

# FACULTY OF BUSINESS MANAGEMENT UNIVERSITY OF TECHNOLOGY MARA (UITM) PUNCAK ALAM CAMPUS

# BACHELOR OF BUSINESS ADMINISTRATION (HONS.) HUMAN RESOURCES MANAGEMENT (BA243) SEMESTER 4 2020/2021

# PRINCIPLES OF ENTREPRENEURSHIP (ENT530) SOCIAL MEDIA PORTFOLIO (40%):

# **LANGIT KITA**

# PREPARED BY:

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PREPARED FOR:
MISS NUR NAJJAH BINTI ABD RAHIM

SUBMISSION DATE: 15<sup>th</sup> JULY 2022

#### **ACKNOWLEDGEMENT**

Bismillahirrahmanirrahim. With the name of Allah SWT, we would like to thank everyone who was directly and indirectly involved during the process of finishing this assignment. We were overwhelmed in all humbleness and gratefulness to acknowledge our depth to all those who have helped us to put these ideas, well above the level of simplicity and into something concrete.

We would like to express my special thanks to our beloved lecturer, Miss Nur Najjah Binti Abd Rahim for her guidance, teaching and guidelines which helped us a lot during the completion of this assignment.

Our completion of this pair assignment could not be accomplished without the support of our families, friends and my lovely classmates. They supported us through thick and thin, in rain or shine and in the face of adversity. Alhamdulillah for their presence and support.

Above it all, to the Great Almighty, the author of knowledge and wisdom, for His countless love and guidance, we are deeply thankful for everything He gave us. Alhamdulillah.

#### **EXECUTIVE SUMMARY**

In this report, we are required to create facebook business pages for our business named "Langit Kita". Langit kita is a company that sells clothing products and is owned by Nur Sabrina Binti Ismail and the other staff for marketing is Nurfarina Sofiya Binti Kamaruddin and Nur Alissya Binti Khairil Hasshaari for production. Other than clothes, we also offer a gift box set that includes a t-shirt, totebag, sticker pack and face mask. Our company provides affordable prices with high-quality material and fabrics of our clothing. We want our customers to feel wonderful and comfortable when wearing our clothes and other products that we are selling.

Before specifying the price, our company highlights a variety of factors. Although we use a very high-quality of materials in the production of our products, we did not want to burden our customers with the price. We offer our clothes at prices that are below RM50 as our clothes start from RM40 only. This is because we want our customers to be able to afford to buy our products. It is a reasonable and cheapest price because we offer the high-quality of material and premium.

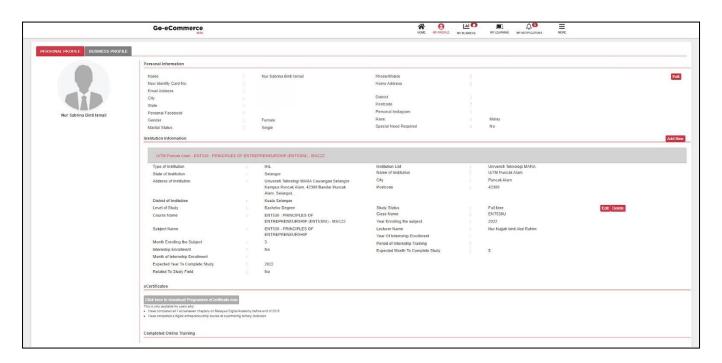
People have recently become interested in online shopping. We believe it is a good idea to promote, advertise and sell our product online. We have chosen Facebook as our online platform since it is now the largest social media platform in the world. As of 2022, there are 23,300,000 Facebook users in Malaysia. We have decided to sell our product through the Facebook platform because of the huge number of facebook users. We created the "Langit Kita" facebook page to advertise and sell our product. We posted a teaser, hard sell, and soft sell about our product on facebook to attract our target audience.

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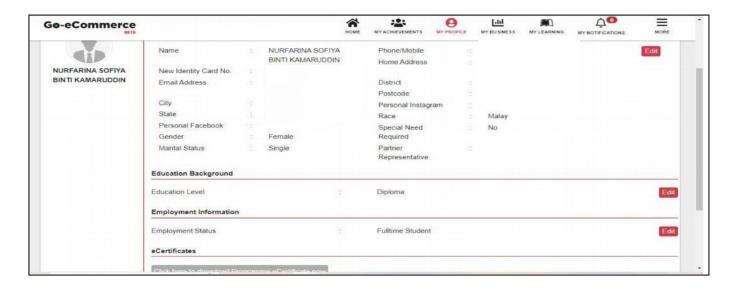
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# 1.0 GO-ECOMMERCE REGISTRATION

**1.1** Nur Sabrina Binti Ismail (2020449428)



1.2 Nurfarina Sofiya Binti Kamaruddin (2020449438)



# 1.3 Nur Alissya Binti Khairil Hasshaari (2020620806)



# 2.0 MYENT DIGITAL CERTIFICATE

# **2.1** Nur Sabrina Binti Ismail (2020449428)



# 2.2 Nurfarina Sofiya Binti Kamaruddin (2020449438)



# MASMED YOUNG ENTREPRENEUR (MyENT)

#### SLIP PENDAFTARAN PERNIAGAAN PELAJAR UITM

No. Pelajar : 2020449438

Nama : NURFARINA SOFIYA BINTI KAMARUDDIN

Program Pengajian : SARJANA MUDA PENTADBIRAN PERNIAGAAN (KEPUJIAN)

PENGURUSAN SUMBER MANUSIA

Fakulti : Faculty of Business & Management

Kampus : Selangor

#### **MAKLUMAT PERNIAGAAN**

Mod Perniagaan : Online

Bidang Perniagaan yg : Pakaian dan Kelengkapan

diceburi

Tempoh Berniaga : 2022

No. Pendaftaran Perniagaan:

URL Perniagaan : https://www.facebook.com/Langitkita.my

Alamat Premis Perniagaan

Tarikh Mendaftar : 08 Jun 2022

Tarikh Kemaskini

Tarikh Cetak : 08 Jun 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)

# 2.3 Nur Alissya Binti Khairil Hasshaari (2020620806)



# 3.0 INTRODUCTION OF BUSINESS

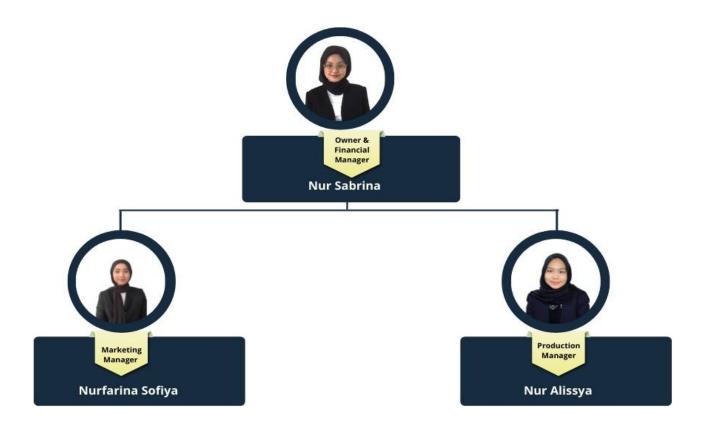
# 3.1 Name and Address of Langit Kita



The logo of our company

Name of the Business	Langit Kita
Business Addresses	
Contact Number	
E-mail	langitkita.my01@gmail.com
Form of Business	Partnership
Date of Establish	17th May 2022
Social Media	Facebook: <a href="https://www.facebook.com/Langitkita.my">https://www.facebook.com/Langitkita.my</a> Twitter: <a href="https://twitter.com/langitkitamy">https://twitter.com/langitkitamy</a> Instagram: <a href="https://www.instagram.com/langitkita.my/?hl=en">https://www.instagram.com/langitkita.my/?hl=en</a>

# 3.2 Organizational Chart



The organizational chart of Langit Kita

# 3.3 Mission and Vision



# **Mission of Langit Kita:**

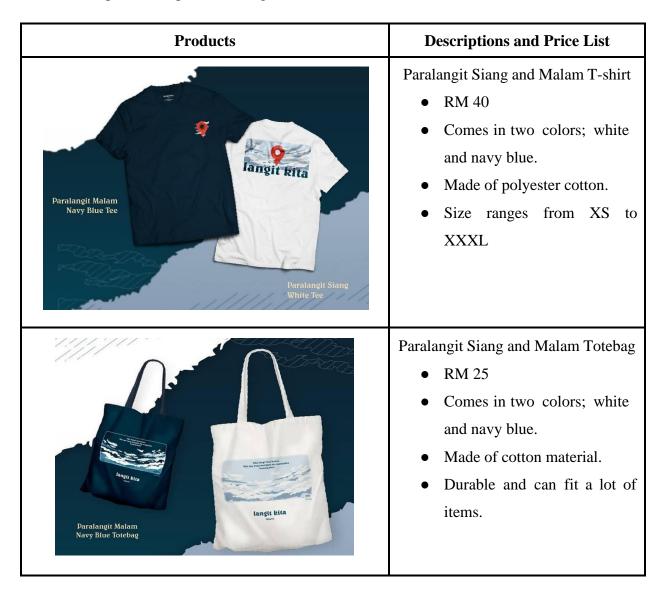
- To establish a clothing company that can provide customers with high design, quality, and value.
- To establish a clothing company that offers an affordable price to all the customers.
- To deliver better value through better design.
- To serve our customers with high quality products with a variety of branding that would be launched by Langkit Kita.

# Vision of Langit Kita:

To enhance and to provide high-quality products and services to our customers.
 To make a difference through our branding to stay ahead of fashion trends and market changes. To enhance the quality of life for our customers and employees.

# 3.4 Descriptions of Products and Price List

Langit Kita sells four types of products which consist of t-shirts, totebag, face masks and stickers. All of these products offer two versions which are Siang and Malam editions. In the table below, we will break down each product that we sell along with the descriptions and price list altogether.







# Paralangit Siang and Malam Stickers

- RM 10
- Comes in two versions; Siang and Malam edition.
- Have 7 designs of stickers.



# Paralangit Siang and Malam Facemask

- RM 15
- Comes in two versions; Siang and Malam edition.



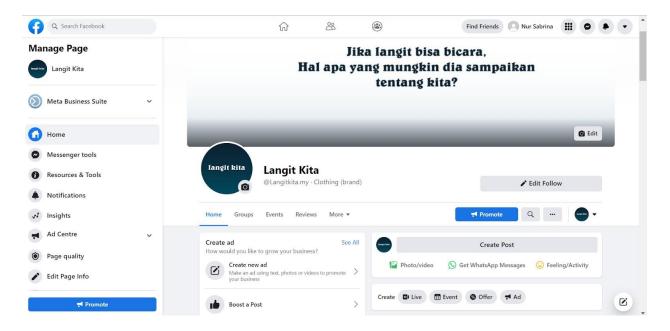


Paralangit Siang and Malam Box Set

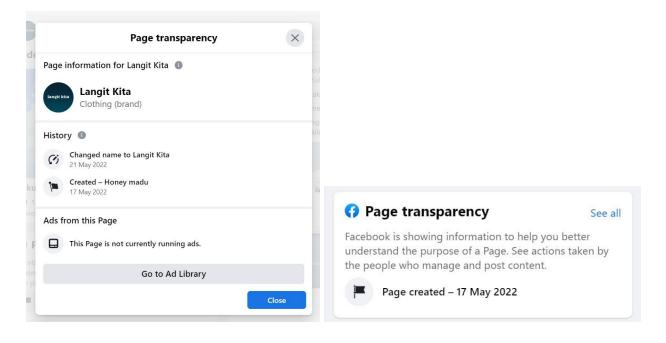
- RM 85
- Comes in two versions; Siang and Malam edition.
- One set of gift box contains a
   T-shirt, a tote bag, a
   facemask, and a pack of
   stickers.

# 4.0 FACEBOOK

# 4.1 Creating Facebook Page



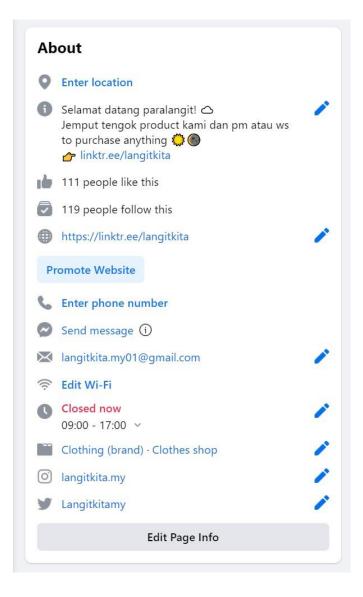
Langit Kita's Facebook page



Langit Kita's page transparency

# 4.2 Customizing URL Facebook Page

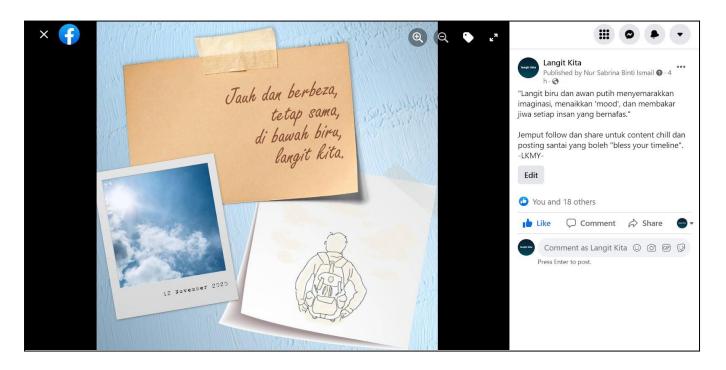
URL of Langit Kita's facebook page	https://www.facebook.com/Langitkita.my
Number of likes	111 likes
Number of followers	119 followers



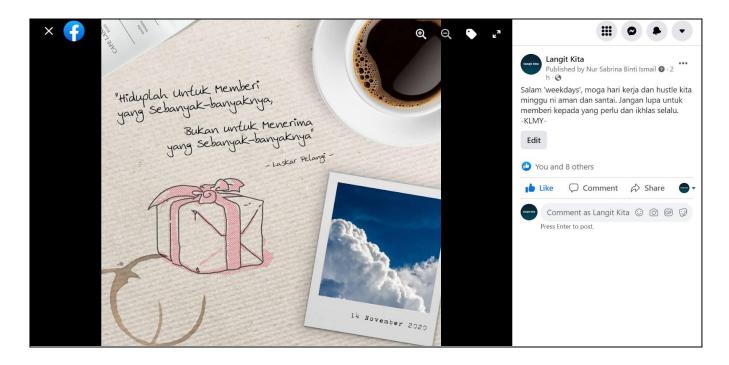
Langit Kita's page information

# 4.3 Facebook Post – Teaser

Teaser 1



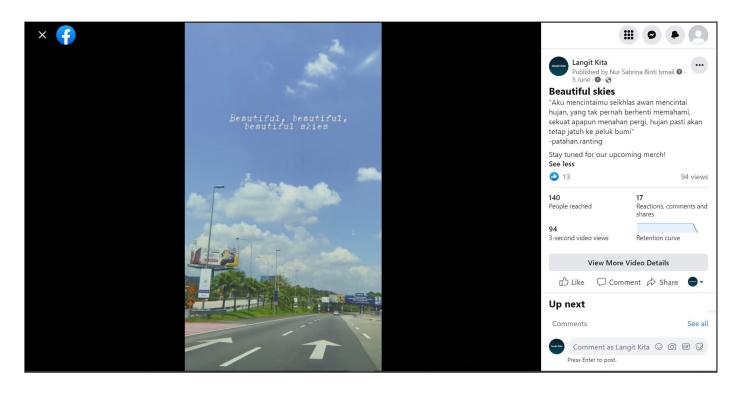
Teaser 2



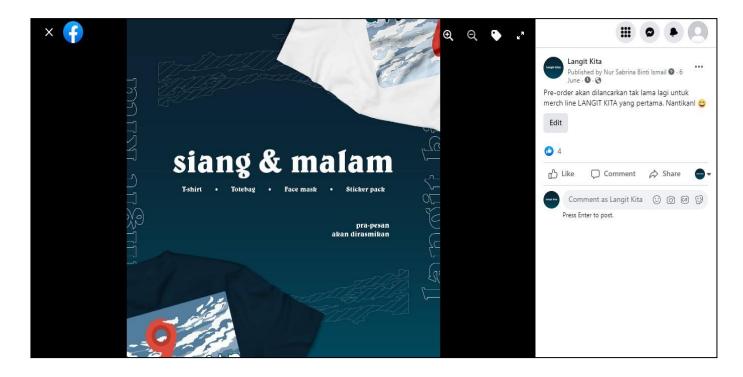
Teaser 3



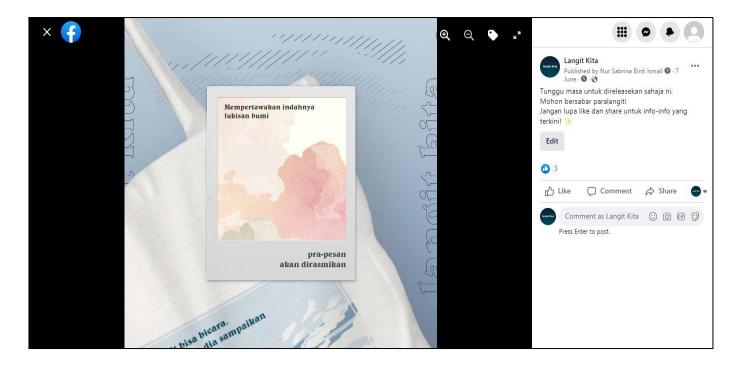
Teaser 4



Teaser 5



Teaser 6



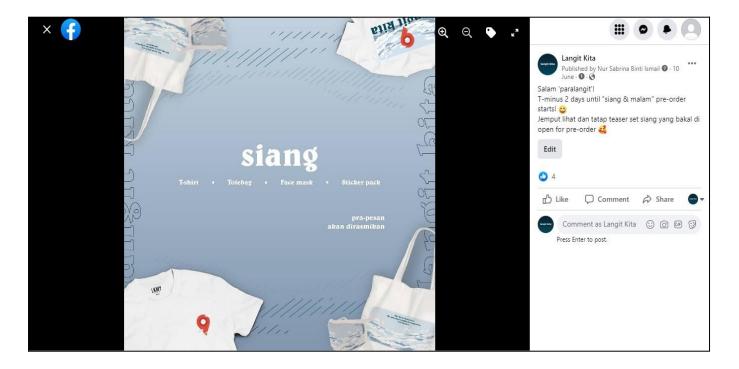
Teaser 7



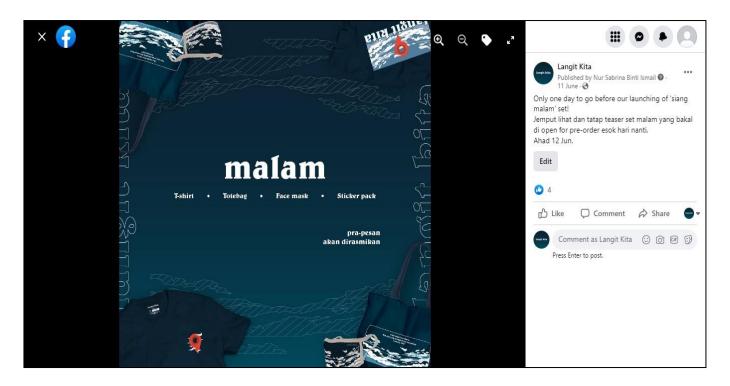
Teaser 8



Teaser 9

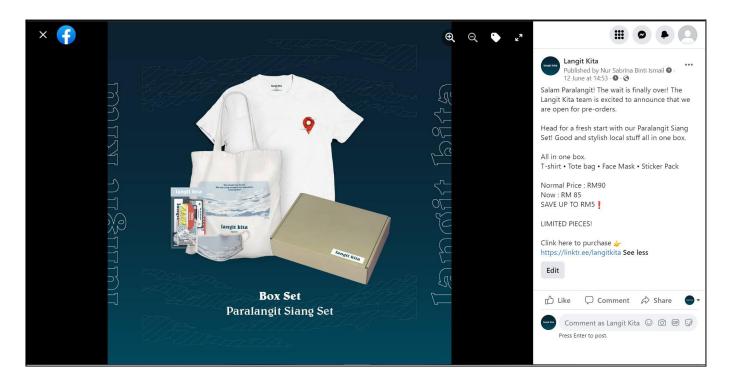


Teaser 10

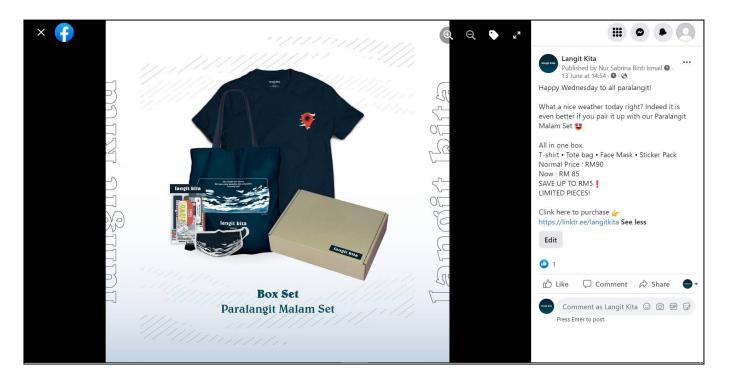


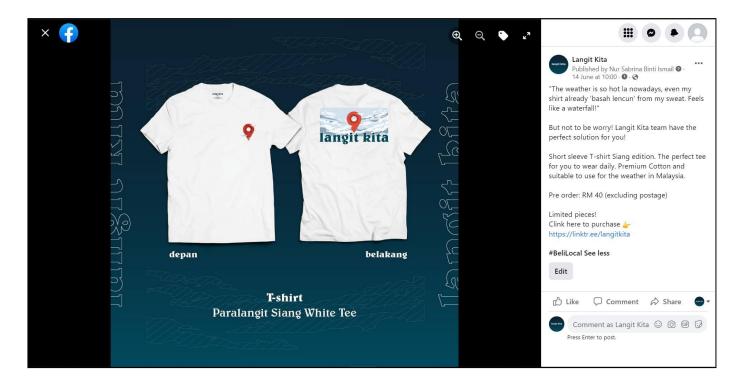
# 4.4 Facebook Post – Copywriting (Hard Sell)

Hard sell 1

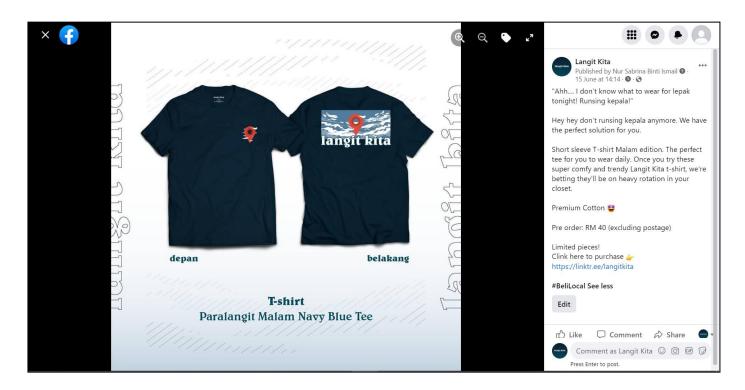


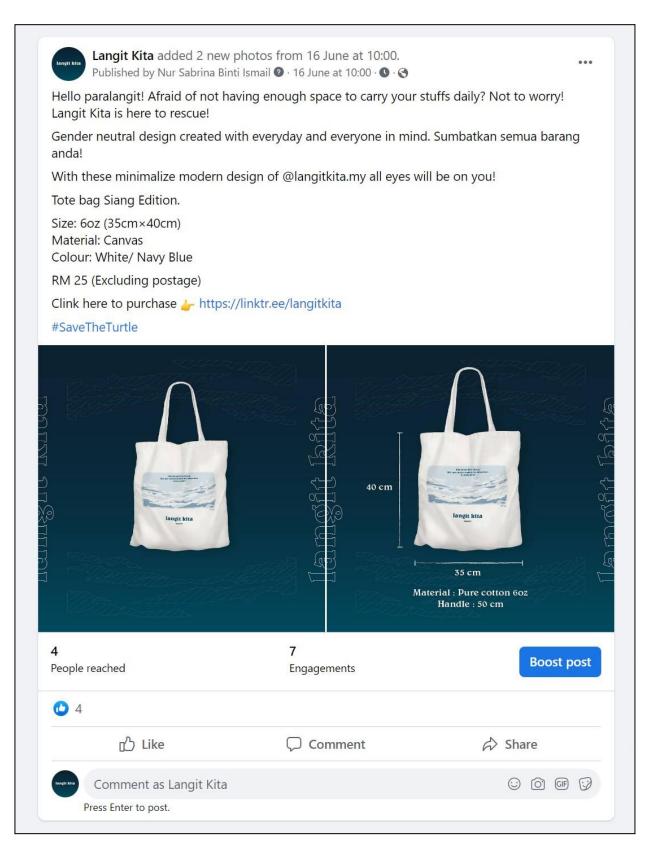
Hard sell 2

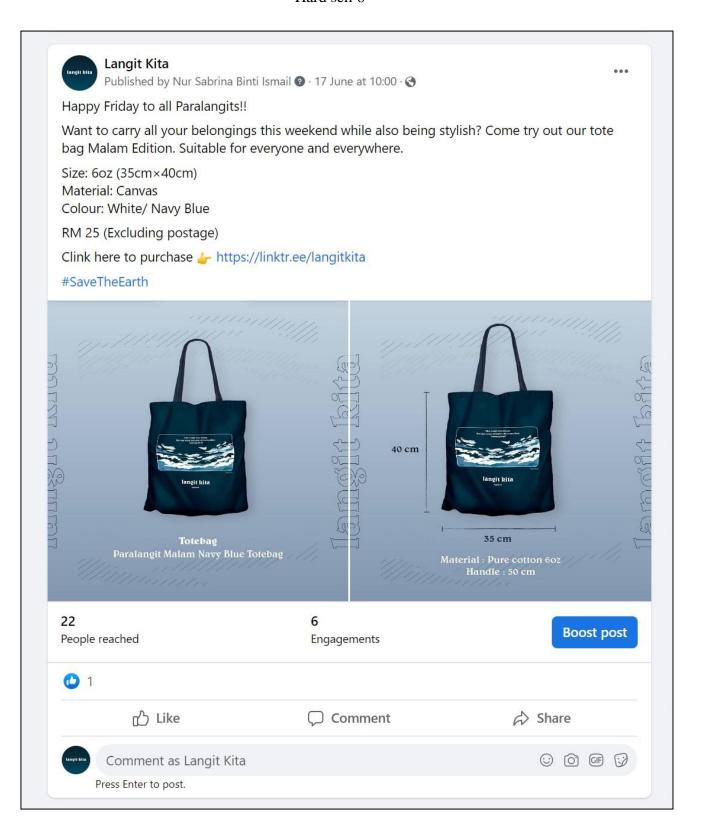


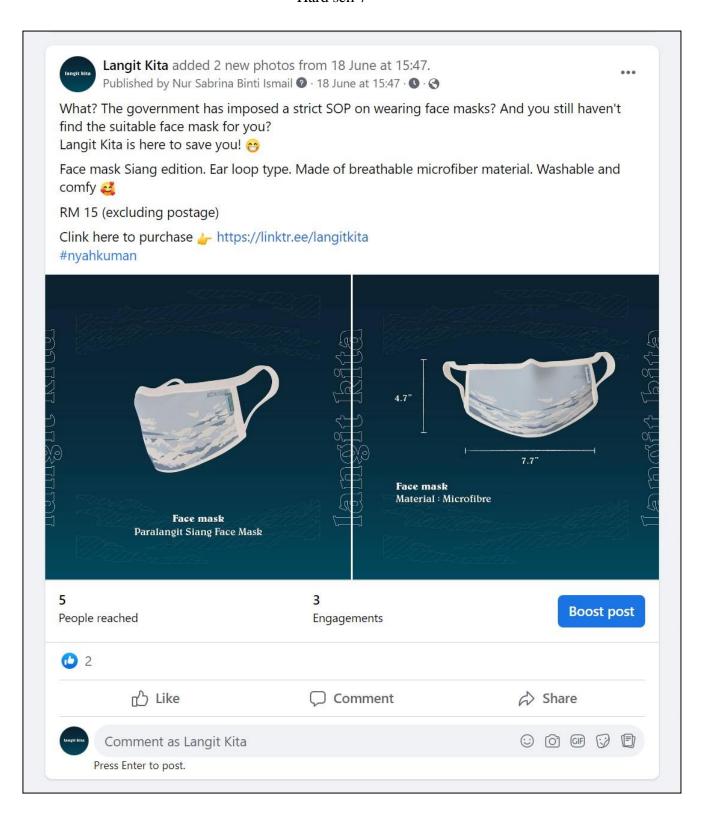


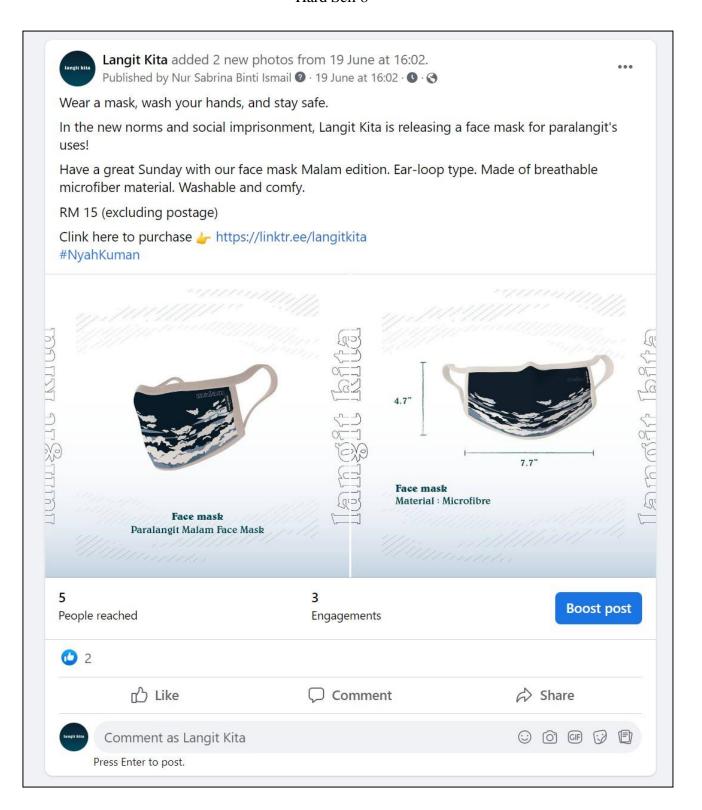
Hard sell 4

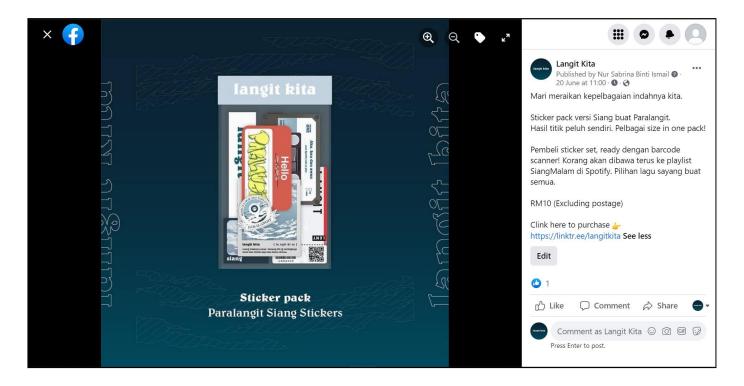




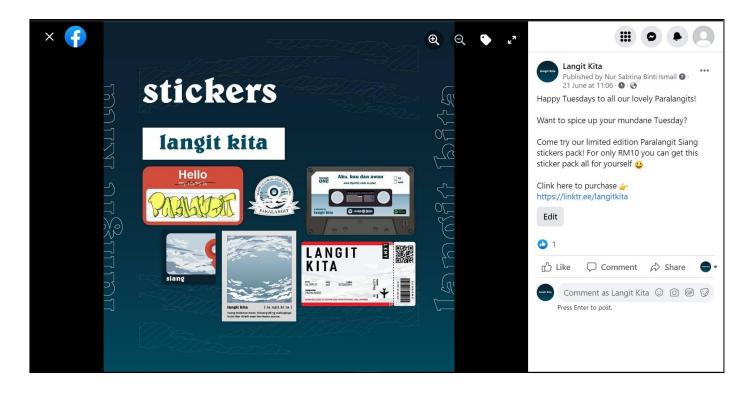




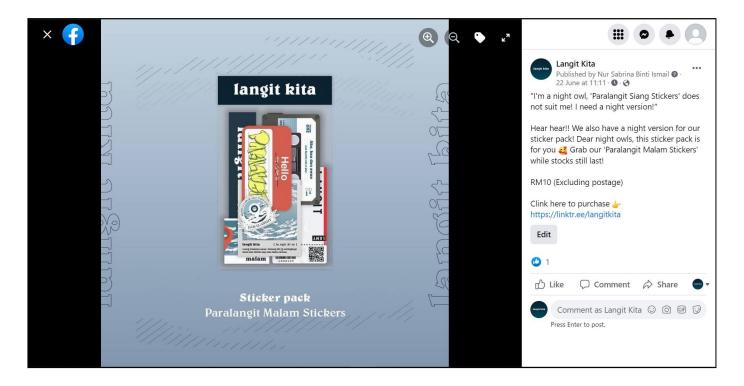




Hard Sell 10



Hard Sell 11



Hard Sell 12

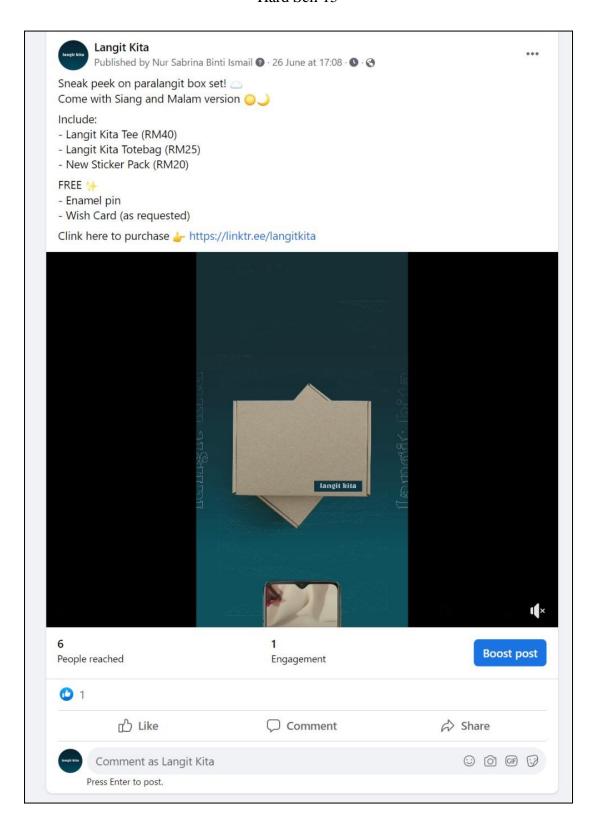


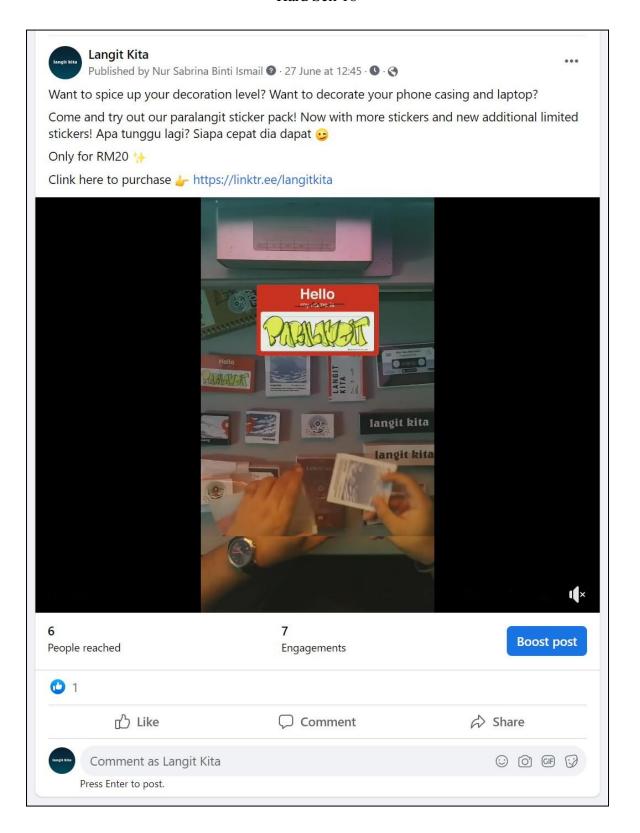
Hard Sell 13

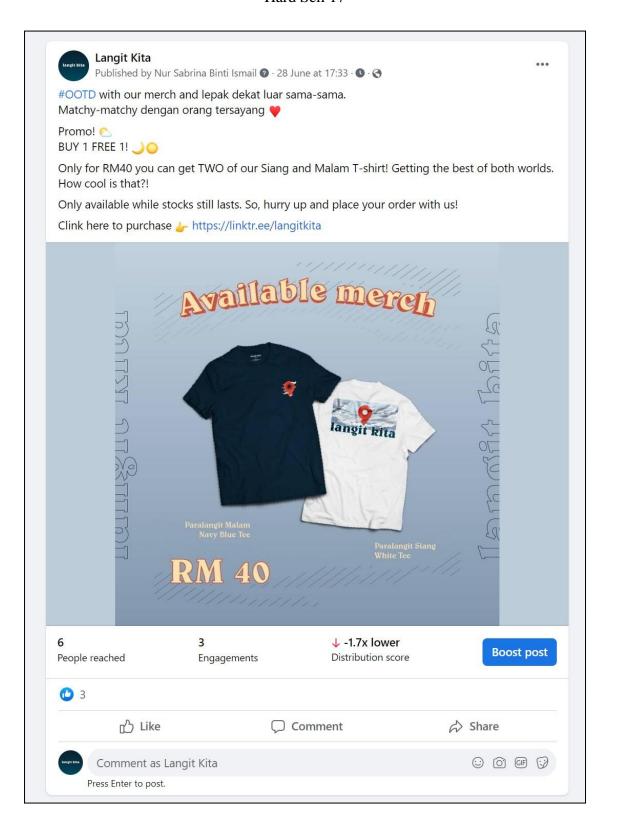


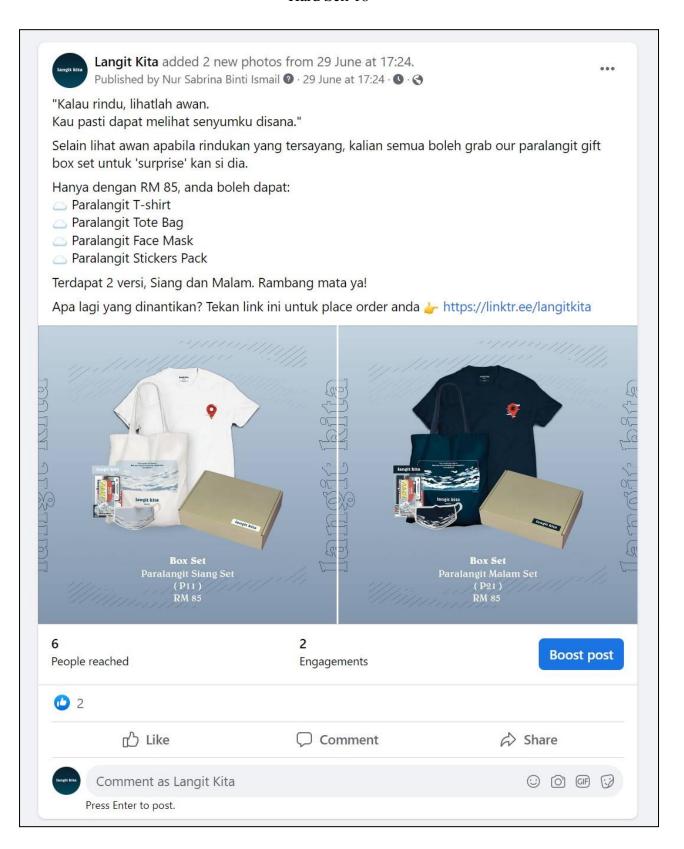
Hard Sell 14

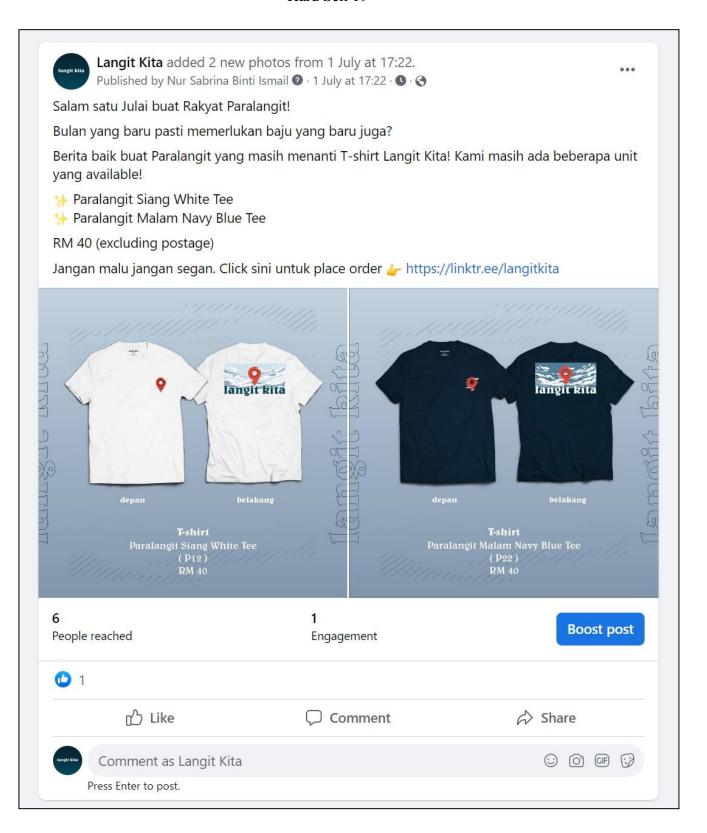


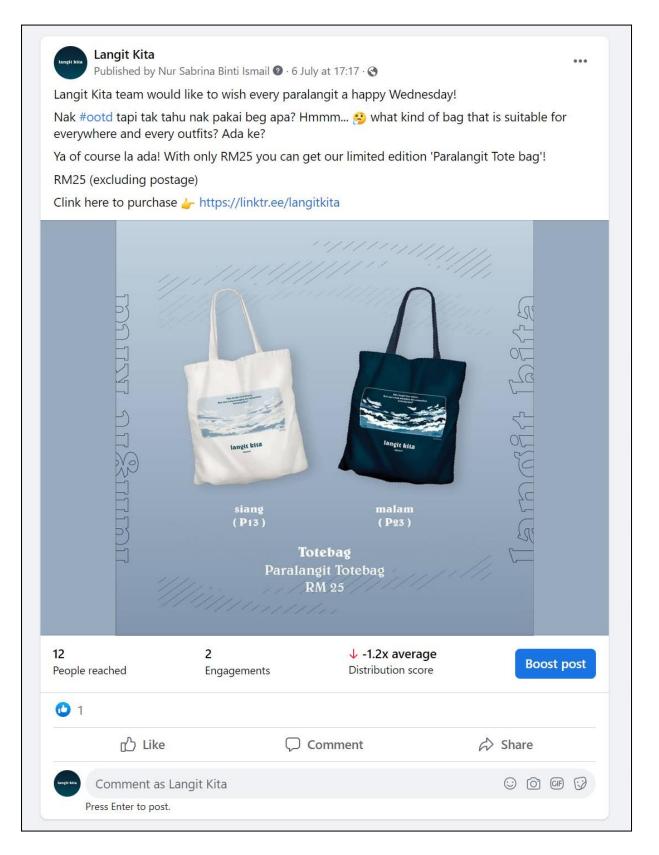










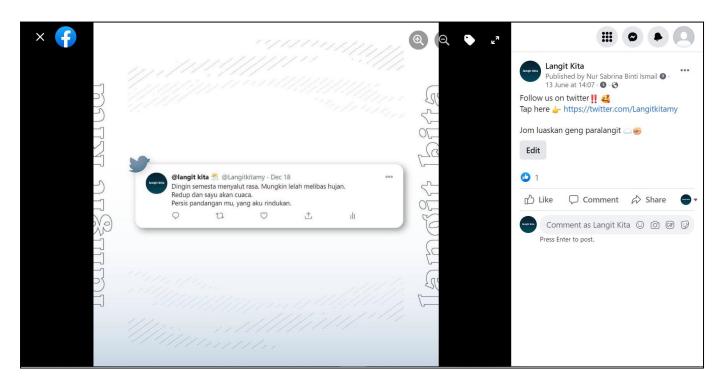


### 4.5 Facebook Post – Copywriting (Soft Sell)

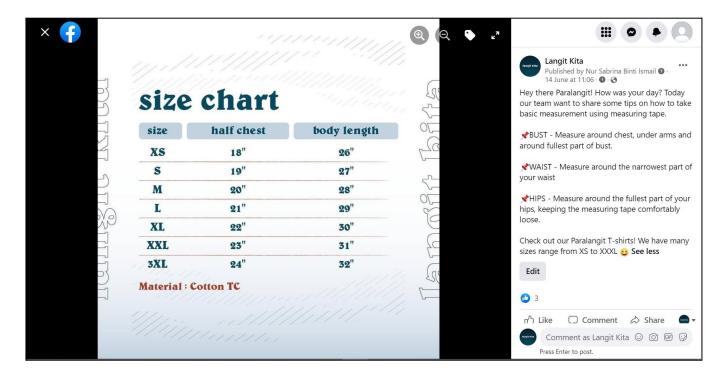
Soft Sell 1



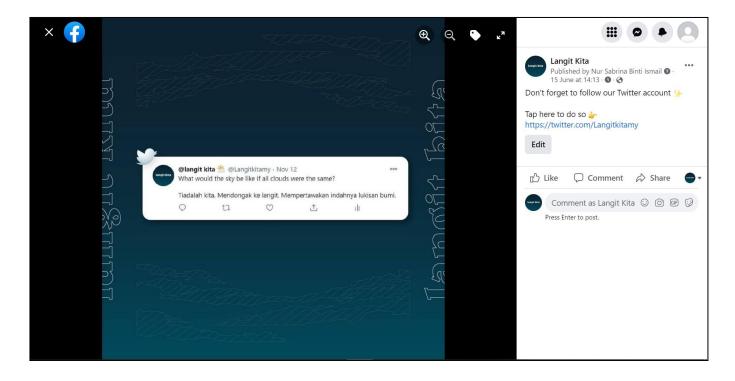
Soft Sell 2



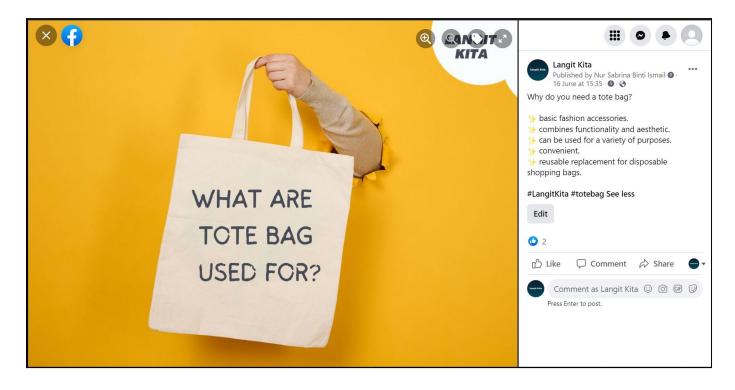
Soft Sell 3



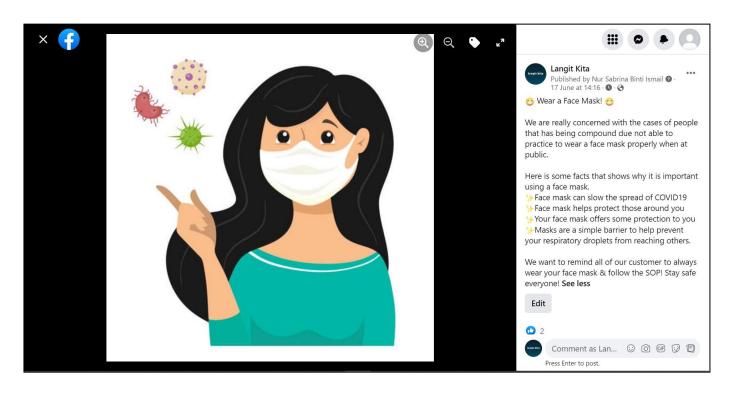
Soft Sell 4

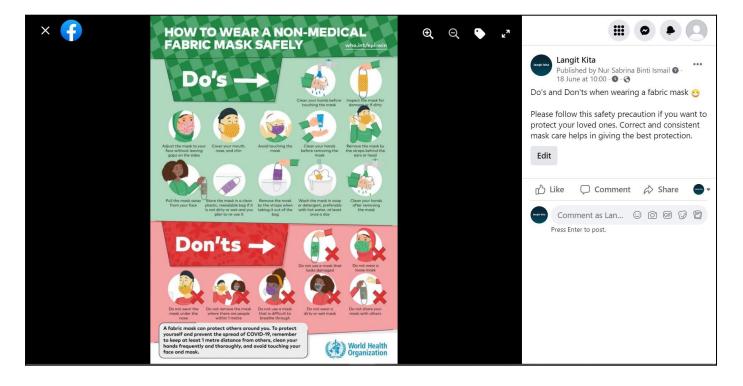


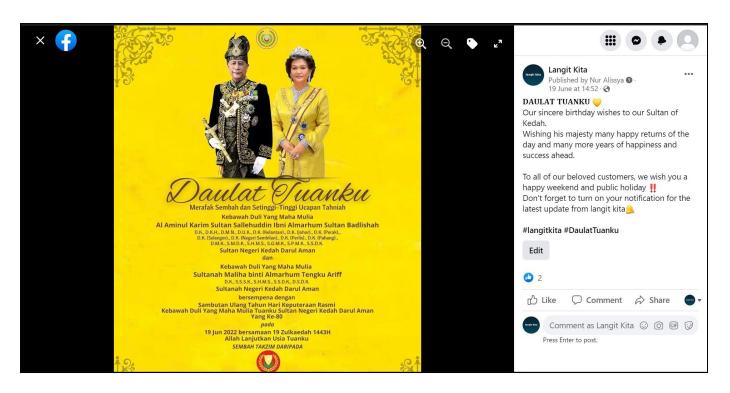
Soft Sell 5

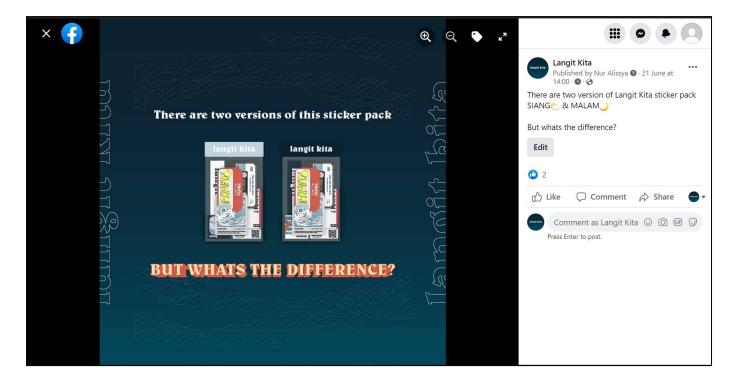


Soft Sell 6

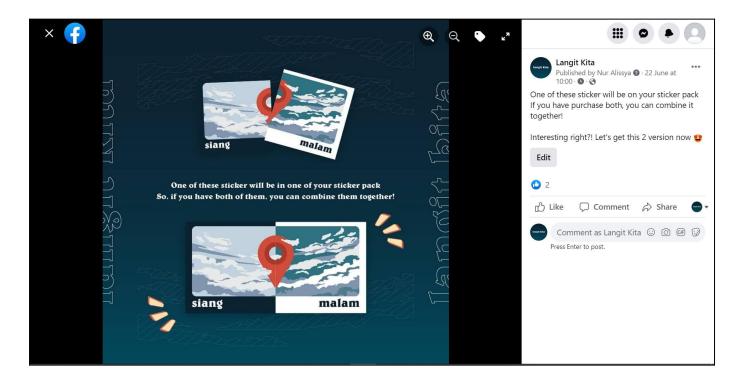








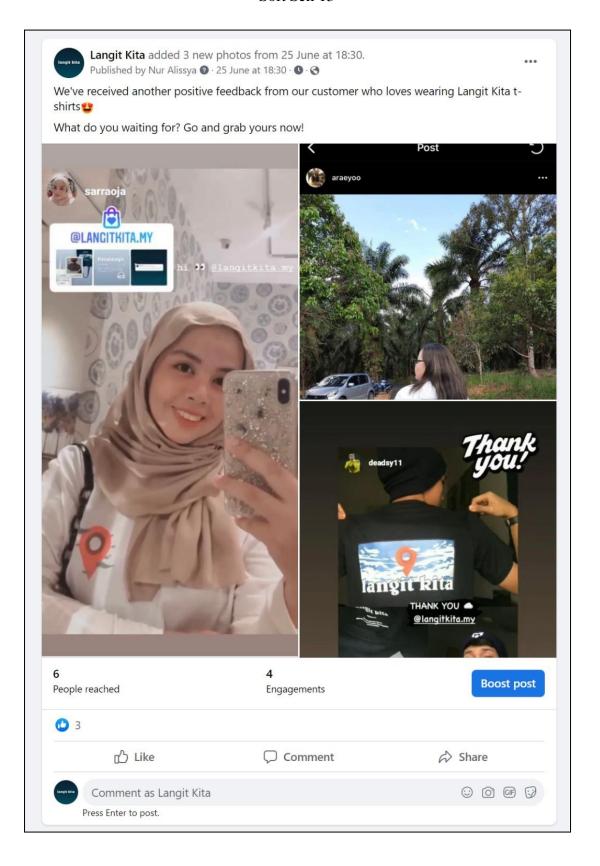
Soft Sell 10





Soft Sell 12

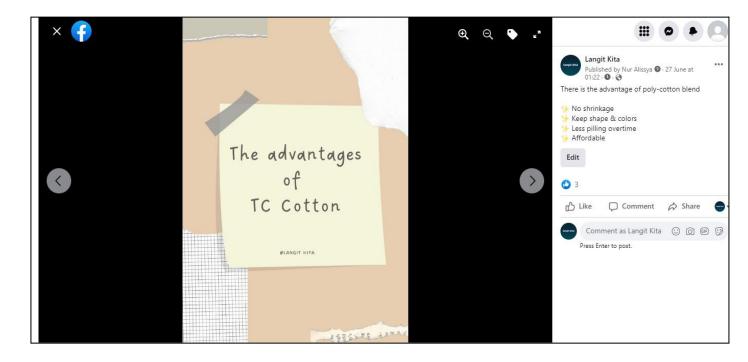


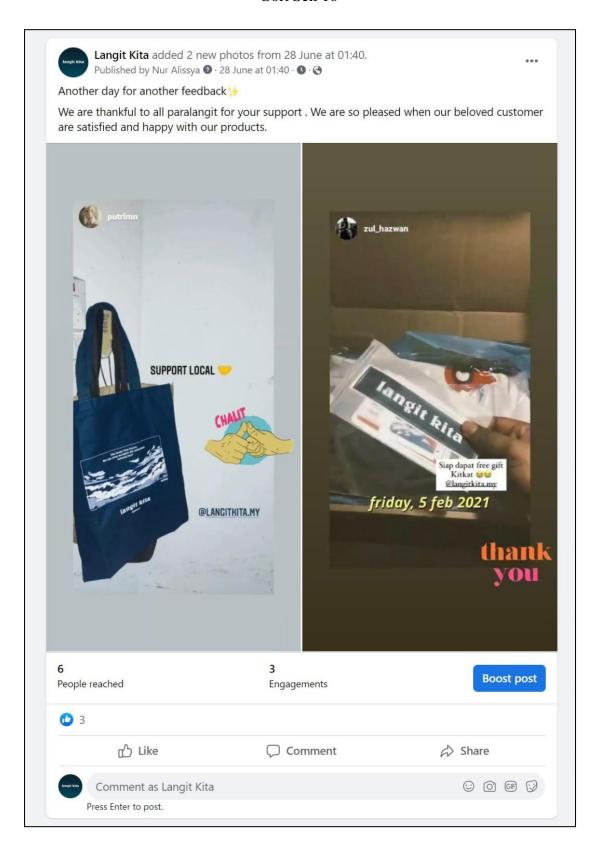


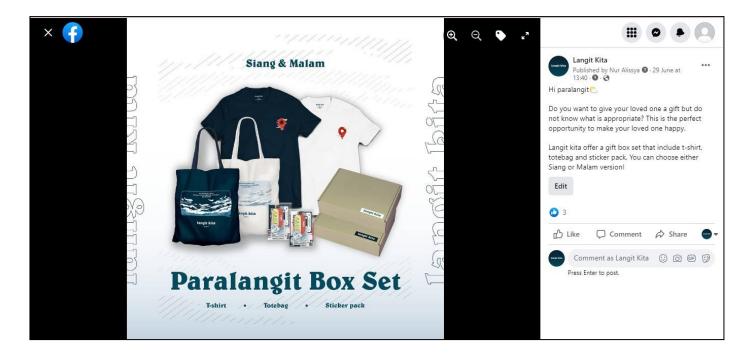
Soft Sell 14



Soft Sell 15





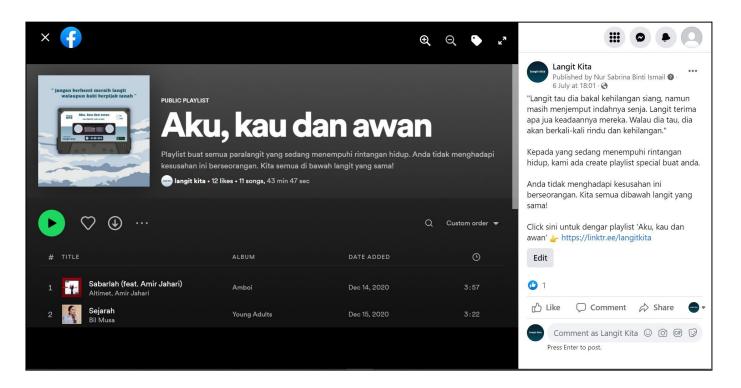


Soft Sell 18





Soft Sell 20



### 4.6 Relevant Graphics to Each Post/Copywriting

## 4.6.1 Graphics of products







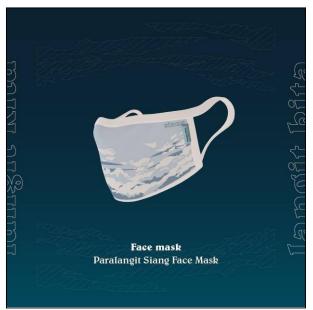


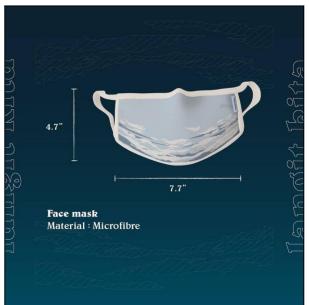


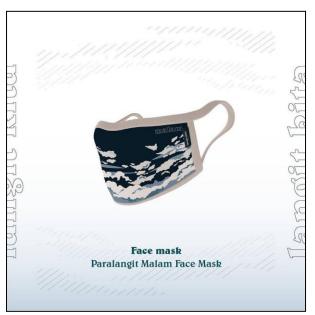


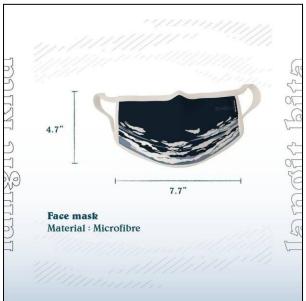
























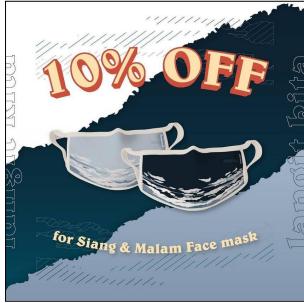


















# 4.6.2 Graphics of customer's feedback













### 4.6.3 Graphics of Covid-19 awareness





## 4.6.4 Graphics of quotes & information



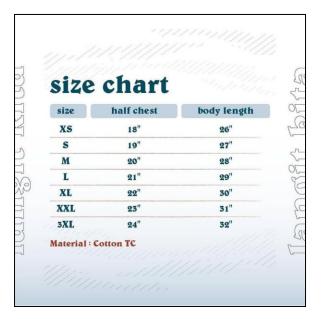












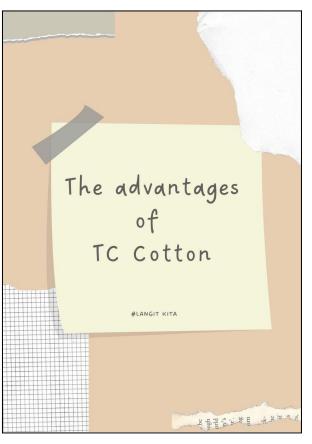




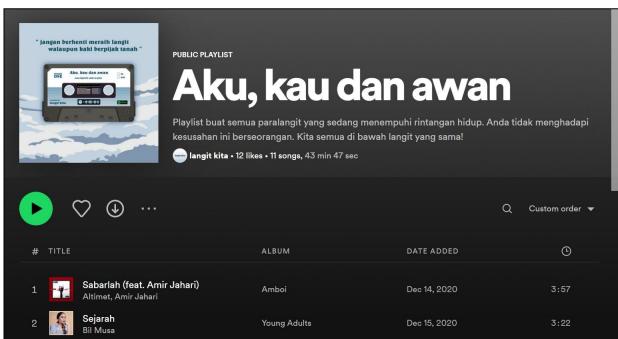












## 4.7 Sales Report



#### 5.0 CONCLUSION

In a nutshell, social media has been a significant medium for reaching out to our customers. Using social media to promote our business would be really beneficial. Social media is an efficient marketplace because most people have a facebook account. Selling using an online platform also cuts costs.

People nowadays like to shop online, so by starting a business through a social media platform would be a great opportunity for an entrepreneur. This can benefit us as entrepreneurs in implementing the knowledge we learned in class into real life situations. This will also help us in developing our marketing ideas and selling techniques, which will enable us to be better entrepreneurs in the future.

Next, by completing this assignment through Langit Kita, we discovered the right techniques for making better postings in social media to attract our target audience. We learned how to use better words in attracting the customers to read and see our posting.

Lastly, we also have gained new experience in selling products, which we hope to use in future. We are eager to continue our Facebook page and sell this product since we feel that this Langit Kita will go far beyond our expectations.