



SOCIAL MEDIA PORTFOLIO: SINIKER

PRINCIPLES OF ENTREPRENEURSHIP (ENT 530): SOCIAL MEDIA PORTFOLIO

FACULTY & PROGRAMME	:	FACULTY OF BUSINESS AND MANAGEMENT,
		BACHELOR OF BUSINESS ADMINISTRATION
		(HONS.) OPERATION MANAGEMENT
SEMESTER	:	4
PROJECT TITLE	:	SOCIAL MEDIA PORTFOLIO: SINIKER
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		FAUZI
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CLASS	:	BA 244 4A
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LECTURER	:	GHANI

ACKNOWLEDGEMENT

In preparation of my assignment, I had to take the help and guidance of some respected persons, who deserve my deepest gratitude. As the completion of this assignment gave me much pleasure, I would like to show my gratitude Madam Nadiah Maisarah Binti Abdul Ghani, ENT 530 Lecturer for giving me a good guideline for assignment throughout numerous consultations. I would also like to expand my gratitude to all those who have directly and indirectly guided me in writing this assignment.

Many people, especially my classmates have made valuable comment suggestions on my paper which gave me an inspiration to improve the quality of the assignment.

EXECUTIVE SUMMARY

This social media portfolio under subject Principle of Entrepreneurship has given to us, which is we need to study and analyse our skills to marketing our online product or services and this portfolio are related with our topic about entrepreneurship and can be used for our future and guideline for start-up a small business. By creating a small business of provide services give a lot information to study and plan market the services. A good strategy and planning will help your business boost up and customers will aware. This business is established by young entrepreneur who are don't have any basic and background on entrepreneurship before this.

This business is on mission to be one of the leader trusted shoe seller and provide with good relationship between Siniker and customers. This was a dream that already been in my life after so long. I want to create something bigger in future when target to create an own local brand and expand to all around Malaysia and be one of the leaders in the local market scene. This dream become realistic after lot of local brand already expand their business in Malaysia. With a big discipline in myself, I assure that can fulfil all my objective that I wrote.

Important thing is, we in Siniker will keep doing research and development to ensure the dream can be true in future. Even only start small by FB page, it does not low my motivation even it increases the momentum to chase my dreams.

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1.0 GO-ECOMMERCE REGISTRATION

	Personal Information									
	Name		Dhabit Ahmaduzzakwan bin Mohamad Fauzi	Phone/Mobile Home Address		0197518735 NO 70. KG SEPAK HILIR.		Edit		
	New Identity Card No.		990315016855	Home Address		BATU 4,				
Dhabit Ahmaduzzakwan bin	Email Address		dhabit99@gmail.com	District		Kota Tinggi				
Mohamad Fauzi	City		Kota Tinggi	Postcode		81900				
	State		Johor	Personal Instagram		null				
	Personal Facebook		https://www.facebook.com/Sin	Race		Malay				
			iker.byDZ	Special Need Required		No				
	Gender		Male							
	Marital Status		Single							
	Institution Information							Add N		
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		30_N (NM								
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	Type of Institution	30_N (NM : :	IHL	Name of Institution		UITM Puncak Alam				
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Company Name	
Type Of Business	
Facebook Page	
Wechat for Business	
Marketplace	
Business Related to Your Study Field	

SINIKER Sdn. Bhd

SINIKER

Others

Company Registration No.
Business Role
Business Category/Business Sub- Category
Business Instagram Page
Business Website
Type Of Website
Experience in International Export

Dropshipper Apparel, Health & Beauty / Fashion & Lifestyle Edit

2.0 INTRODUCTION OF BUSINESS



Name Of The Business	Siniker
Address	70, Kg Sepak Hilir, Batu 4,
	81900 Kota Tinggi, Johor
Form Of Business	Sole Proprietorship
Nature Of Business	E Commerce Website
Telephone Number	019-751 8735
Email Address	siniker@gmail.com
Business Commencement	21/ May /2021
Owner Of The Business	Sir Dhabit Ahmaduzzakwan bin Mohamad Fauzi

2.1 Name and Address of The Business



Name of Siniker is significantly take from Malaysia slang which means "Is it here?". It is easy to pronounce in Malaysia language and be a symbolic to people recognize the name faster. The Vans Slip-On Classic's icon in the middle representative with what we sell to the peoples which is sneakers shoes for lifestyles. With background that coloured with hot pink and yellow, it shows to be used to communicate playfulness between Siniker and targeted audience.

This business based on dropship method that handled by Makerz company. They supply goods to Siniker to sell their products and give commission for each product sold. The products will be post around Malaysia including Sabah and Sarawak for some price that will be charges for postage fee. The reason why Siniker is using this way because it easy to handle and reach lot of audience due to the brand of shoes. It also gives Siniker lot of time to focus on marketing and customer relationship as the postage process also production handle by Makerz itself.

The account is managed at address 70, Kg Sepak Hilir, Batu 4, 81900 Kota Tinggi, Johor and it handle by the owner of the business itself. Since the business just a dropship, Siniker just been manage at home.



2.2 Organizational Chart



DHABIT AHMADUZZAKWAN BIN MOHAMAD FAUZI GENERAL MANAGER

Since this business is still new in market only established for couple of months and need a more resource to stabilize business, Siniker decided for start-up this business by not involve any people to works with this small business. As founder that work alone, it also become responsible to act like a general manager to ensure the business run smoothly time by time. From marketing, customer relationship until end-user satisfaction, the founder must to take care of all it. This is because, this business run a dropship method that only involve one member in team. As a founder too, I know that outside there have lot of competitors but from the analysis and survey did, it still has a big chance to penetrate the market especially when Siniker bring a local product that not all competitors do that.

Other than that, this business profit is still unstable that have a lot payment that need to pay such as usage of internet from Wi-Fi, mobile data and electrical usage since the business were mainly handle directly from home. All of this need a payment and is essential needs. If any one of these are unavailable can simply delay works and get complaint from customers like why I'm reply their text late or why I'm late to update shoes stock to them. This is one off the valid reason why Siniker managed by one person beside it maybe have a big possibility of miscommunication between staff if I hire anyone to be my partner since the business were 100 percent online. This stage is a crucial part, so as a someone new in the market, I cannot take a risk while I'm still unstable to take care of my business image credibility towards our customers.

2.3 Mission, Vision and Objective

- a. Mission
 - To be one of the leader trusted shoe seller and provide with good relationship between Siniker and customers.
- b. Vision
 - To create an own local brand and expand to all around Malaysia and be one of the leaders in the local market scene.
- c. Objective
 - To accessible people by not hardly finding good quality shoes into shopping mall.
 - To increase awareness that local shoe industry is expanding to compete with bigger international brands.
 - To give a best price to the customers with an affordable and cheap price to them to purchase.
 - To develop knowledge about not only how to wear shoes but lot more such as how to take care of their shoes.

PRODUCTS	PRODUCT'S DESCRIPTION AND PRICE
	MAKERZ ALL BLACK (RM 49) This shoe is a one of the hot sales that been made by Makerz. Coloured with full black and almost same with Vans's shoes version. Sizes available are from 36-45 euro with lowcut design. Made of canvas that super comfortable to wear.
	MAKERZ ALL WHITE BLACKSOLE (RM49) This shoe is highly demanded by the customers. Silky white in colour makes it more alluring. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it has a black sole.

2.4 Description of Products and Price List

MAKERZ VRO BLACKWHITE (RM 49)

Velcro design is becoming a trend by now. Velcro straps make it easier for people to wear the shoes. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it comes with the company's signature on the strap "Make It Move"

MAKERZ VRO WHITE (RM 49)

Another Velcro design that is very eye catching especially with white base and black stripe on the shoes. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it comes with the company's signature on the strap "Make It Move"

MAKERZ OS BLACKWHITE (RM 39)

Almost similar with Vans's classic design, Makers made some changes with new front cover, and side design. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it look classic to wear.

MAKERZ OS CANDY POP (RM 49)

Full with fun colours that really brings joy to the person who wear it. Combined with five colours and still have an affordable price to purchase it. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it look classic to wear.











VANS SLIP ON CHECKERBOARD PARTY BLACKWHITE (RM 95)

Classic design always wins the heart of who wear it. Same with this design, it gives classic and modern impact for those who wear it. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it look classic to wear.

VANS CAUTIE WHITE (RM 130)

Modern design that been made really give a fresh outlook to wear it. White base and yellow colour with some black wording really give an additional look. Sizes available are from 36-45 euro with lowcut design. Made of canvas and it must to have in collection.

VANS CAUTIE BLACK (RM 130)

Same vibes with white's type but it more elegant looks. Black base and yellow colour stripes really make the shoes neat to wear. Sizes available are from 36-45 euro with lowcut design. Made of canvas and must to add in shoes rack.

VANS OS PRO NAVY (RM 95)

One of the best designs that was made and sold in our shop. Completely simple with great combination colours. Sizes available are from 36-45 euro with lowcut design. Made of canvas and need to be in collection for those who love blue colour.

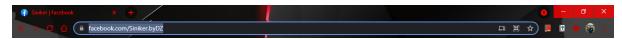
3.0 FACEBOOK

3.1 Creating Facebook (FB) Page



This FB page was created on early April 2021 and the main business that been provided was sneaker shoes all around Malaysia. This page already reached until142 like and 152 peoples follow Siniker page. Any visitor that visit this page and want to contact Siniker's admin, they can click on the messenger or directly click on WhatsApp link that were provided on post for any inquiries. With "Siniker" name that common word that Malaysian said in daily life make this FB page easily to be recognize and search by people.

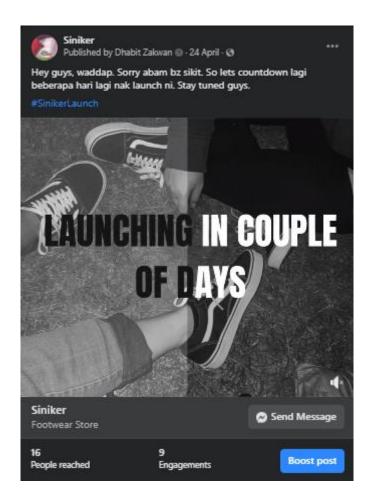
3.2 Costuming URL Facebook (FB) Page

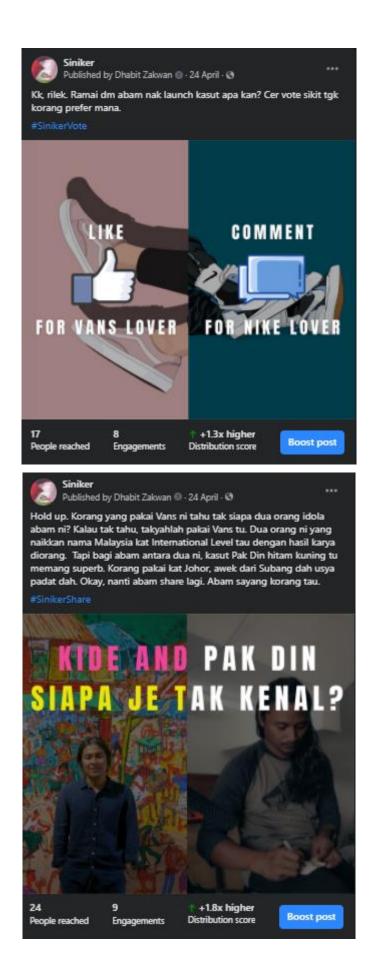


Our URL Facebook Page was short too easy for customer to reach and can share it with others friends. <u>https://www.facebook.com/Siniker.byDZ</u>. This URL already describe our main business name. By clicking this link, customers will directly enter our official FB page. A good and short URL link will make our customers more recognised our business and easy to remember. To be more professionalism in selling, we want to give the best to our customers, our customers satisfied is our priority.

3.3 Facebook (FB) Post - Teaser

A pre-launch campaign that be done is a way to attract the people to see our business. It is also to gain new likes and follows to growth our business time by time. The purpose of is to create curiosity among our target market about our products that will be launch after that. Since from the survey before start-up the business, me as owner notice that people love to read a fact about their favourite products, due to that, Siniker took an initiative to variable our post by maximize the content about our product itself which is sneaker shoes. This is to ensure that people not only come and go to our page but also stay to read what they want.







•••

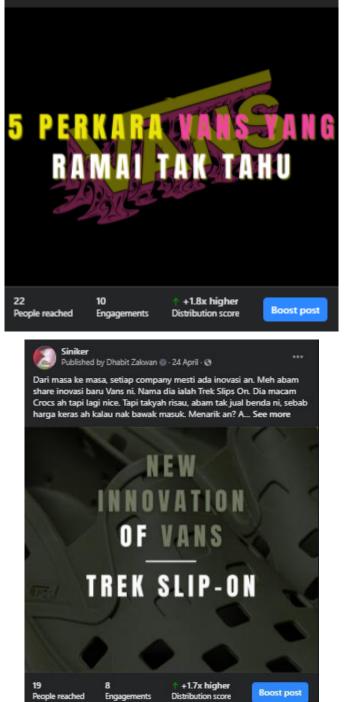
Okay settle share pasal dua idola abam. Kenal tak? Kalau tak pi check post abam sebelum ni. Okay, kalini abam nak share 5 Perkara Vans Yang Ramai Tak Tahu:

- 1. Syarikat kasut Vans ni asalnya Syarikat Getah Van Doren
- Pada tahun 1970-an, Vans ni pi buat kasut untuk US Air Force tau!
 Sebelum ada nama official setiap jenis tu, diorang ni guna nombor je sebagai nama dia tu. Ha, faham tak?

4. Korang mesti kenal jenama Supreme an? Vans ni jenama first yang diorang collab. Ha padu tak padu guys.

5. Vans ni ada sediakan biasiswa tau actually. Tapi untuk orang US jelah. Abam tak ingat syaratnya, nanti korang search lah sendiri.



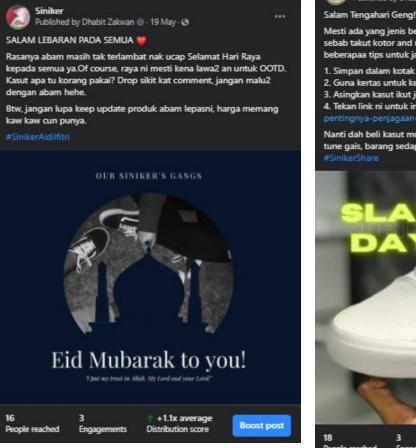




From the perspective of statistic, the teaser really works to gain followers by looking at how many people reached and engage each post. The increase of number in distribution score from first post to another post really impressive.

3.4 Facebook (FB) Post - Soft Sell

Soft sell is a crucial part to persuasive our target market to stay close to us. It is an approach to focus on persuasion and casual language. The techniques intend to create a low-pressure sales experience to the customers. This technique is not directly sell the product away, it is a process to the customers to get along and gain little knowledge what the products that they will see after that. From the experience also, the conversation in post should be relax and comfortable tone to help buyers ease throughout the process.



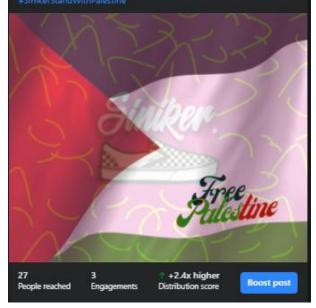






Sudah beberapa hari saudara Islam kita di Palestin dibantai, dibedil dengan Zionis. Untuk tunjukkan solidariti, kami iaitu Siniker akan menukar dp page.

Tetap checkout and tunggu barang baek dari kami tau! Sayang saudara Islam sebagaimana sayang keluarga kandung sendiri ya.



TOP 5 SNEAKER FOR MAN

Jap, korang dah ada belum beberapa kasut ni dalam collection?Meh abam nak share 5 top sneaker untuk 2021 bagi abam memang patut korang ada lah untuk tahun ni. So check this out

1. Mesh Lace Up 700 (New Balance)

- 2. 990v5 (New Balance) 3. Air Force 1 Crater (Nike)
- 4. Air Force 1 Shadow (Nike)
- 5. Sk8-Hi (Vans)

Korang boleh check top trend dekat sini tau

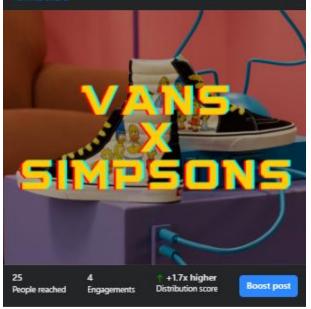
sneaker-trends-2021/#slide-6. Jangan risau ada kasut dalam list ni abam bawak masuk. Stay tune gais!



VANS X SIMPSONS

Dalam banyak banyak collaboration Vans dengan siri kartun ni, abam paling minat bila dia collab ngn Simpsons Family ni. Smart perabis mat, lagi lagi yang dalam gambar abam tu. Nanti abam nak try tarik kasut ni masuk dalam list jualan abang tapi harga keras ah sebab barang pun keras ni. Stay tune gais!

Klik link ni untuk tengok full collection diorang



TOP 5 SNEAKER FOR WOMAN 2021

Tadi abam share untuk kasut lelaki kan? Ni abam nak share untuk girls pulak. Kasut-kasut abam share ni make sure korang check, memang cun piaw abam gerenti. Rugi kalau takde dalam robok korang tu.

1. Adidas x Lotta Volkova (Adidas)

- 2. Comme des Garcons PlayPeek-A-Boo High-Top Canvas (Converse) 3. Puma x KidSuper Mirage Mox (Puma)
- 4. New Balance 997 Classic (New Balance)

5. Vans Women's Checkerboard Slip-On (Vans)

Okay ni list yang bagi abam memang cun denyut beb tengok. Kalau nak tengok lagi, klik link ni https://www.popsugar.com/fashion/Bestneakers-4431163. Make sure korang check tau, mana abam mampu tarik masuk jualan tu, abam tariklah. Korang kena stay tune je tau.



CARA UKUR SAIZ KASUT ONLINE

Abam selalu dengar orang tanya "Weh cane eh nak beli kasut online? Aku takut salah saiz ah" Meh abam ajar cara ukur.

Ambil jalan yang selamat, abam akan ukur kaki sendiri pakai kertas, tape ukur atau pembaris dan pensil atau pen. Tekap ukuran kaki pada kertas. Lukis keliling kaki. Ukur bahagian paling panjang dan paling lebar di kaki. Itulah ukuran yang di gunakan untuk mengenalpasti ukuran kasut yang sepatutnya di pakai. Pastu, korang matchingkan dengan carta yang abam letak ni. Easy je kan?

So, lepasni korang tak perlu takut nak beli kasut dari abam lagipun kalau salah saiz, insyaAllah abam baik hati untuk tukar semula. Asalkan ikut t&c Siniker.

#SinikerShare

UK Size	33	34	35	36	37	38	39
M'sia Size	4.5	5	5.5	6	6.5	7	7.5
Length (cm)	19- 20	20- 21	21.5- 22.5	22.6	23.1	- 23.6-	24.1- 24.5
Width (cm)	8	8.1- 8.4	8.5	9	9.1- 9.4	9.5	9.6- 10
UK Size	40	4	1 4	2	43	44	45
M'sia Size	8	8.	5	9	9.5	10	10.5
Length (cm)	24.6	25.			26.1-26.5	26.6- 27	27.1- 27.5
Width (cm)	9.6- 9.9	10		.1-	10.5	10.6-	11
reached	4 Engag	ement	s D		x aver tion sc		Boo

ALIPH: JENAMA KASUT BUATAN MALAYSIA YANG PALING MAHAL

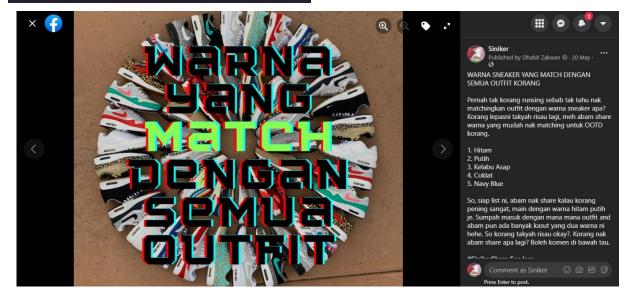
Tahun 80-an telah menjadi mercu tanda terhadap jenama kasut buatan Malaysia ini. Kegilaannya menjadi fenomena apabila kasut ini mendapat permintaan terlampau tinggi sehingga tidak dapat menampung lalu menjadi antara sebab jenama ini terkubur.

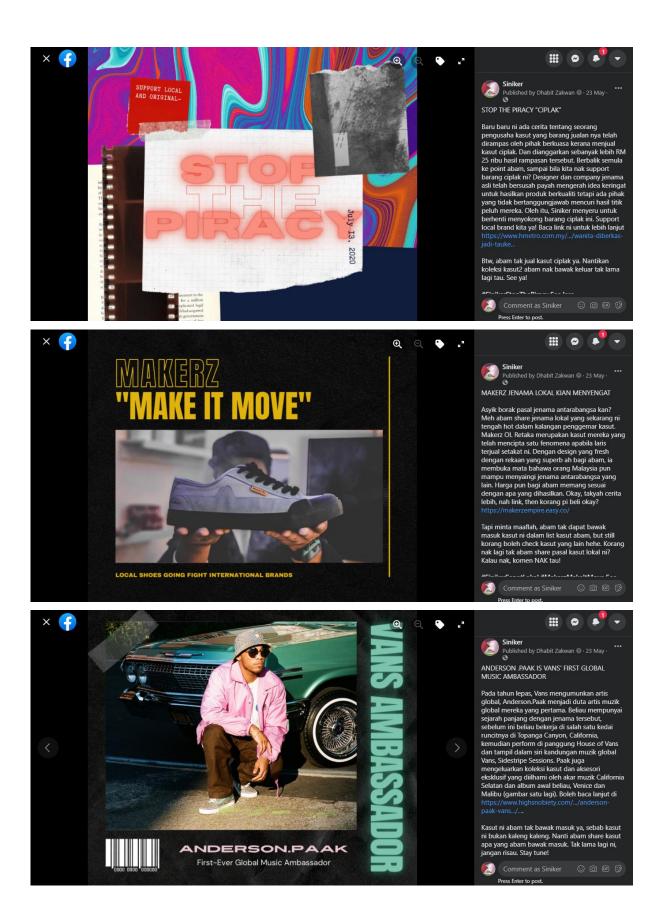
Namun bagi penggemar kasut vintaj, kasut Aliph merupakan salah satu kasut yang wajib dimiliki dan ada kasut Aliph yang mencecah RM3,000 sepasang zaman sekarang ini. Strategi Aliph yang menaja kumpulan muzik rock seperti Search telah menjadi punca mengapa mereka menjadi kegilaan rakyat Malaysia ketika itu. Baca artikel selanjutnya di https://rencah.com/aliph-jenama-kasut-buatanmalaysia../

Tulah orang kata, benda yang dah pergi baru nak dihargai. Tapi apa apa pun, abam share ni bukan sebab abam nak bawak masuk. Eh takkk, mana mungkin, kang tak terbayar korang nanti. Stay tune lagi gais, abam nak start jual bila2 masa ni. Tak sabar rasanya nak menjual.

SinikerShare #KasutAliph







SEPATU 'KASUT' COMPASS DISEBUT SEPATU GAIB

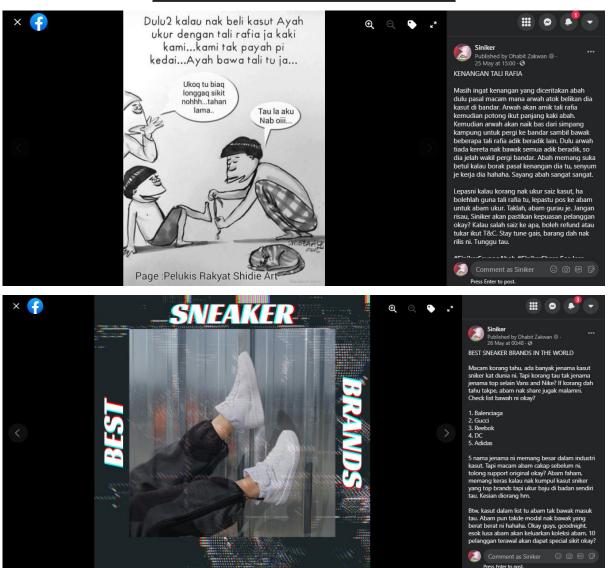
Akibat menjadi kasut buruan penggemar sniker di negara jiran, Indonesia, kasut jenama lokal Compas ini telah dilabel sebagai kasut ghaib kerana terlalu cepat habis selepas dirilis. Masih gah nama di persada kasut, jenama yang hadir dari tahun 1998 tetap menjadi kebanggaan Indonesia.

Abam pun dapat tahu yang kasut ni dah penetrate market Jepun kalau tak silaplah. Kalau betul, abam mernang banggalah dengan jenama jiran kita ni. Kasut Malaysia lokal macam Makerz pun bleh follow step diorang supaya dapat bawak nama Malaysia ke antarabangsa. Korang boleh check website Compass untuk usya koleksi diorang https://capatucompass.com/.

Abam akan cuba bawak masuk kasut Compass ni kalau ada permintaan banyak okay? Dont worry, stay tune gais, sikit lagi abam rilis kasut dalam stor ni.

#SinikerShare #Indopride #Localpride





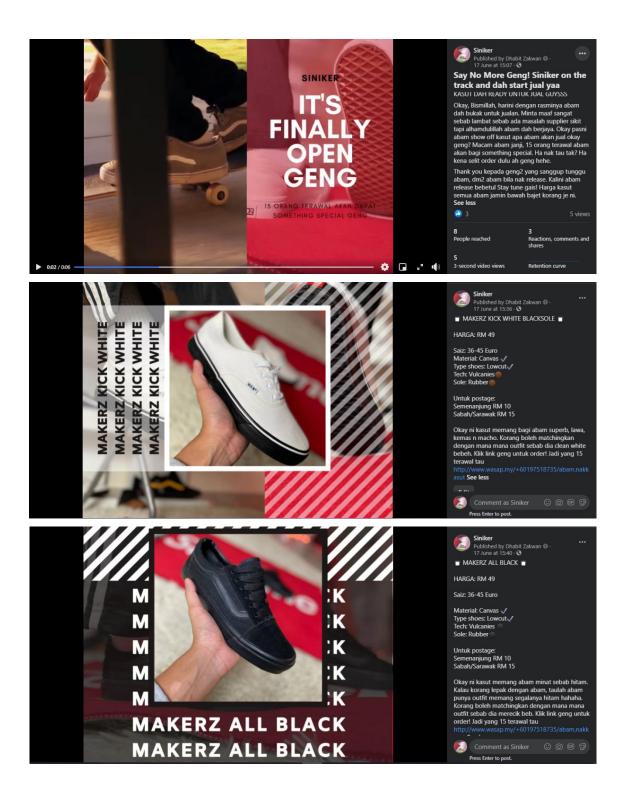


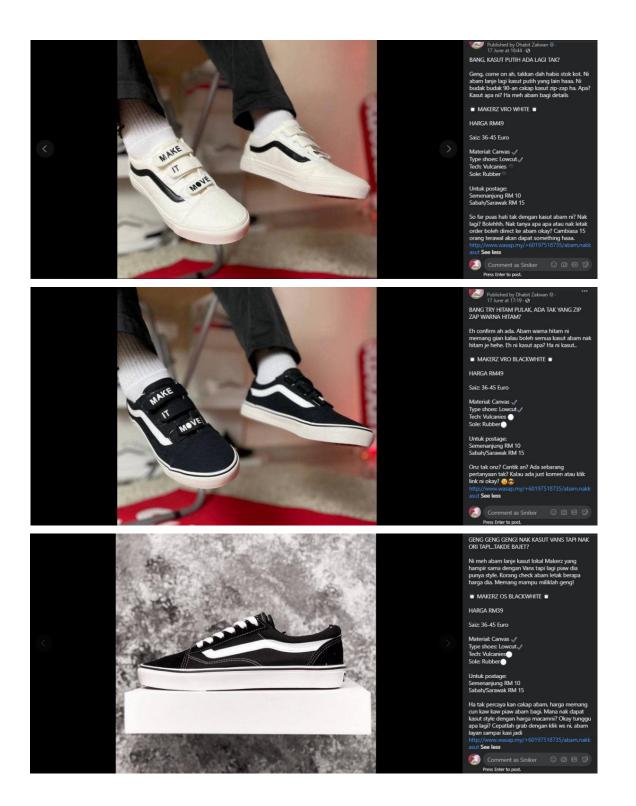
This are the soft sell that been provided in Siniker page. It shows about how to take care of our shoes, interesting facts that can grab our target market attention. The description also by research that be done to deliver a real information to the audiences.

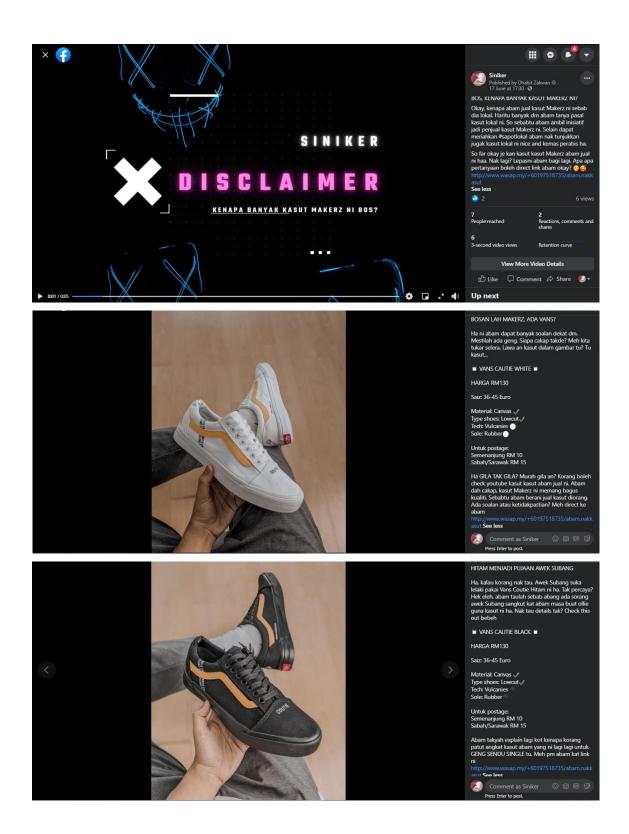
3.5 Facebook (FB) Post – Hard Sell

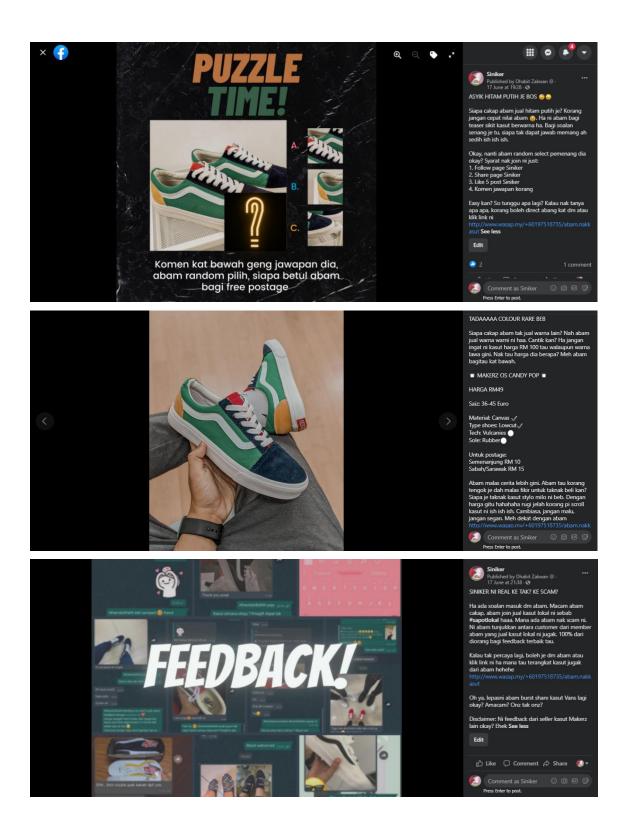
This is when we implement aggressive approach to sell our products to the audience. The marketing is directly towards the products that want to be sell. After had grab audience customer, Siniker provided with several promotion to make the audience buy from us. One of the reasons we use this strategy is to constantly remind our consumers and provide them with the most recent information about our products and services. The most significant benefit of hard selling is that it allows you to communicate a clear and concise message to your consumers. With right way, the hard sell can bring a big profit to the company such as they push advertise on certain dates like early month when the people have their income, when festive season and more. This is why important to learn the soft sell and hard sell to generate the revenue.

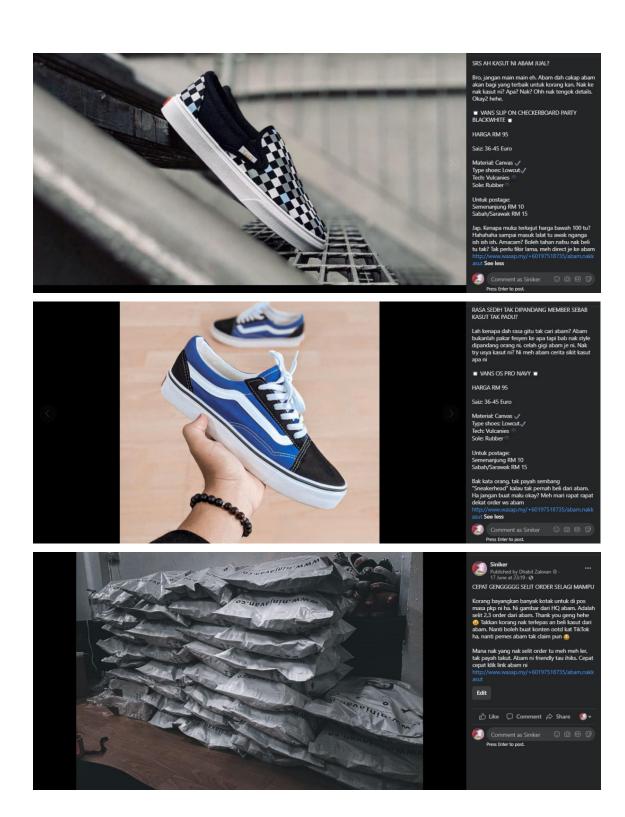
Aside from that, we provide comments and photographs of our satisfied customers to assist them trust us. We also provide them a daily performance report so they can see how well our items are selling. We offer a pricing list with each post so that audience may remain up to date on the most recent pricing adjustments.













3.6 Graphics

Those are several graphics that was created by me to attract the audience to see our FB page. 100 percent of it is using a Canva and myself. The graphic is so important to ensure the posting become more cheerful and look great to see by peoples.





























Komen kat bawah geng jawapan dia, abam random pilih, siapa betul abam bagi free postage









4.0 CONCLUSION

To sum up, using social media platforms, particularly Facebook, to market your business is a smart method and way to do so. As everyone knows, we live in a contemporary era when the majority of us use the internet in our everyday lives. Most of our consumers will look for items on any social media platform since using the internet can save you a lot of time and energy when compared to walking around and looking for physical businesses. As a new business, we must follow to our personal standards as well as how other businesses, particularly on Facebook, have grown their businesses. By utilising social media platforms, we can make it easier for our consumers to search and receive results in less than one minute, and then click to select the best option based on the comments of other customers. Many great entrepreneurs began their careers with an internet or small business.

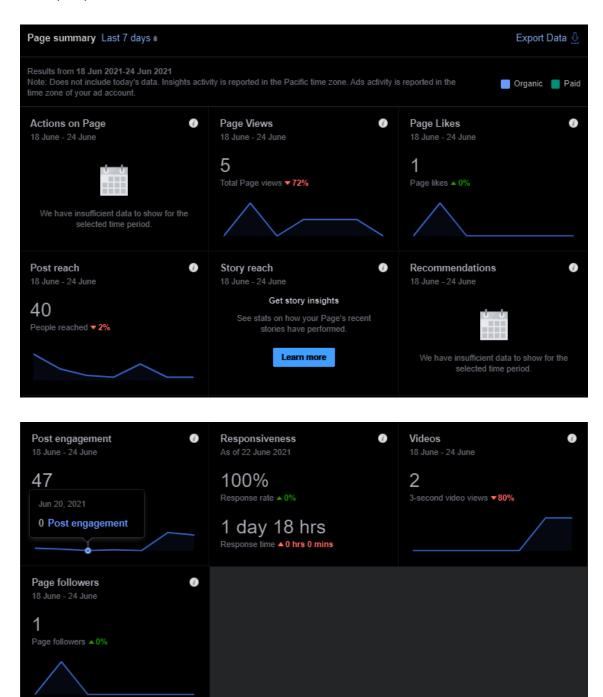
To guarantee that our company is recognised by clients, we, as entrepreneurs, must use a few strategies, particularly in our daily social media postings. We need to know that the majority of our clients and followers are average-aged teens or adults, students, or workaholics. A good, creative, and interesting advertisement will easily entice them to buy from us. If they just inquire about pricing and everything connected to items, it will have a positive influence on them, and they will notice our business. Our captions in posts are also very essential. It's critical to include a hard pitch and a soft sell.

Every firm has its own strategy and set of issues, and as entrepreneurs, we must consider how to overcome these obstacles and sell our products. We may obtain information and study with this social media platform in order to enhance our everyday posting. We can also use social media to improve communication, enhance website traffic, obtain client feedback quickly, and build a strong brand.

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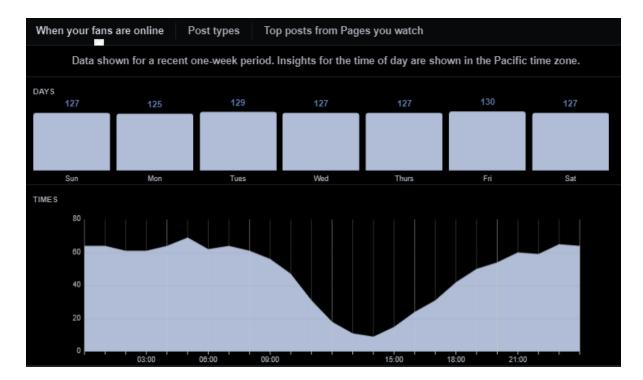
APPENDIX

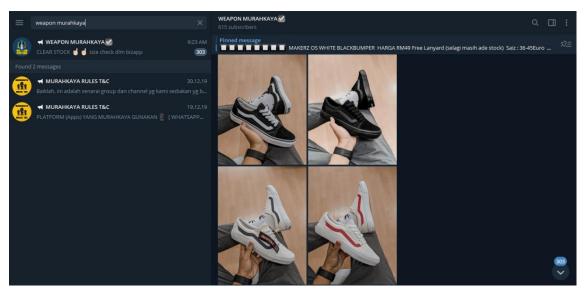
Provide with overview of Siniker FB Page insight and official Makerz's telegram group for their dropshiper.



Your 5 Mo	st Recent Posts					/ Create Post
			Reach: Org	ganic/Paid 📄 Post click:	s 📕 Reactions, com	ments & shares 🕡
Published	Post	Туре	Targeting	Reach	Engagement	Promote
17/06/2021 23:41	BELUM POST DAH RESTOCK SEBAB SOLDOUT???? 🕞 🕞 💿	ē	ø	8	1	Boost post
17/06/2021 23:19	CEPAT GENGGGGG SELIT ORDER SELAGI MAMPU Korang bayangkan	ē	ø	8	1	Boost post
17/06/2021 23:10	RASA SEDIH TAK DIPANDANG MEMBER SEBAB KASUT TAK	ē	0	9	1	Boost post
17/06/2021 22:01	SRS AH KASUT NI ABAM JUAL? Bro, jangan main main eh. Abam dah	ē	ø	9	1	Boost post
17/06/2021 21:38	SINIKER NI REAL KE TAK? KE SCAM? Ha ada soalan masuk dm	ē	ø	11	3 2	Boost post
		Se	e All Posts			

Pages to Watch Create Post							
Compare the performance of your Page and posts with similar Pages on Facebook.							
Pages to Watch helps you compare Add Pages to get started. Add Pages	the performance of you	r Page and posts		on Facebook. , comments & shares ④			
Page	Total Page Likes	From last week	Posts This Week	Engagement This Week			
1 Siniker	142	▲100%		47			





Official Page for Makerz's Dropship