

PRINCIPLE OF ENTREPRENEURSHIP (ENT530)

SOCIAL MEDIA PORTFOLIO

EASE SCARVES

Faculty	: BACHELOR OF BUSINESS ADMINISTRATION (HONS) INTERNATIONAL BUSINESS
Group	: ENT530U
Semester	: 4
Group Name	: PAIR 21
Group Members	 ARISSA SYAHIRA BINTI MOHD FIDZOL (2020620942) NAJMIE NURDINI BINTI ALASSERIM JASMIN (2020473452) SITI HAJAR BINTI AIRUDDIN (2020827664)

SUBMITTED TO MISS NUR NAJJAH BINTI ABDUL RAHIM

SUBMISSION DATE: 15 JULY 2022

ACKNOWLEDGEMENT

First and foremost, we would like to express our gratitude to Allah SWT for giving us the strength and determination to complete this assignment. All the time and effort poured into completing this assignment was worth it.

Besides that, we would like to express our greatest gratitude to the people who had guided us in making this report. First of all, we would like to thank our Principles of Entrepreneurship lecturer, Miss Nur Najjah, for patiently guiding us on how to complete this assignment. Next, we would like to thank our friends and families for being kind enough to support our business. Without their support and prayers, we wouldn't be able to have the strength and motivation to complete this assignment.

Last but not least, a special thanks to our group members who had contributed their ideas and lent a helping hand when needed. We are able to complete this report due to the endless advice and support.

Thank you.

EXECUTIVE SUMMARY

Ease Scarves is a prominent brand in high-quality scarves and trendsetter in Malaysia. The main objective of the business is to cater to Muslimah who love to dress up. It is suitable for everyday wear, whether casual or formal, while remaining modest and elegant. Our target market would be Muslim women in Malaysia since the only product we have is shawl thus far. We offer the scarves at an affordable price with good-quality material.

Our business started on 21st June 2022 through a social media platform upon receiving an approval certificate from Suruhanjaya Syarikat Malaysia (SSM). Since our customers might come from everywhere, we do not focus on any particular region. Customers can send us a message on Whatsapp or Facebook to purchase our products. We provide online banking as well as cash on delivery if customers prefer paying by cash.

Our marketing strategy consists of promoting on our Facebook page. We believe by frequently posting on our Facebook page, it will reach a greater audience. Facebook users might stumble upon our Facebook page and be interested in our products. Besides that, we use word-of-mouth marketing strategy. In the beginning, our customers consisted of only friends and families. We depended on them to promote our brand by sharing their feedback and sharing our Facebook page. After a while, we managed to see the growth in our brands when customers from a different background purchases our products.

Currently, Ease Scarves is only owned by Arissa Syahira Binti Mohd Fidzol with the help of her two friends which are Siti Hajar Binti Airuddin and Najmie Nurdini Binti Alasserim Jasmin. Facebook is Ease Scarves' only platform to attract customers, increase brand awareness and generate more revenues. We will advertise Ease Scarves through teasers, soft sells and hard sells as part of our sale advertising on Facebook.

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1.0 BUSINESS REGISTRATION

1.1 Go-Ecommerce Registration

		Ease Scarves	Company Registration N-	
	Company Name Type Of Business	Ease Scarves Sdn. Bhd	Company Registration No Business Role	Product Owner
	Facebook Page	Ease scarves	Business Category/Business	Apparel, Health & Beauty <i>f</i> Fashion &
	Wechat for	Ease scalves	Sub-Category	Lifestyle
Arissa Syahira	Business		Business Instagrarn Page	Ease scarves
	Marketplace	Others	Business Website	
	Business Related to	Yes	Type Of Web site	
	Your Study Field		Experience in International	No
			Export	
ERSONAL PROFILE	BUSINESS PROFILE			
	Company Name	Ease Scarves	Company Registration No.	
	Type Of Business	Sdn. Bhd	Business Role	Service Owner
mim	Facebook Paqe	https://www facebook c om/easescarves	Business Category/Business Sub-	Apparel, Health & Beauty / Fashion & Lifestyle
SITI HAJAR BINTI		UII/easescarves	Category	Fashion & Litestyle
AIRUDDIN	Business		Business Instagrarn Page	
	Marketplace	Others	Business Website	
	Business Related	Yes	Type Of Website	
	to Your Study Field		Experience in International Export	No
RSONAL PROFILE BUSIN	IESS PROFILE			
mm.	Company Name	Ease Scarves	Company Registration No.	۸
	Type Of Business	Sdn. Bhd	Business Role	Product Owner
JiL	Facebook Page	Ease Scarves	Business Category/Business Sub-	Apparel, Health & Beauty / Fashion &
J L	Wechat for Business		Category	Lifestyle
IE NURDINIALASSERIM	Marketplace	Others	Business Instagram Page	
JASMIN	Business Related to Your	Yes	Business Website	https://www.facebook.com/easescarves/V
JASIMIN	Study Field			rer=page_internal
JASMIN			Time Of Mahaita	
JASMIN			Type Of Website	eCommerce Platform

1.2 MyENT Certificate

	Akademi UNIVERSITI TEKNOLOGI MARA Akademi Pembangunan PKS dan Keusahawanan Malaysia (MASMED)
MAS	MED YOUNG ENTREPRENEUR (MyENT)
SLIP PE	ENDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar	: 2020473452
Nama	: NAJMIE NURDINI ALASSERIM JASMIN
Program Pengajian	: SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) PERNIAGAAN ANTARABANGSA
Fakulti	: Faculty of Business & Management
Kampus	: Selangor
	MAKLUMAT PERNIAGAAN
Mod Perniagaan	: Online
Bidang Perniagaan yg diceburi	: Pakaian dan Kelengkapan
Tempoh Berniaga	:
No. Pendaftaran Perniagaan	
URL Perniagaan	: https://www.facebook.com/easescarves/?ref=page_internal
Alamat Premis Perniagaan	:
Tarikh Mendaftar Tarikh Kemaskini	: 20 Jun 2022
Tarikh Cetak	: 20 Jun 2022
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	ah risiko dan tanggungjowab sendiri tanpa melibatkan kepentingan dan nama Universiti.
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	Akademi UNIVERSITI TEKNOLOGI MARA (MASMED)
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SLIP PE	NDAFTARAN PERNIAGAAN PELAJAR UITM
No. Pelajar Nama	: 2020827644 : SITI HAJAR BINTI AIRUDDIN
Program Pengajian Fakulti	: SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) PERNIAGAAN ANTARABANGSA : Faculty of Business & Management
Kampus	: Selangor
	MAKLUMAT PERNIAGAAN
Mod Perniagaan Bidang Perniagaan yg diceburi Tampah Perniaga	: Online : Pakaian dan Kelengkapan
Tempoh Berniaga No. Pendaftaran Perniagaan URL Perniagaan Alamat Premis Perniagaan	https://www.facebook.com/easescarves
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Malaysian Ac	ademy of SME & Entrepreneurship Development (MASMED)

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SLIP PI	ENDAFTARAN PERNIAGAAN PELAJAR UITM
lo. Pelajar	: 2020620942
lama	: Arissa Syahira binti Mohd Fidzol
Program Pengajian	: SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN) PERNIAGAAN ANTARABANGSA
akulti	: Faculty of Business & Management
Campus	: Selangor
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	SALINAN PENDAFTARAN INI DIPERAKUI OLEH

2.0 INTRODUCTION OF BUSINESS

2.1 Name and Address of Business



The name of Ease Scarves, described as the combination of elegant and feminime style of hijabis women. The business founded in 2022, is a prominent brand in high-quality scarves and a trendsetter in Malaysia. Ease Scarves caters to Muslimah, who love to dress up. Suitable for everyday wear, whether casual or formal, while remaining modest and elegant.



Ease Scarves is a home based business and located at

Selangor. Our jobs are usually about promoting the product through social media and packing the parcel to send it to the customers. This kind of business allows me to just work-from-home and it is convenient for us to assist and complete our customers' demands. This is why I chose our home to start our online business.

2.2 Organization Chart





MARKETER



2.3 Mission and Vision

• Mission

Our mission is to become the no.1 brand for hijabis women in Malaysia.

••• Vision

Our vision is to deliver high-quality scarves for Muslimah who love to dress up, while remaining modest and elegant.

2.4 Description of Products

Ease Scarves are providing a high-quality scarves and maintain the feminime style for all muslim women. Ease scarves provide a Luxe Shawl with a Korean chiffon material and 1.8m length that make it different from any other scarves. Ease always puts the customers first and makes sure they receive the best quality of the scarves.

2.5 Price List

As for now, our brand only has one collection as we just started our business a few months ago but the response from the customer was very overwhelming.

No	Product	Price
1	Luxe Chiffon Shawl	RM 28.00

3.0 FACEBOOK (FB)

3.1 Creating a Facebook Page

Ease Scarve	25					
@easescarves - Clot	hing (Brand)			Send mess	1000	
Home Reviews Photos Commu	nity More •			let us know how	Q	
Ask Ease Scarves		٠	Create post			
'Can you tell me more about an item?"	🖨 Ask	Photo/video	Q Check in	皆 Ta	g friends	
"What's popular right now?"	O Ask					
"Can I make a purchase?"	O Ask	Ease Scarves				
"What sizes do you carry?"	🗢 Ask	Happy weekend #easelovelie would like to share with you				
Type a question	O Ask	our fellow #easelovelies can i 1. Simple style,	ncorporate it into your fas	hion style!		
About	See all	With one side of the head sca the short side down while en- chin. Once the scarf is comple	circling the long side arou	nd your head	and under	



3.2 Custom URL Facebook Page

Ease Scarves managed to gain 132 likes and 139 followers since the month of June 2022. In addition to this, customers can reach our Facebook page by clicking the URL FB page <u>https://www.facebook.com/easescarves</u>.

3.3 Facebook (FB) Post - Teaser

A company will utilise a teaser post to provide a sneak preview of its products and services. To get people interested in Ease Scarves and pique their curiosity about our company and our products we posted teaser posts on our Facebook page.

Attached are nine (9) teaser posts that Ease Scarves have posted.











3.4 Facebook Copywriting - Hard sells

A hard sell is a marketing or sales strategy that uses particularly direct and assertive language. It attempts to persuade a customer to make a quick purchase rather than giving them time to consider their options and perhaps decide to wait. In other words, it is a high-pressure and aggressive tactic. For Ease Scarves, we used hard sell to create 10 posts that include the price of our product. This way, customers would be enticed into buying our shawls.

Attached are sixteen (16) hard sells that Ease Scarves have created.

Ease Scarves June 28 at 11:24 PM - @	3		
THE WAIT IS FINALLY OVER!! Are you guys ready for the reveal??		\longrightarrow	ATTENTION
Ease Scarves present to you, our Basic L material is Korean Chiffon which is perfe- with a 1.8m length. You can style it howe without worrying about the length.	ct for everyday we	ar>	INTEREST
Buying a piece would definitely make you more, making it your daily go-to shawl!	u come back for	\rightarrow	DESIRE
Get yours now for only RM28 by contacti at +6017314838. #easesyou #modestwear #shawl #korear			ACTION
	M28		
EASE SCAINES			









Ease Scarves July 6 at 6:12 PM - @		
Looking for shawls to wear during hari raya aidiladha??	ATTENTIO	Ν
Ease Scarves offers the best shawl you can wear during haji at only RM28. You can choose from 15 colors to we with your baju kurung or abaya! The material is light an	ear — INTEREST	
which is perfect for a busy day such as raya haji. You do need to worry about feeling hot throughout the day as shawl allows air to flow freely.	N NEGIDE	
Purchase yourselves a raya shawl by whatsapping us a	ACTION	



Ease Scarves

Ease Scarves added 2 new photos from July 6 ... at 1:30 AM. July 6 at 1:30 AM · €

OMG! She literally can rock two different colour with two different outfit! BUT, of course with Luxe Chiffon by Ease Shawl.

She looks stunning with our Luxe Chiffon in code Blossom and Salt. Our best selling colour that almost sold out!

We also provide a 'service' that help our customer to choose her perfect shawl for her outfit. Just hit us up and you will not disappointed at all! JUST TRUST OUR FASHION SENSE 00

MESSAGE US NOW AT WHATSAPP 0173149838 TO FIND YOUR PERFECT COLOUR AND COMPLETE YOUR OUTFIT 🤎 - ACTION

→ ATTENTION

→ INTEREST

→ DESIRE



Ease Scarves	
	t ATTFMTinM
for your Raya outfit? Here we come to the rescue! Our shawl provide you the most	
comfy shawl that will make u happy during ur raya!! No more badmood sebab panas lagi time tengok lembu korban & '-i	_k np'JiiJF
Ease Scarves offers a lots of colour that will match your Raya outfit!!!	INTEREST
So what are you waiting for, before raya coming! grab yours	_
now by Whatsapp us at 017-3149834 to place your order now!	> ACTION
Ease Scarves	
LOOK!!! SOMEONE ORDERED OUR SHAWL FOR HER	ATTTNTinN
HANTARAN ON HER BIG OAVYYM "Hi kalau i nak order for my hantaran boleh ke" WE GOT THIS	
MESSAGE THIS MORNING ANO WE ARE BEYOND HAPPY TO	
compliment her when she's wear our Luxe Chiffon Shawl £	ft_n_r<"ip⊳r
With Ease Scarves you can enhance your beauty in front of your future one with confident!!	
Grab yours now by Whatsapps us at 0173149838 fp	- ftPTIDM
Ho	

Ease Scarves added 2 new photos from July 11 ... at 12:44 AM. July 11 at 12:44 AM @

price?

Most of us are in the look for good pieces of shawl but we are very short on money. Most shawls are either really expensive or the material are a bit lacking.

Don't worry! Ease Scarves got you covered! Our shawls have an opacity of 7/10 and it has baby-sea fishing. The material is Korean Chiffon which makes the shawl very soft and flowy. If you are interested, do Whatsapp us at +6017314838 and

get your hands on our shawl! 1 piece is for RM28 but you can get 4 pieces for RM100!

Don't forget to like our page for more info!

Having trouble finding a good quality shawl at an affordable ------ ATTENTION → INTEREST DESIRE -→ ACTION





3.5 Facebook Copywriting - Soft sells

....

A soft sell post is a marketing strategy that promotes products and services through subliminal messaging. It is also seen as a non-aggressive method of advertising products or services that might not generate sales for the business but can build customer loyalty. On our Facebook Page, Ease Scarves posted roughly ten soft sell messages. These soft sale posts will seize the opportunity for our brand to boost brand confidence and raise awareness of our products.

Attached are sixteen (16) soft sells that Ease Scarves have created.



You can never have too much shawl. Another day, another shawl and another colour. That is why #easescarves provide a wide range of colour for #easelovelies to buy and try!

The quality of our goods is something we take very seriously. We added an acrylic label with the name #easescarves carved into it to make it more special. So, the next time people ask "where is your shawl from? It is so soft and elegant." You can simply show them the label Q

Like and share for more interesting sharing. #easescarves #easesyou



🖞 Like 🖓 Comment 🖓 Share

→ ATTENTION → DESIRE → INTEREST → ACTION

\rightarrow	AT.	TENTION
\longrightarrow	DE	SIRE
	ІЛТ	EREST
	AC	TION
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		→ INT

Q^ Like £) Comment fy Share

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\rightarrow	DESIR	E
\longrightarrow	INTER	EST
\longrightarrow	ACTIO	N
•••		
	\rightarrow	ATTENTION
ed food on your an was your scarf nks or sweat.	→	INTEREST
nfo especially for	→	ACTION
1 in		
	ed food on your an was your scarf nks or sweat.	DESIR DESIR DESIR The second secon

Ease Scarves		Like and share for more interestin	ng sharing.	- ACTION
tello Pressioneller 🔁 Today we would like to share with ou about different materials of hiab. Maybe by these interesting sharing our fellow attentionellers can decide which materials you love the most!	\rightarrow ATTENTION \rightarrow Desire	Ressectives Ressesyou		
1) Chiffon Chiffon differ dabit: has its own unique qualities, much like conton fabric does. Naturally, a lot of you are already familiar with this kind of material. But what makes this particular Chiffon fabrics or unique? This kind of chiffon fabric is amoother and more delicate, for those of you who are unware of its special qualities. Livewever, there are several through to consider when using this kind of cicht, namely where to yot the gims. The fabric will have an effect that might harm the kil if you don't pin it in the proper manner and more obvious. Did you know that our insascarives is made by the material, periodically "Xorona Chiffen".	→ INTEREST			
2. Cotion The of the popular fabrics for laddes looking to purchase a page in this one. This kind of fabric is highly well-liked and is in high demand from people from all social classes. It is not set a fabric that women enjoy.	- ACTION	🖞 Lân 💭 Carro	est 🏠 line	
 Satan Due to its slightly slippery texture and glossy surface, this cort of material is a tittle challenging to style. If it is correctly inspeed around the head, however, will make you appear more formvine and lovely. A matte satin is also available. It's stifls simpler to subje this type. This kind of material is vatterned, abstract, and plain. 				
L Conskin This is one of the types of fabric that is a new material on the market compared to cotton fabric. This material is untable for styling. This fabric material is soft and very easy on Jape. This fabric is neally conditionable to wear and one of the good features is that it is not hot. There are various atterns that can be chosen to be styled.				
5. Crepe Some of you may not be familiar with this kind of crepe fabric, but it is also one that many lades choose when unchasing a hijab. But what distinguishes crepertype fabric from other types? Due to the fabrics is ease of use and ease of mantenance. It is material is granulely unique.				

Ease Scarves	••*		
Lagerfeld and It Inspires us to work harder in (k	ATTFMTinM
the best shawl anyone can own, especially ou *easelovefies.			
What is your favourite quote in fashion? Mind us?	·		
Also, don't forget to shop until you drop for this «eases carves teasesyou	s Raya! Like	<u> </u>	ACTION
Fashion is a	1		
language the	at		
creates itsel	f		
in clothes to	D C		
in clothes to interpret real			
	ity		





Ease Scarves		Have a splendd rays meaninvellent Doar funget to shop with us till you drop. Below is a ribbon tutorial that can spice up you rays cotfil it heari2star (j) Takitak	
Selamat Hari Raya Aidiladha #easelovelies 4 Sure enough during this raya our fellow #easelovelies would lovee to be comfortable throughout the day despite the scorching hot weather right? Below are tips that our fellow #easelovelies can try to prevent yourself from turning into a monster	\rightarrow ATTENTION \rightarrow DESIRE		
Use a light fabric Choose to wear your hijab in a light fabric, like korean chiffon from #easescarves. This fabric looks beautiful because of its sheer texture. Lighter fabrics are also cooler in the hot weather making it both fashionable and practical, especially with Malaysia's hot weather.	→ INTEREST		
 Choose neutral colors or light patterns Many hijabs come in a variety of colors, which can add fashion and flare to any outfit along with fitting your personality. Hijabs can also be found in flower patterns. 			
 Mix and match hijab with your outfit Choose fabrics in different colors to give a different look to your everyday outfit. Go for a patterned with a plain fabric, or try two complimentary plain fabrics. 		• New Addition of 3 stress	
4. Secure your hijab with a pin To make the hijab more secure, pins made especially for hijabs are used. Pins come in all sorts of styles: long and thin, round and large. They come with rhinestones and pearls or in bold colors. Choose one stylish pin to secure your hijab with. You may also use cute brooches instead of pins if you cannot find a specific hijab pin in the style you like.			
5. Add accessories Wear cute accessories with your hijab, like pearl necklaces, bow clips and rings.			
Ease Scarves			
Hello #easelovelies 4 How was your day today?	→ ATTENTION	1	
For all of you hijabis out there, sometimes we don't realize that the pin we use might harm our hijab. So, we would like to share tips & tricks with you! Various types of pins exist—did you know that?	→ DESIRE		
Also our #easescarves are made of sturdy fabrics that won't tear easily. What are you waiting for? Go get yours now!	ACTION		
#easescarves #easesyou			
hijab tips & tricks			
Easy to use, strong secure but will snag your hijab and create holes. Easy to use, stronger secure, will not snag your hijab and create holes.			
1 9 / ···			

EASE SCARVES

.

1 share

O You, Hajar Alruddin and 6 others

Ease Scarves ad	ded 2 new photos from 1	1			
Mon at 23.54 Ø				ATTEN	TION
Hello #easelovelles, we v your hijab in shape and o whether you are wearing	vant to share tips & tricks in point! These tips can b a bawa! or shaw!.	to keep e applied	-	ATTEN	TION
1.Hair Spray					
or shawl. Worry not, hair	ve texture to your hijab. Ei spray will not leave any ir	ther bawal npurities			
or traces on your hijab.					
2.Hijab Spray Just like hair spray But, i	t is more friendly on hijab	The			
ingredients are also spec	cial formula for our hijab. ariety scent to keep our hi	Hijab		INTER	EST
	any brands have produce				
3. How to iron hijab prop					
awning is too curved, the	t comes to ironing the sha awning is not upright, or	the			
	Ithough now there are ma bout the awning, but the w I of the hijabis all day.				
sure that your hijab will s Like and share our page t	we given, so use those ti tay on point 😝 to get interesting info esp			ACTIO	N
hijabis out there					
#easescarves #easesyo		-			
-	THE KEY TO INSIA HIIAB FRESHNESS	AT.			
and the second second	-	-			
2 400 S		1			
	12-	-			
	628				
name i					
You, Hajar Airuddin and 4	powers	1 share			
July at 22:57		from 11 •••			
Tue at 13:57	,			→ ATTE	ENTION
I like "heather" what a					REST
Comment your favou	rite shade #easelove	lies			
#easescarves #ease	syou		_	→ ACT	ON
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-	100				
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Carl Carl	2	+3			
ay ay		+3			
Lay		+3			
Like	Comment	+3 +3 Share			



3.6 Sales Report



The figures showed EASE SCARVES sales throughout two months, starting from June until July. Ease Scarves managed to gain sales for almost RM1,000.

No	Products	Date (month)	Type transaction	Amount
1.	Luxe Chiffon shawl	June	Online	RM 504.00
2.	Luxe Chiffon shawl	July	Online	RM 452.00
			Total	RM 956.00

3.7 Sales and expenditure receipt

GIRO/DuitNow Transfer	GIRO/DuitNow Transfer
Reference ID	Reference ID
40093947M 01 Jul 2022 15 59 59	530877131M 04 Jul 2022 13-38.06
Benaficiary Name Ansa	Berreficiary Name Arissa
lieneficary Account Number	Beneficuity Account Number
Receiving Bank	Receiving Bank BANK ISLAM MALAYSIA
BANK ISLAM MALAYSIA	
Recipient Reference: Shawl	Receptent Reference Tudung
Amount	Amount RM 28.00
RM 112.00	Note: This receipt is computer generated and no signature is required.
The second of the first first and the second s	
Marayan Banking Berhad (Co. Reg.: 196001000142) Migdarik Iolanno Bierhad (Co. Reg.: 200701029411)	Malayan Banking Berhad (Co. Reg. : 166001000142) Mayhank Islamic Berhad (Co. Reg. : 200701029411)



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4.0 CONCLUSION

In conclusion, the subject ENT530: Principles of Entrepreneurship is a crucial subject to university students, especially those who are studying business. This is because ENT530 taught us how to develop realistic entrepreneurial businesses and independently organize the structure. Throughout the semester, students were required to run a legitimate online company using a Facebook profile.

This assignment outlined the value of social media as a platform for beginning company marketing. Our social media portfolio demonstrated how social media enables online businesses to more quickly engage with customers, raise awareness of their products and services, and boost revenue. When we first established Ease Scarves, we were able to engage consumers by acquiring more than 132 likes on our Facebook page.

In addition, our lecturer, Miss Najjah suggested that we create sales postings on Facebook that include teaser posts, soft sell posts, and hard sell posts. These sales posting strategies helped Ease Scarves in increasing customer awareness of our products. Furthermore, my online business reported revenues of almost RM1000 in which we had included the proof in 3.7. And 3.8.

Moreover, the subject ENT530 outlined the importance of incorporating entrepreneurship knowledge into the syllabus by instructing students on how to do business on their own and acquire the information and skills necessary to generate original company concepts. Students are encouraged to obtain experience as entrepreneurs by starting their own small businesses at a young age.

We believe that new businesses may benefit from using the technology to conduct their business. Despite the fact that owning an office firm is still a long way to go, it offered us the opportunity to learn what it's like to run a business. Last but not least, we hope that our business will grow more in the future.