

BACHELOR IN OFFICE SYSTEM MANAGEMENT (HONS)

FACULTY OF BUSINESS AND MANAGEMENT

ENT 530 – FUNDAMENTALS OF ENTREPRENEURSHIP SOCIAL MEDIA PORTFOLIO (PAIR WORK)

PREPARED BY:

NAME	STUDENT ID
Nur Alyaa Atiqah bt Shuhaimi	2021888272
2. Nurul Izah Nabilah binti Zaharul Mahadi	2021855414

GROUP:

ENT530L

PREPARED FOR:

MADAM NORFAZLINA GHAZALI

SUBMISSION DATE:

13 JULY 2022

ACKNOWLEDGEMENT

First and foremost, Alhamdulillah, we are grateful to Allah SWT for providing us with the power and blessings necessary to fulfil our work. We are grateful since we completed our Social Media Portfolio assignment inside the time frame set by my wonderful lecturer, Madam Norfazlina Ghazali. Without the assistance our lecturer, friends, and family, we would not be able to accomplish this task. We want to express our gratitude to our lecturer for teaching Principles of Entrepreneurship (ENT 530) to us and my classmates, as well as for taking the time and effort to guide and motivate us to complete this assignment.

Last but not least, we would like to express our gratitude to our friends and classmates for their assistance in completing our assignment. Thank you to our family for their support and patience since we completed this assignment at home during this pandemic. We also like to express my appreciation to all of the people who have helped us establish our Facebook page. Their Likes and Comments on our posts were really helpful and motivating while we worked on this report. We sincerely want to thank to everyone that involved in this assignment.

Thank you.

EXECUTIVE SUMMARY

The Social Media Portfolio that we manage consists of planning performing research to aid copywriting and understanding the necessity of good customer communication. Aside from that, we learn how to promote our items effectively using copywriting, soft sell, hard sell, and teaser techniques. We both learned a lot about marketing and selling strategies.

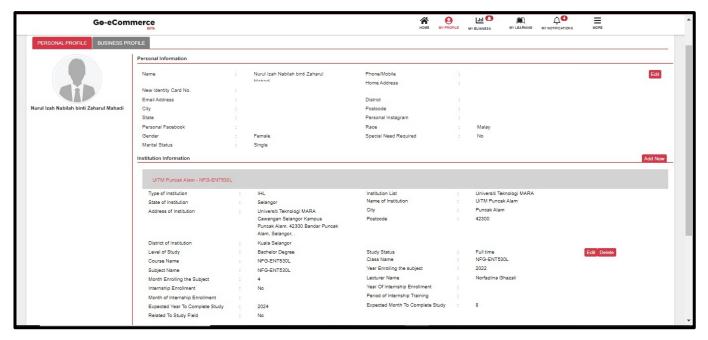
The company name of our business that we chose is Zahlia Hijab. The mission of Zahlia Hijab is to sustain the number of customers who purchase the "Tudung Bawal" that we sell and to maintain the business sales every month. For the vision, Zahlia Hijab wants to make more styles and patterns of our "Tudung Bawal". Furthermore, the objective of Zahlia Hijab is to attract university students and women's who love to wear "Tudung Bawal". We used our Facebook page to promote our products. Our boutique is open from Tuesday to Sunday between the hours of 9:00 a.m. and 5:00 p.m. We have a variety of patterns, the most popular of which is the bawal with beads.

Zahlia Hijab's opening date for our boutique is on January 1, 2022. The total number of Zahlia Hijab employees is 5. The initial modal required to open our boutique is roughly RM50,000, which includes renovation and all boutique equipment. In the first month, the sales were around RM500 per day. For the second and third months, it is around RM1500-RM2500 per day. Lastly, Zahlia Hijab has a difficulty with a shortage of room for our stocking hijab. Therefore, the best solution we can come up with is to modify our boutique in order to make it more spacious and comfortable. So, there is no limited space to keep our hijabs at the store boutique. Our goal is to expand our customer base and establish a strong brand for our company.

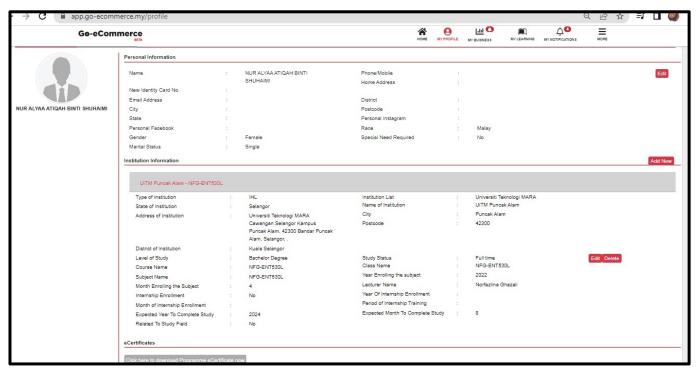
TABLE OF CONTENTS

No.	Contents	Page
i.	Go-Ecommerce registration (Print Screen)	1
ii.	MyENT certificate	2
iii.	SSM registration (Sole proprietorship or partnership)	3
iv.	Introduction of business	4 - 9
	 Name and address of business Organizational chart Mission / Vision Description of products / services Price list 	
V.	Facebook (FB)	10 - 32
	 Creating Facebook (FB) page Facebook (FB) post – Teaser Facebook (FB) post – Copywriting (Hard sell) Facebook (FB) post – Copywriting (Soft sell) Relevant graphics to each post/copywriting Sales Report 	
vi.	Conclusion	33

i. GO-ECOMMERCE REGISTRATION



Go-Ecommerce registration of Nurul Izah Nabilah binti Zaharul Mahadi



Go-Ecommerce registration of Nur Alyaa Atiqah binti Shuhaimi

ii. MYENT CERTIFICATE



MASMED YOUNG ENTREPRENEUR (MyENT)

SLIP PENDAFTARAN PERNIAGAAN PELAJAR UITM

No. Pelajar : 2021888272

Nama : NUR ALYAA ATIQAH BINTI SHUHAIMI

Program Pengajian : SARJANA MUDA PENGURUSAN SISTEM PEJABAT (KEPUJIAN)

Fakulti : Faculty of Business & Management

Kampus : Selangor

MAKLUMAT PERNIAGAAN

Mod Perniagaan : Online

Bidang Perniagaan yg : Pakaian dan Kelengkapan

diceburi

Tempoh Berniaga

No. Pendaftaran Perniagaan :

URL Perniagaan : https://www.facebook.com/ZahliaHijab/

Alamat Premis Perniagaan

Tarikh Mendaftar : 12 May 2022

Tarikh Kemaskini

Tarikh Cetak : 12 May 2022

Sijil Pendaftaran Perniagaan MyENT ini merupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UiTM. Sijil ini secara tidak langsung akan terbatal apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti.

Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa sebarang notis.

Penggunaan sijil ini hanya diterima untuk kegunaan urusan dalaman UiTM sahaja. Urusan dan aktiviti perniagaan yang dijalankan oleh penama adalah risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universiti.

SALINAN PENDAFTARAN INI DIPERAKUI OLEH

PENOLONG NAIB CANSELOR KEUSAHAWANAN UITM

Malaysian Academy of SME & Entrepreneurship Development (MASMED)

iii. SSM REGISTRATION (SOLE PROPRIETORSHIP OR PARTNERSHIP)



iv. INTRODUCTION OF BUSINESS

Name and address of business



Zahlia Hijab logo

The name of our business is **Zahlia Hijab**. The names Zahlia Hijab comes from our combined name I'**zah**' and A'**Iyaa**'. We do provide a variety of hijabs which are bawal plain, bawal satin printed, and bawal cotton with beads. Those hijabs have numerous kinds of materials and designs. We sell hijab because hijab and high fashion have become a fashion trend for women and girls. They love to wear them, even though they may belong to different communities. Due to an increased demand for hijab in all communities, opening up this business is very beneficial. Our target market is women, and mostly teenagers, because they love to beautiful and fashionable.

Address of business

Name	Zahlia Hijab
Address	
Contact number	
Main activities	Fashion and design
Date of commencement	1st June 2022

• Organizational chart



Nur Alyaa Atiqah bt Shuhaimi (Founder of Zahlia Hijab)



Nurul Izah Nabilah binti Zaharul Mahadi (Co-founder of Zahlia Hijab)

• Vision and mission

Vision

Zahlia Hijab wants to make more styles and patterns of our "Tudung Bawal".

Mission

- To sustain the number of customers who purchase the "Tudung Bawal" that we sell.
- To maintain the business sales every month.

• Descriptions of product/services

Zahlia Hijab sells plain cotton bawal in a variety of colours, made of high-quality material. Our company's main product or service is "Tudung Bawal." Zahlia Hijab has a wide selection of "Tudung Bawal" in a range of colours. The varieties of hijabs that we sell are plain bawal square cotton, beaded bawal square cotton and bawal satin printed.

No.	Products	Description
1.		Type: Plain bawal square cotton Material: Premium Cotton Soft and comfortable cotton Fabrics are not uncommon and easy to shape. Not hot and breathable material. Field size: 45", 50", 60" Shape: Square Disclaimer: Bear in mind that the colours may be slightly different based on lighting and individual screen resolution settings on each device.
2.		Type: Bawal square cotton with beads Material: Premium Cotton Soft and comfortable cotton Fabrics are not uncommon and easy to shape. Not hot and breathable material. Easy laundery. Field size: 45", 50", 60" Shape: Square Disclaimer: Bear in mind that the colours may be slightly different based on lighting and individual screen resolution settings on each device.

3.



Type: Bawal satin printed

Material:

- Soft and silky
- The fabrics are not sparse and easy to shape.
- Hand wash or machine wash in a laundry bag on gentle cycle.

Field size: 45", 50", 60"

Shape: Square

Disclaimer:

Bear in mind that the colours may be slightly different based on lighting and individual screen resolution settings on each device.

Price list

Zahlia Hijab prices range from RM10.00 to RM20.00. It is so affordable that any university student may afford to buy it. Besides that, our special offer is that every purchase of two or more pieces comes with a free scrunchie. Not only that, if customers buy hijabs in bulk and the quantity is more than 10 pieces, we will offer a RM5 per piece discount. It is affordable for any student or customer who wants to be an agent or stockiest under Zahlia Hijab. It is also a good opportunity for our business to boost sales and also improve customer satisfaction.

NO.	PRODUCTS	PRICES
1.	Bawal square cotton plain	Per piece: RM10.00 + Postage: RM8.00 (Semenanjung) RM10.00 (Sabah&Sarawak) + Free: Scrunchie (with every 2 purchase or more)
2.	Bawal square cotton with beads	Per piece: RM15.00 + Postage: RM8.00 (Semenanjung) RM10.00 (Sabah&Sarawak) + Free: Scrunchie (with every 2 purchase or more)
3.	Bawal square printed	Per piece: RM20.00 + Postage: RM8.00 (Semenanjung)

		+ Free: Scrunchie (with every 2 purchase or more)
4.	Bawal in a bulk (More than 10 pieces)	Per piece: RM5.00 + Postage: RM8.00 (Semenanjung) RM10.00 (Sabah&Sarawak) + Free: 3 scrunchies for every 10 pieces of bawal

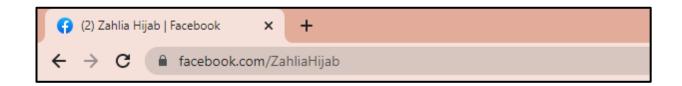
v. FACEBOOK (FB)

• Creating Facebook (FB) page

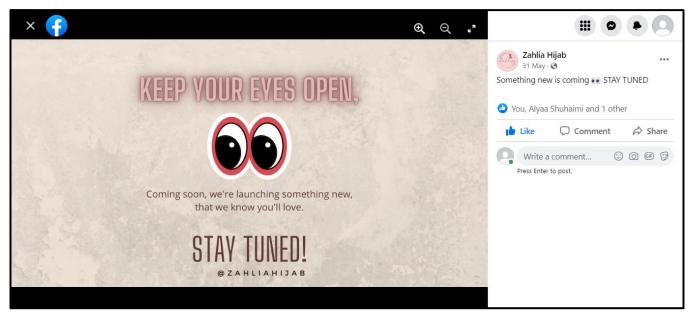


The Zahlia Hijab Facebook page was created on April 27, 2022. Our overall postings accumulate to 39 postings that consist of 7 teasers, 16 hard sells, and 16 soft sells. (From 27 April 2022 until 9 July 2022).

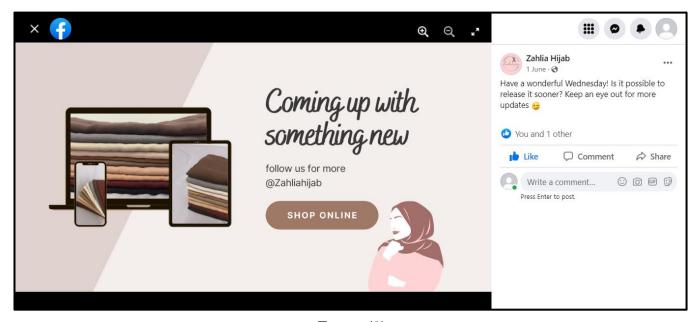
Customizing URL Facebook (FB) page



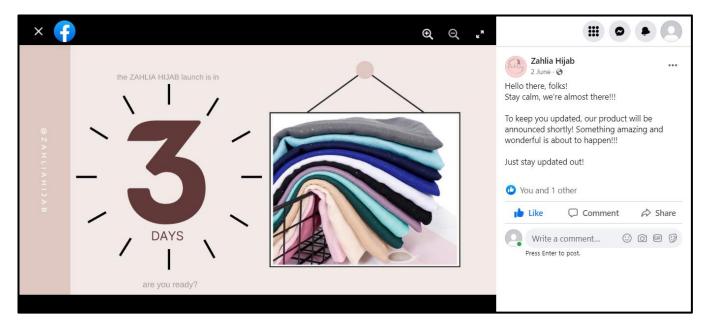
Facebook (FB) post – Teaser



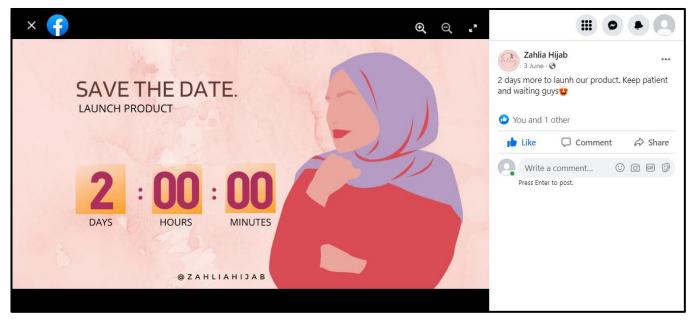
Teaser (1)



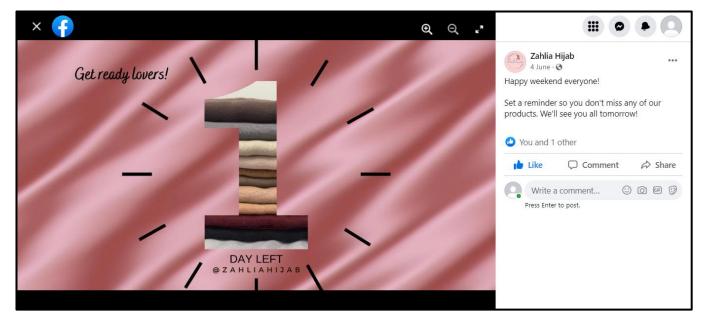
Teaser (2)



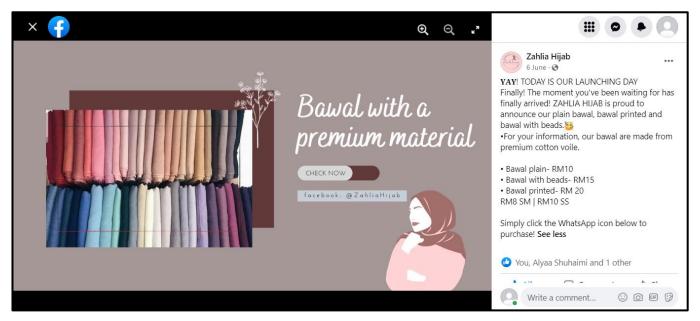
Teaser (3)



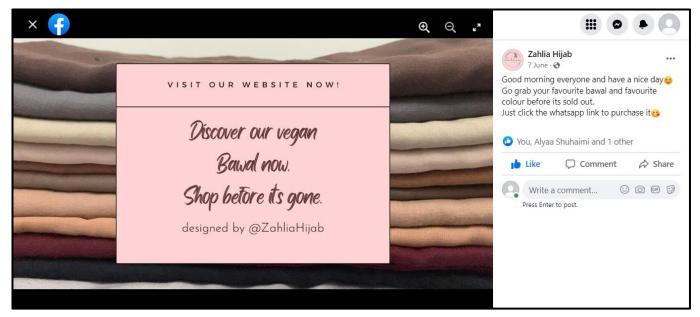
Teaser (4)



Teaser (5)



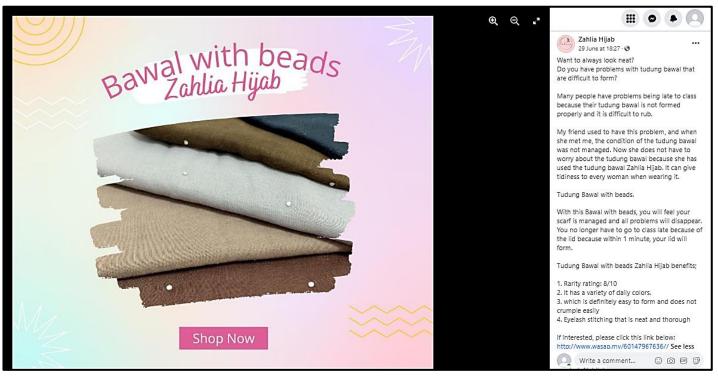
Teaser (6)



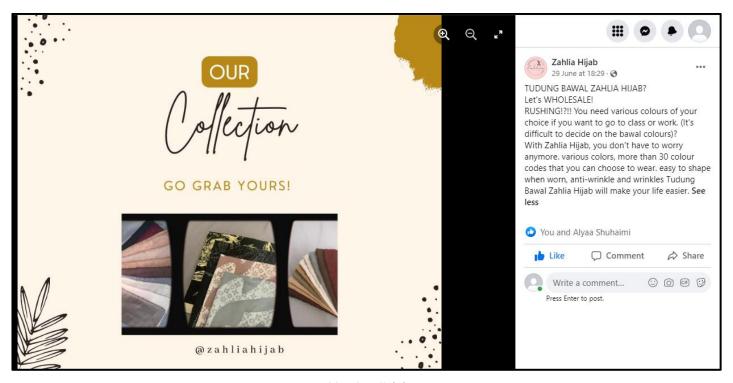
Teaser (7)

Facebook (FB) post – Copywriting (Hard sell)

The total number of hard sells that were posted by Zahlia Hijab's page is 16.



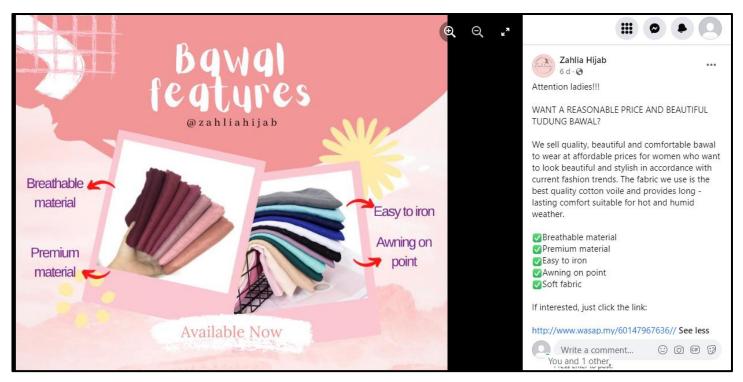
Hard sell (1)



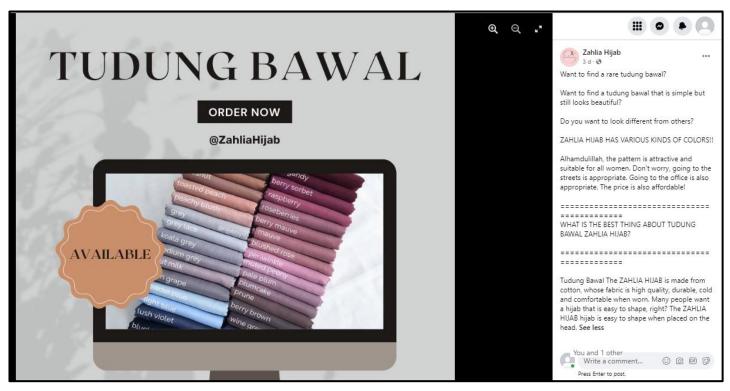
Hard sell (2)



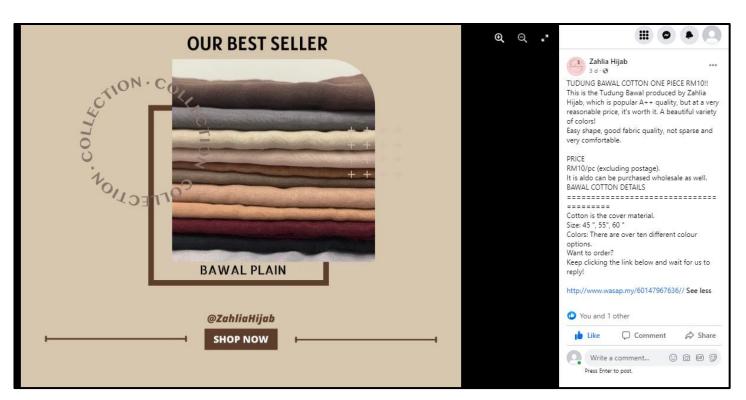
Hard sell (3)



Hard sell (4)



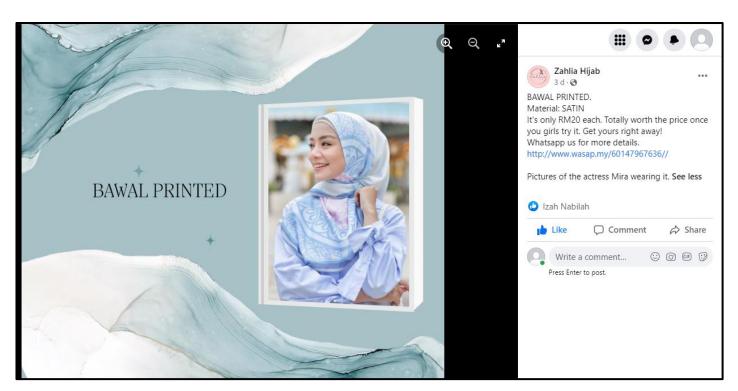
Hard sell (5)



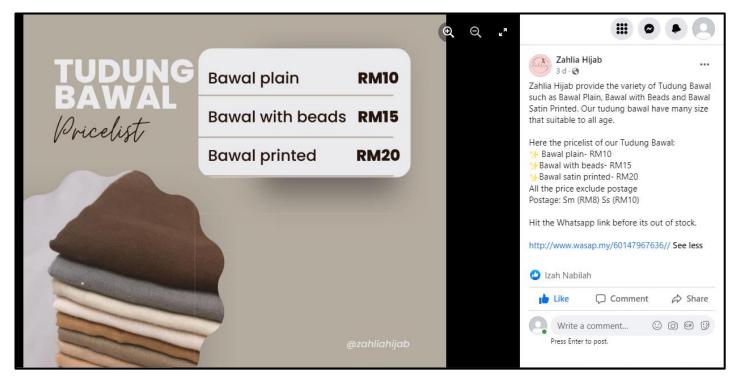
Hard sell (6)



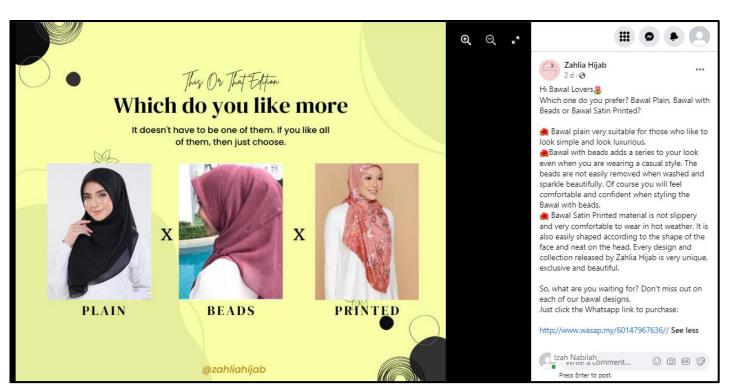
Hard sell (7)



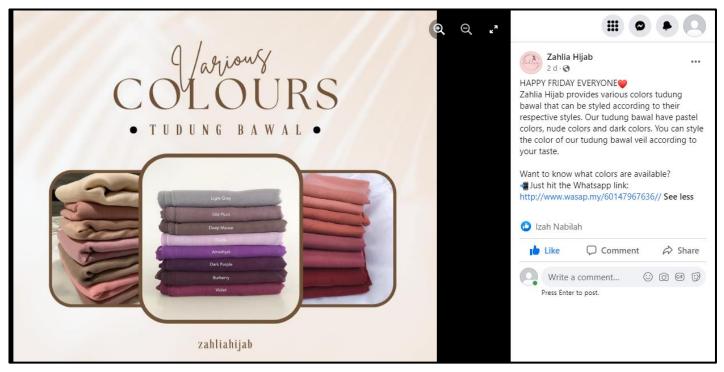
Hard sell (8)



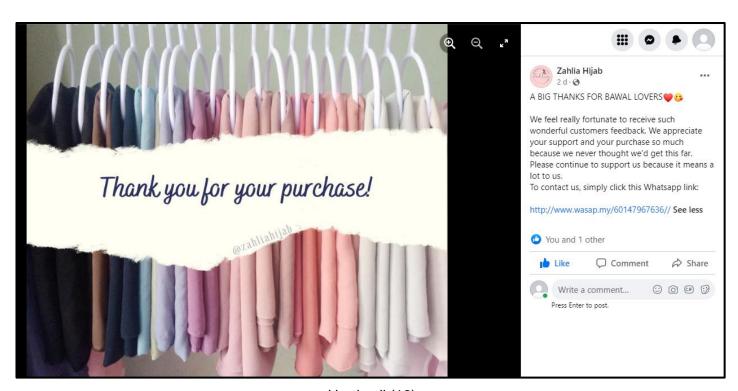
Hard sell (9)



Hard sell (10)



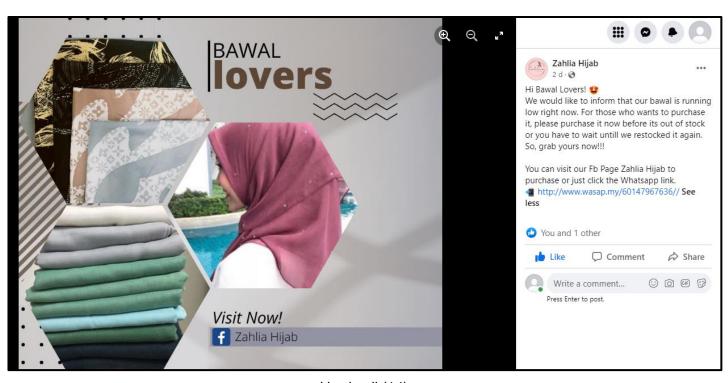
Hard sell (11)



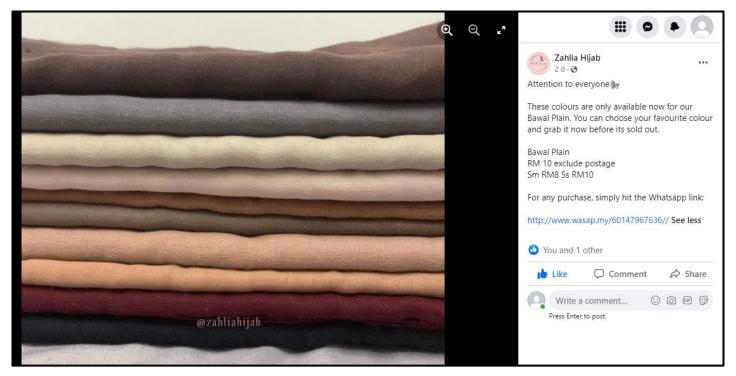
Hard sell (12)



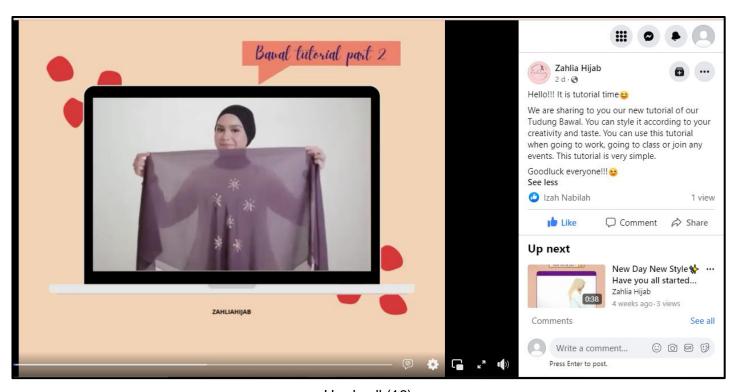
Hard sell (13)



Hard sell (14)



Hard sell (15)



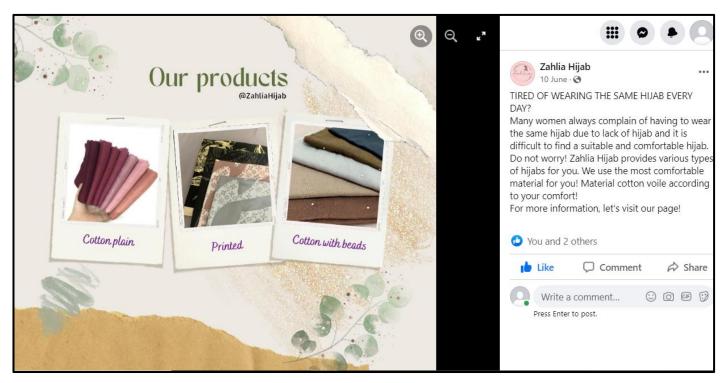
Hard sell (16)

Facebook (FB) post – Copywriting (Soft sell)

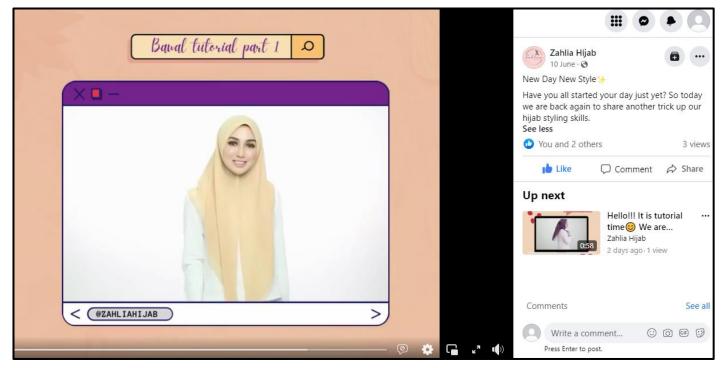
The total number of soft sells that were posted by Zahlia Hijab's page is 16.



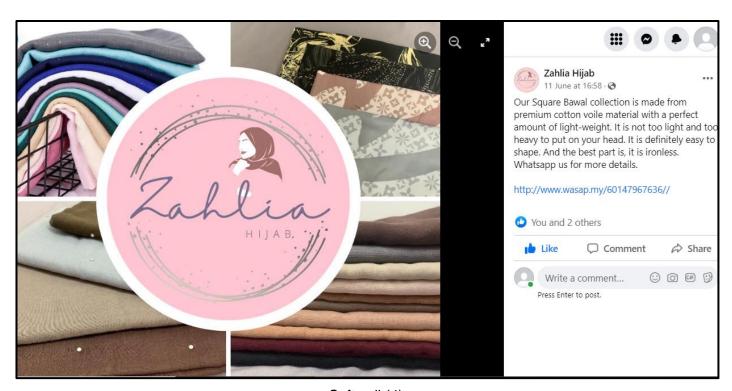
Soft sell (1)



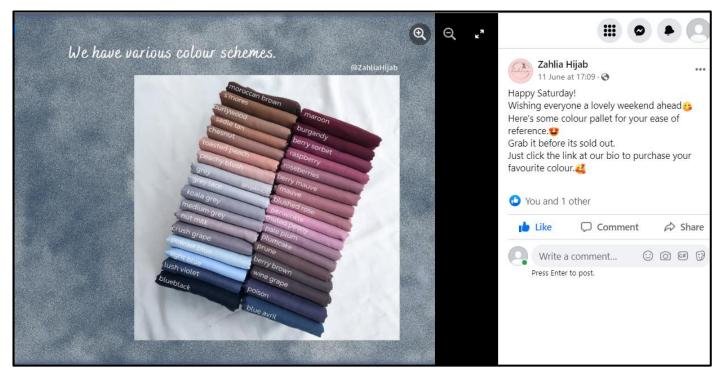
Soft sell (2)



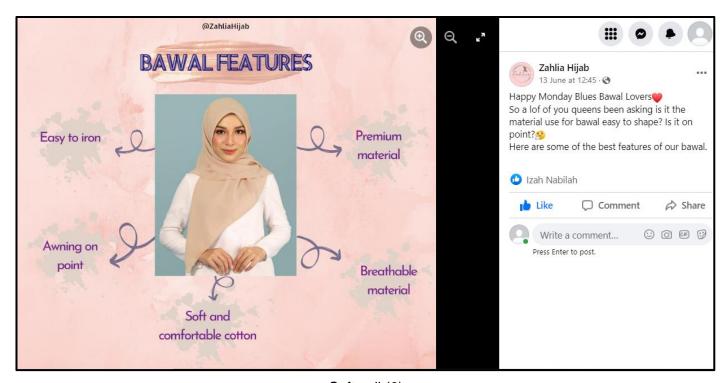
Soft sell (3)



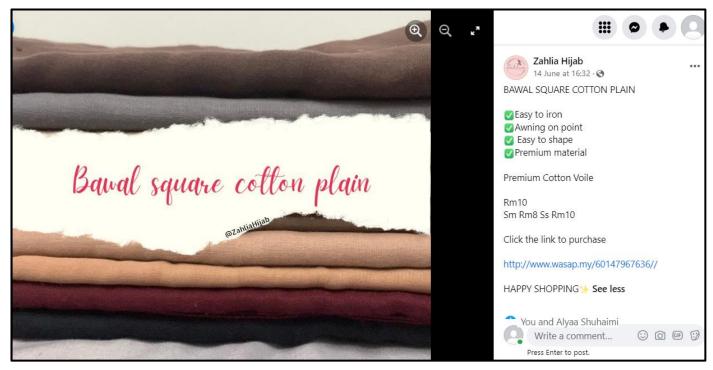
Soft sell (4)



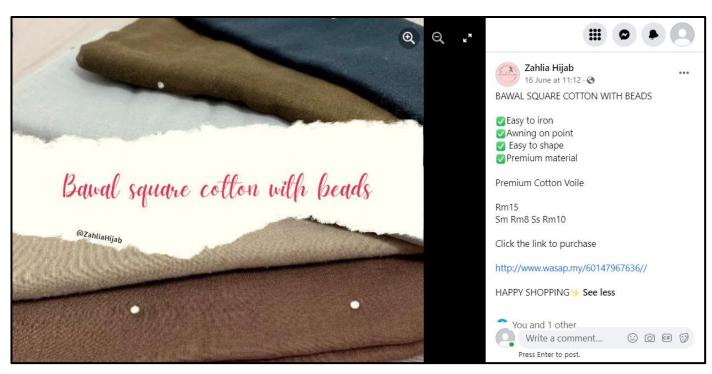
Soft sell (5)



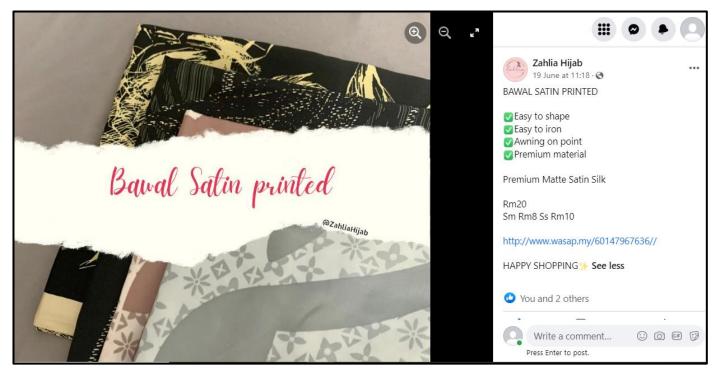
Soft sell (6)



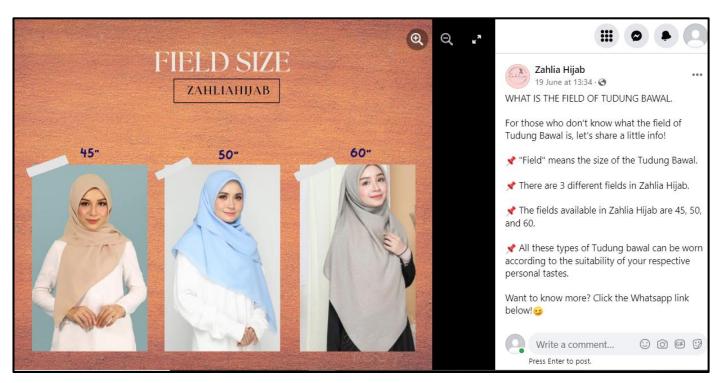
Soft sell (7)



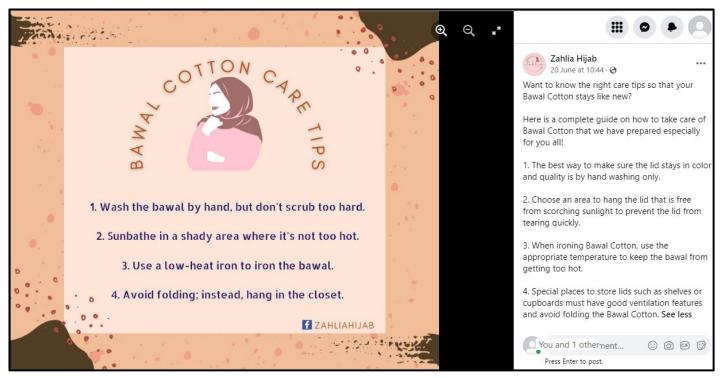
Soft sell (8)



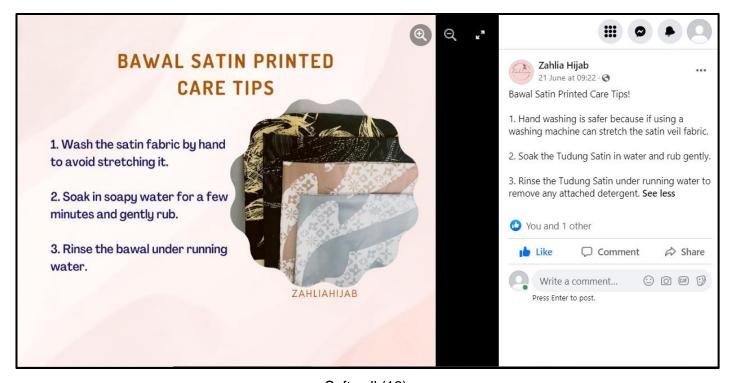
Soft sell (9)



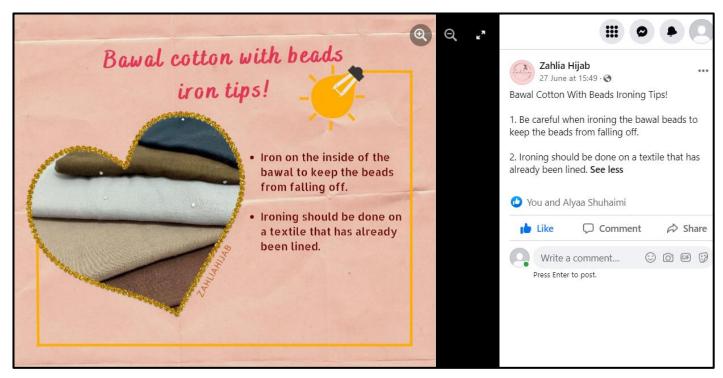
Soft sell (10)



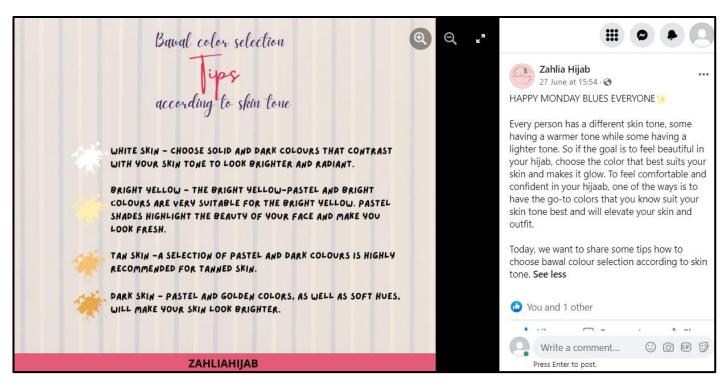
Soft sell (11)



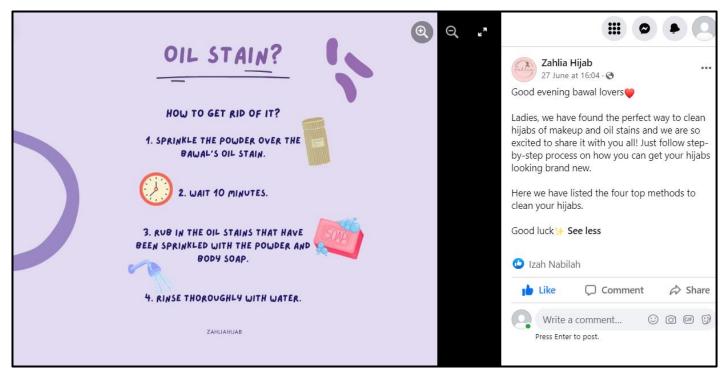
Soft sell (12)



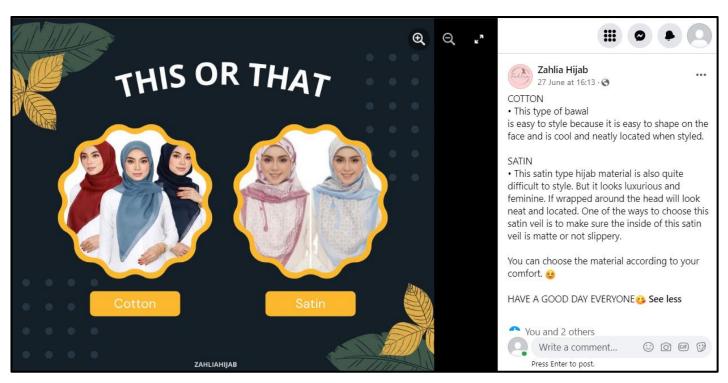
Soft sell (13)



Soft sell (14)



Soft sell (15)



Soft sell (16)

• Relevant graphics to each post/copywriting

















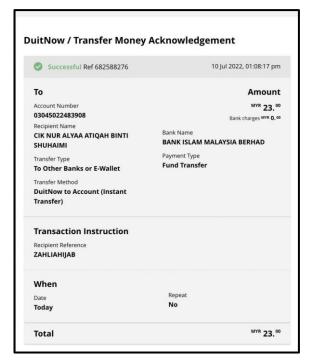








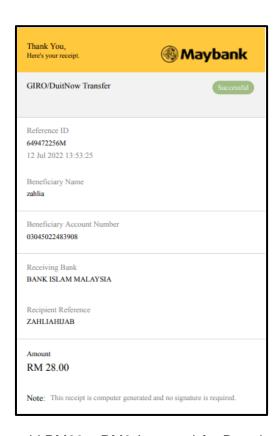
Sales Report



DuitNow / Transfer Money Acknowledgement 12 Jul 2022, 03:35:55 pm Successful Ref 685442400 Amount To MYR 18.00 03045022483908 Bank charges MYR 0.00 Recipient Name Bank Name CIK NUR ALYAA ATIQAH BINTI BANK ISLAM MALAYSIA BERHAD Payment Type **Fund Transfer** To Other Banks or E-Wallet **DuitNow to Account (Instant** Transfer) Transaction Instruction ZAHLIAHIJAB When No Today MYR 18.00 Total

The customer paid RM15 + RM8 (postage) for Bawal square cotton with beads.

The customer paid RM10 + RM8 (postage) for Bawal square cotton plain.



The customer paid RM20 + RM8 (postage) for Bawal square printed.

vi. CONCLUSION

To conclude, Zahlia Hijab is a business that we would like to expand further in the future. We want to gain more knowledge, despite the fact that we are still students. By opening a business selling this hijab, we are proud to be able to help more women who like to wear the "Tudung Bawal". We are also very happy to be able to sell this at a reasonable price, especially among students like us.

Besides that, having a Facebook profile for our company allows us to promote it more broadly and connect with more of the customers we are after. By studying this ENT subject, we learn more in-depth information about soft sales, hard sells, and teasers. Following the promotion of these items on Facebook pages, we have noticed an increase in customers. And that is how we were able to get the sales we desired. As a business owner, we recognise the advantages of internet businesses for modern marketing, and while handling this project, we also made some money. We hope that this will draw more attention to our hijab company.

By completing this Social Media Portfolio, we gained a lot of experience and knowledge. In order to serve the requirements and wants of our customers while maintaining the quality and affordability of our product, we will do everything in our power to win their continued brand loyalty. Last but not least, social media is currently the best medium for customer engagement and it supports the growth of our businesses at this time. Through this Social Media Portfolio project, we learned how to manage our own business in real life, attract online users' attention, advertise our brand, and interact with clients. In our opinion, Facebook has a tonne of business tool capabilities that, in our opinion, are really useful for managing online businesses.