

BACHELOR OF ACCOUNTANCY (HONOURS) FACULTY OF ACCOUNTANCY(AC220)

PRINCIPLES OF ENTREPRENEURSHIP (ENT530)



SOCIAL MEDIA PORTFOLIO CHOCOSHAKE.CO

Prepared for: MISS NUR NAJJAH BINTI ABD RAHIM

Prepared by: AC220B4A

NUR ISMAHANIM BINTI ISMAIL (2020878522) SYAIDATUL NA E LANY BINTI AB HAMID (2020834542)

Submission Date:

4 JULY 2022

total marks

Take note:

1. All screenshots are very small. you have to really zoom in to see the contents of HS & SS.

2. Sales reporting was adequate but could be better especially in reporting the total number of sales in the essay alongside the graphs.

ACKNOWLEDGEMENT

First and foremost, we are grateful to Allah, God Almighty and Most Merciful, for giving us the strength and knowledge to complete this assignment. He had made everything easy for us to complete this task. We also like to express our deepest appreciation to all those who provided us the possibility to complete this project.

We want to express our gratitude to our Principles of Entrepreneurship (ENT530) lecturer, Miss Nur Najjah binti Abd Rahim for giving us support in completing this portfolio. Without her guidance, our project cannot be done properly. She always gave us support in every aspect, be it moral support and guidance in different matters.

Thank you also to our partner for her contribution and for giving efforts to complete the project. We want to thank for her time, ideas and advice. Also, we would like to express a special thanks to all parties who assisted us in gathering information and provided encouragement that enabled us to finish the responsibilities.

Finally, we hope that by completing this media social portfolio, we will gain a better understanding of the value of entrepreneurship and business in the real world. We hope this project has come to its very best. Many people went out of their way to help us to get the information we needed. They have been quite helpful and as a result, they've greatly supported us in finishing our project. Thank you so much for everything.

EXECUTIVE SUMMARY

ChocoShake.Co. is the partnership business that was established in May 2022 with the dream of bringing happiness and satisfaction to our customers when they taste our choco jar. We decided to run this business because nowadays choco jar has become a popular snack among young people. Hence, social media definitely is the best platform to market the product and services. In order to do digital marketing through social media, the need to have the skills and expertise in managing the social media is important to perform the business very well.

The objective of our business is to offer good quality snacks with a variety of cereals and toppings and create the best memorable experience for everyone who has eaten our choco jar. We are also dreaming of becoming one of the top brands of choco jar business in Malaysia. Relevance with our tagline 'Delight in every bite', we want all of our customers satisfied with our product. The reason we came up with the idea of a choco jar is because we want to provide to the customer the best snacks that they can have as their breakfast, lunch or dinner.

As our business is still new, we always make sure that we give the best for our customers. We keep on trying to make sure our brand achieves the target. For now, we are focussing on an online platform and looking forward to having our physical store. We do think that Facebook is a good platform to promote our product because it has a range of age for customers. It does make our business grow.

The aim of ChocoShake.Co is for kids to adults aged between 6 and 40 year old. However, it may be enjoyed by all people with various ages and backgrounds as our choco jar is suitable for all ages which is known as universal. ChocoShake.Co also focuses on the people who are known as the chocolate lover as they are willing to try chocolate-based products in order to fulfil their cravings.

ChocoShake.Co has come out with two different choices of cereals which are mini crunch and coco ball, where the best selling of our product that receive the high demand is mini crunch. The toppings that we provide to the customers are Oreo, Kit Kat, Cadbury and Toblerone which will give the taste of deliciousness to the choco jar. Our customers can choose their favourite topping and it will be given for free.

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1.0 GO-ECOMMERCE REGISTRATION

1) NUR ISMAHANIM BINTI ISMAIL

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	Address of Institution	1	Universiti Teknologi	Name of Institution City		JiTM Puncak Alam Puncak Alam			
			MARA Cawangan Selangor Kampus	Postcode		12300			
			Puncak Alam, 42300						
			Bandar Puncak Alam, Selangor, .						
	District of Institution	:	Kuala Selangor						
	Level of Study	:	Bachelor Degree	Study Status	: F	Full time		Edit Delete	
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			OF ENTREPRENEURSHIP	Year Enrolling the subject		2022			
			(AC220B4A) - MAC 2022	Lecturer Name		Nur Najjah binti Abd Rahim			
	Subject Name	1	ENT530 - PRINCIPLES	Year Of Internship	:				
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	Your Study Field			Type Of Website Experience in International Expor	1 t 1	Mini Site (Lan No	ung rage)		

2) SYAIDATUL NA E LANY BINTI AB HAMID



2.0 MY-ENT CERTIFICATE

1) NUR ISMAHANIM BINTI ISMAIL

	Akademi UNIVERSITI TEKNOLOGI MARA Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED)
MASI	MED YOUNG ENTREPRENEUR (MyENT)
SLIP PE	NDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar Nama	: 2020878522 : NUR ISMAHANIM BINTI ISMAIL
Program Pengajian Fakulti Kampus	: SARJANA MUDA PERAKAUNAN (KEPUJIAN) : Faculty of Accountancy : Selangor
	MAKLUMAT PERNIAGAAN
Mod Perniagaan Bidang Perniagaan yg diceburi Tempoh Berniaga No. Pendaftaran Perniagaan URL Perniagaan Alamat Premis Perniagaan Tarikh Mendaftar Tarikh Kemaskini Tarikh Cetak	: Hybrid : Makanan : 1 tahun : 202203166789 (003412592-M) : https://www.facebook.com/ChocoShake.co : KOLEJ DAHLIA 3 , UITM PUNCAK ALAM , 42300 , PUNCAK ALAM SELANGOR. : 18 Jun 2022 : 04 Jul 2022 : 04 Jul 2022
Sijil ini secara tidak langsung akan	erupakan rekod rasmi perniagaan yang dijalankan oleh pelajar semasa tempoh pengajian di UiTM. terbatal apabila penama menamatkan pengajian atau tidak lagi aktif dalam sistem universiti. Keusahanyanan Melausia (MASMED) iyaa bashak membatalkan sijil jai tanan sebarana patis
Penggunaan sijil ini hanya diter	Keusahawanan Malaysia (MASMED) juga berhak membatalkan sijil ini tanpa sebarang notis. rima untuk kegunaan urusan dalaman UiTM sahaja. Urusan dan aktiviti perniagaan yang h risiko dan tanggungjawab sendiri tanpa melibatkan kepentingan dan nama Universiti.
PENG	SALINAN PENDAFTARAN INI DIPERAKUI OLEH DIONG NAIB CANSELOR KEUSAHAWANAN UITM
Malaysian Ac	ademy of SME & Entrepreneurship Development (MASMED)
l	

2) SYAIDATUL NA E LANY BINTI AB HAMID

MA	SMED YOUNG ENTREPRENEUR (MyENT)
SLIP	PENDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar Nama	: 2020834542 : SYAIDATUL NA E LANY BINTI AB HAMID
Program Pengajian Fakulti Kampus	: SARJANA MUDA PERAKAUNAN (KEPUJIAN) : Faculty of Accountancy : Selangor
	MAKLUMAT PERNIAGAAN
Mod Perniagaan Bidang Perniagaan yg diceburi	: Hybrid : Makanan
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Tarikh Mendaftar Tarikh Kemaskini Tarikh Cetak	ALAM, SELANGOR. : 14 Jun 2022 : 04 Jul 2022 : 04 Jul 2022
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PI	SALINAN PENDAFTARAN INI DIPERAKUI OLEH ENOLONG NAIB CANSELOR KEUSAHAWANAN UITM
	n Academy of SME & Entrepreneurship Development (MASMED)

3.0 SSM REGISTRATION

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СНОСС	OSHAKE ENTERPRISE	
NO. PENDAFTAR	RAN: 202203166789 (0034	12592-M)
telah didaftarkan dari hari ini seh	ningga 2 JULAI 2023 di	bawah Akta Pendaftaran
Perniagaan 1956, beralamat di K	KOLEJ DAHLIA 3, UIT	M PUNCAK ALAM ,
42300 BANDAR PUNCAK ALA	M, SELANGOR	
Bil. Cawangan: TIADA		
Bertarikh di SISTEM EZBIZ pada 3	JULAI 2022.	
	DATUK NOR A	ZIVIAH ABDUL AZIZ
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	Senten	anjung Malaysia



Nama Pennaga an	CHOCOS HAK E ENTERPRISE	
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ALAMAI KEDIAMAN		
NO K/P (LAMA)		
NO K/P (BARU)		
TARIKHLAHIR		
BANGSA	: MELAYU	
JANTINA	: PEREMPUAN	
KEWARG ANEGARAAN	: WARGANEGARA MALAY SIA	
TARIKH MASUK	: 07-06-2022	
NAMA	: NUR ISMAHANIM BINTI ISMAIL	
ALAMAT KEDIAMAN		
NO K/P (LAMA)		
NO K/P (BARU)	4	
TARIKH LAHIR	1	
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4.0 INTRODUCTION TO BUSINESS 4.1 Name And Address Of Business

Figure 1: Logo of ChocoShake.Co

Our business is ChocoShake.Co, where we start doing our business during our studies in Universiti Teknologi Mara (UiTM) Puncak Alam in the year 2022. Basically, ChocoShake.Co offers a snack product for customers, especially customers who love to eat chocolate. Choco Jar is a mixture of cereal and premium chocolate together in a bottle. ChcocoShake.Co is an agent who gets stocks of Choco Jar from the stockist of Chocoshake_Official. Our business address is No 65, Kg Rahmat, Jln Sek Kamil, 16800 Pasir Puteh, Kelantan.

We targeted and focused on all young people from age 6 and above who can eat something sweet. However, we are likely to be more focused on a group of students and other people who need something sweet to eat when they need to boost up their mood. ChocoShake.Co marketing strategy is by providing different kinds of promotions to our customers. For example, we held a flash sale where customers can enjoy buying 2 free 1. This promotion is a helpful way to help us to gain more customers. We also provided a delivery service across Malaysia by using J&T Express express as our delivery company to deliver our choco jar to the customers with a certain postage charge.

As for our business logo, we use melted chocolate as the background to show how smooth and grainy the chocolate is. The brown colour is referred to as the colour of chocolate. The bottle in the middle of the logo symbolises we served our product in a bottle.

Name of Business	ChocoShake.Co
Business Address	Kolej Dahlia 3, UiTM Puncak Alam,
	42300 Bandar Puncak Alam, Selangor.
Registration Number	202203166789 (003412592-M)
Form of Business	Partnership
Phone Number	
Social Media	Facebook
Main Activity	Selling and promoting choco jar.
Business Operation Hour	Monday-Sunday
Date of Establishing the business	2022
Name of bank	CIMB Bank
Bank Account Number	

Table 1: Background and details of ChocoShake.Co

4.2 Organizational Chart

ChocoShake.Co is a new partnership business therefore, we only have two partners consisting of Nur Ismahanim binti Ismail, the owner of ChocoShake.Co and Syaidatul Na E Lany binti Ab Hamid as her assistant. In the future, as our business expands, we intend to recruit more staff to help us in managing this business.



Figure 2: Organizational chart of ChocoShake.Co

4.3 Mission And Vision

Mission statements define the organization's purpose and its primary objectives. They set the present tense and explain why you exist as a business both to members of the organization and to people outside it. Mission statements tend to be short, clear and powerful.

Vision statements also define the organizaton's purpose but they focus on its goals and aspirations. These statements are designed to be uplifting and inspiring, they're also timeless even if the organization changes its strategies, the vision will often stay the same.

As for ChocoShake.co, our mission and vision are as below:



Vision

To establish ourselves as a well-known brand name all around Malaysia and develop our business internationally.

Table 2: Mission and Vision of ChocoShake.Co

4.4 Description Of Products

Choco Jar is a popular snack nowadays especially among teenagers. However, choco jar is not only suitable for teenagers, but it is also suitable for various ages from kids to adults aged 6 year old and above. We promise our customer satisfaction by tasting our choco jar.

As for ChocoShake.Co, we come with two (2) different crunchy cereals which are mini crunch and coco ball coated with smooth melted dark chocolate. For toppings, the customers can choose any toppings they want such as Cadbury, Toblerone, Oreo and Kit Kat. The toppings are free given to our customers.



Figure 3: List of Cereals







4.5 Price List

ChocoShake.Co offered a reasonable price of a choco jar to our customer. The price of our choco jar per bottle is only RM 12. The price includes the toppings since the topping is free given to our customers. However, if the customer wants extra topping, they need to add on RM1 for it. We offer delivery all around Malaysia since our customers also come from Sabah and Sarawak. We are using J&T express as our delivery company to deliver our choco jar to the customers. The postage charge is RM8 for Semenanjung Malaysia while RM12 for Sabah and Sarawak.

Product	Name and prices
	MINI CRUNCH (With any topping) Price: RM 12 per bottle FREE TOPPING Extra topping: Add RM1 Postage: Semenanjung: RM8 Sabah & Sarawak : RM12
	COCOBALL (With any topping) Price: RM 12 per bottle FREE TOPPING Extra topping: Add RM1 Postage: Semenanjung: RM8 Sabah & Sarawak : RM12

























5.4 Facebook (FB) Post - Copywriting (Hard Sell) - 20

















5.5 Facebook (FB) Post - Copywriting (Soft Sell) - 24

















Go e-Commerce Syaidatul Na E Lany binti Ab Hamid

Go-eCommerce

Business Name	Date	Тур e	Marketplace(if any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions	Create d At
ChocoShak e.Co	14/06/2 022	offli ne	None		36				1 bottle Toblerone Coco ball 2 bottle Cadbury Mini Crunch	14/06/2 022
ChocoShak e.Co	14/06/2 022	onli ne	None		24				1 bottle Kit Kat Coco ball 1 bottle Oreo Mini Crunch	26/06/2 022
ChocoShak e.Co	26/06/2 022	onli ne	Social Media		24				1 bottle Oreo Coco ball 1 bottle Kit Kat Mini Crunch	26/06/2 022

Go e-Commerce Nur Ismahanim binti Ismail

Go-eCommerce

Business Name	Date	Typ e	Marketplace(i f any)	Others Marketplace (if any)	Total Sales (RM)	Expenses Category	Expenses Subcategory	Total Expenses (RM)	Descriptions	Create d At
CHOCOSHAK E.CO	18/06/2 022	onli ne	Social Media		12				1 bottle Oreo Mini Crunch	03/07/2 022
CHOCOSHAK E.CO	20/06/2 022	onli ne	Social Media		12				1 bottle Cadbury Mini Cadbury	03/07/2 022
CHOCOSHAK E.CO	19/06/2 022	offli ne			12				1 bottle Cadbury Coco Ball	03/07/2 022
CHOCOSHAK E.CO	22/06/2 022	offli ne			12				1 bottle Oreo Mini Crunch	03/07/2 022
CHOCOSHAK E.CO	26/06/2 022	offli ne			12				1 bottle Daim Mini Crunch	03/07/2 022
CHOCOSHAK E.CO	01/07/2 022	offli ne			24				1 bottle Daim Coco ball 1 bottle Choc Mini Crunch	03/07/2 022
CHOCOSHAK E.CO	02/07/2 022	offli ne			12				1 bottle Daim Coco Ball	03/07/2 022



Amount **RM 24.00**

Recipient Name CIK SYAIDATUL NA E LANY BINTI AB HAMID

Recipient Reference Chocoshake anna

Recipient reference Chocojar

0312 0020 8250 66

Receiving bank

Beneficiary account number

BANK ISLAM MALAYSIA

Amount

RM 12.00

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Receiver : AMIRAH IZZATI BT ABDULAH SANI ۲
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Sender Copy

6.0 CONCLUSION

In conclusion, ChocoShake.Co is a business that sells a variety of choco jars not only through face to face customers but also to online customers via our Facebook page. Facebook is an excellent platform for a business to introduce and promote their product. All the tools provided in Facebook make it easier for businesses to promote products and develop business.

Not only for online business but it also helps for face to face businesses to market their product to the world. The feature of the 'Marketplace' in Facebook can help to attract Facebook users to view and buy the product. In addition, people nowadays prefer to do some research and buy things online since it is much easier and convenient. Customers can gain all information needed and see feedback and review from other customers on Facebook.

As for ChocoShake.Co, we realize Facebook platform does help our business to grow and reach more customers. It is good enough, but we need to develop our skills and knowledge on how to attract more customers. For example, we need to know what kind of picture and copywriting of hardsell and softsell posts that can attract customers. Copywriting is a crucial aspect that we need to take care of since it will influence customers to view that post or not and make the decision to buy the product.

Therefore, as a start-up business using Facebook page for almost two month, we were able to sell our product to few customers and we will be ongoing to achieve all our business's target in the future by expanding and conducting our business through Facebook page and other available platforms as well as improving our marketing strategy.

writing style