARED BY:**

AKMAWATI BINTI DAUD@AB. RAZAK NORSHUHADAH BINTI MAT ZAIN NOR HANANI BINTI CHE MAHADZIR NORSHILA BINTI KAMARUZZAMAN 
 2004463832
 DFSM 6A

 2004463626
 DFSM6A

 2004463578
 DFSM6A

 2004463560
 DFSM6A

Date of Submission: 29 March 2007

Unit Perkholmatan Mekhumat Perpustak an Curdokiolyan



FOTOSTAT TIDAK DIBENARKAN

#### ACKNOWLEDGEMENTS

#### بسماللهالرحمن الرحيم

Alhamdulillah, all thanks and praise are due to ألله and His beloved Muhammad s.a.w and upon his family for giving us strength toward completing this Business Plan Report.

This report is a description and illustration of the business planning in Warisan Art Gallery mostly focus on the value of art includes painting art and handicraft products.

The purpose of Warisan Art Gallery as a guideline for managing the proposed venture. This business also is prepared to initiate the company and also to allocate business resources effectively. While the main objectives of our business plan, Warisan Art Gallery is to make profit. Besides, we want to disclose Malaysian Art Heritage to the company and to increase the number of Bumiputera entrepreneurs.

Particularly, we would to take this opportunity to special thanks to our lecturer, Assoc. Prof. Norsidah bt. Ahmad for her invaluable effort to organize our business plan guidance and for all the support and encouragement due to the preparing our business plan.

A lot of thanks to our group member during to prepare the business plan for all the support, time, money, effort and many things that have been spent together.

Not forget to our entire classmate in DFSM Sixth Semester. Your kindness will be always remembered.

Finally, our deepest thanks to all people who have involved in our preparing business plan of Warisan Art Gallery completing this report either formally or not. Without their help of course we can't perform our business plan with flying color. May Allah bless you.

Thank you for everything.

#### **EXECUTIVE SUMMARY**

Fundamental of Entrepreneurship is the subject for part 6 students Diploma in Foodservice Management under Faculty Hotel and Tourism Management. All students will learn the business plan to obtain knowledge and exposure to some of the basic techniques and tools to be an entrepreneur in managing their business.

Our company is Warisan Art Gallery focus on painting art and handicraft product. While practice this project, we faced many challenges and we try to solve the problem. In chapter 1, we started about the company background includes the purpose we built this business and also the partnership background.

In chapter 2, we covers the aspect of administrative plan includes our vision, mission and objectives of our company. This chapter also introduces manpower and their task and responsibilities in this company.

Chapter 3 cover about marketing plan. We present the type of product that we selling by our company to the customers. In this chapter, we focus on the population growth in our business area and also about the others company competitor

For the last chapter is about the operational plan. We identifying the step-bystep processes from beginning we handle the product until we provide to the customer. The process had been illustrated by using a flow chart. Before preparing this chart, we identify all the activities involve in our company.

For the conclusion to achieve this business, we follow the fundamental concepts and practice of the entrepreneurship. We focus on theories and practices that relevant to our company.

### **TABLE OF CONTENTS**

	PAGE
Acknowledgement	
Executive Summary	1
Executive Summary	11

## Chapters

### **1.0 INTRODUCTION: WARISAN ART GALLERY**

1 1	Introduction of company	1
1.1	Introduction of company	2
1.2	Purpose	2
1.3	Company background	3
1.4	Partnership background	4
1.5	Location of the business	8

### 2.0 ADMINISTRATION PLAN : WARISAN ART GALLERY

		10
2.1	Vision	10
2.2	Mission	10
2.3	Objectives	11
2.4	Organizational chart	12
2.5	Manpower planning	13
2.6	Schedule of tasks and responsibilities	14
2.7	Schedule of remuneration	15
2.8	List of office equipment	16
2.9	Administration budget	10

### 3.0 MARKETING PLAN : WARISAN ART GALLERY

3.1	Product of service description	17
3.2	Target market	18
3.3	Market size	18
3.4	Competition	19
3.5	Market share	21
3.6	Sales forecast	22
3.7	Marketing strategy	23
3.8	Schedule of marketing budget	25

## 4.0 OPERATION PLAN : WARISAN ART GALLERY

4.1	Process flow chart	26
4.2	Operation process	27
4.3	Work schedule	28
4.4	Output unit	29

4.5	List of material / stocks	30
4.6	Forecast acquisition of stocks for 3 years	32
4.7	Operational layout	33
4.8	Schedule of operation budget	34

#### FINANCIAL PLAN : WARISAN ART GALLERY 5.0

	5.1	Input	35
	5.2	Project Implementation Cost &	36
		Sources of Finance	
	5.3	Administrative budget,	37
		Marketing budget and operational budget	
	5.4	Depreciation schedule & Loan &	40
		Hire purchase schedule	
	5.5	Cash flow pro forma statement	44
	5.6	Pro forma income statement	45
	5.7	Pro forma balance sheet	46
6.0	API	PENDIXES	47
7.0	0 REFERENCES		51

7.0	REFERENCES

