

Kolej Pengajian Seni Kreatif

# COLLEGE OF CREATIVE ARTS UITM PUNCAK ALAM

# DEPARTMENT : CAAD234 CREATIVE MOTION DESIGN

# ENT 530 : PRINCIPLES OF ENTREPRENEURSHIP

# SOCIAL MEDIA PORTFOLIO : MAMA NA DURIAN CREPE

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### **EXECUTIVE SUMMARY**

A company that specialises in providing food service is called Mama Na Durian Crepe. Our business's major goal is to provide consumers with an exceptional and unforgettable culinary experience centred around durian crepes as well as our other menu items including brownies, carrot cake, and red velvet cupcakes. On May 17, 2023, using our social media networks, we launched our internet business. The majority of people, particularly in Puncak Alam, Selangor, and Pulau Pinang, is our target market.Since our initial introduction, we have gotten a lot of positive feedback from customers about the product's quality, the level of service it offers, and the pricing. We deliver successful sales outcomes for our company projects as a consequence of positive feedback and rising product demand.Since the business is continuing to grow even above our expectations, Mama Na Durian Pancake is the favoured product that can be promoted and expanded to other fields.

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#### **1.0 BUSINESS REGISTRATION**

#### 1.1 Go-Ecommerce Registration



Go-eCommerce				HOME	O MY PROFILE	MY BUSINESS	MY LEARNING	CO MY NOTIFICATIONS	MORE
	Personal Information								
	Name	3	NUR SYAZREEN AMIRA BINTI AHMAD ZAMZURI	Phone/Mobile Home Address	1				Edit
	New Identity Card No.	:							
AHMAD ZAMZURI	Email Address	:							
ATTINAD ZAMEORI				District					
	City	:		Postcode	1				
	State	;		Personal Instagram	1	null			
	Personal Facebook	1		Race		Malay			
	Gender	8	Female	Special Need Required	:	No			
	Marital Status	22	Single						
	Institution Information								Add New
	UiTM Puncak Alam - E	NT530C	AAD						
	Type of Institution		IHL	Institution List	1	Universiti Teknologi	l.		
	State of Institution	:	Selangor			MARA			
	Address of Institution	8	Universiti Teknologi	Name of Institution	:	UiTM Puncak Alam			
			MARA Cawangan	City	1	Puncak Alam			
			Selangor Kampus Puncak Alam, 42300 Bandar Puncak Alam, Selangor, .	Postcode	:	42300			
	District of Institution	8	Kuala Selangor						
	Level of Study		Bachelor Degree	Study Status		Full time		Edit Delete	

### **1.3 SSM REGISTRATION**



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## 2.0 INTRODUCTION OF BUSINESS

### 2.1 Name and Address of Business

Mama Na Durian Crepe is a business name that has been decided on our main product. Mama Na Durian Crepe is a business that merged in our social media .

Name of Business	Mama Na Durian Crepe
Business Address	
Corresponding Address	https://www.facebook.com/mamanacrepe?mibextid =ZbWKwL
Telephone Number	
Form of Business	Partner Proprietorship
Date of Commencement	22 February 2022
Name of Bank	BANK RAKYAT
Account Number	220213526550

## Table 1.1 Mama Na Durian Crepe Business Information

## 2.2 Organization Chart

Partner proprietorship is the business structure used by Mama Na Durian Crepe. This is so since our company is just starting off and only runs a small operation. Our organisational structure therefore just includes the proprietor of Mama Na Durian Crepe and one staff member.

Owner Mama Na Durian Crepe	Aina Nasuha Mohamad Ghazali				
Staff Member	Nur Syazreen Amira Binti Ahmad Zamzuri				

## 2.3 Mission and Vision

We agree that every company should have a purpose and vision statement in order to operate in accordance with the objectives that must be met. As a result, we have created our own mission and vision statements for the company so that we are clear about our short- and long-term objectives.

#### <u>Mission</u>

- To delight customers with exceptional durian crepes, brownies, red velvet cupcake and also carrot cake while providing a unique culinary experience that celebrates the flavors and richness of the food
- To make our customer know our own homemade dessert
- To provide excellent customer service
- To become the first choice of the dessert among customer

#### <u>Vision</u>

Mama Na Durian Crepe Visions is to be the one of the famous dessert food services in our locations, which is located at Puncak Alam, Selangor and also Pulau Pinang especially in Malaysia.

#### 2.4 Description of Products and Services

Among the well-known delicacies sold by Mama Na Durian Crepe Sdn. Bhd. are durian crepes, brownies, red velvet cupcakes and carrot cake. To satisfy our customers, Mama Na Durian Crepes offers the dessert for a reasonable price. We are selling this dessert because it is currently quite well-known in our country, which is why. We think that Pulau Pinang residents, particularly UiTM students, and people of Puncak Alam will be interested in our offering.

When it comes to pricing, Mama Na Durian Pancake offers that customers can afford. When buying, customers receive a discount from Mama Na Durian Crepe. This is done in an effort to win consumers' satisfaction and their continued support of our business. so that they can regularly repeat the order.

NO.	PRODUCT	PICTURE	PRICE
1.	Durian Crepe	DURIAN CREPE	RM 3.00/PIECES
2.	Red Velvet Cupcakes	RED VELVET CUPCAKES	RM 5.50/PIECES
3.	Carrot Cupcakes	CARROT CAKES	RM 5.50/PIECES
4.	Brownies	BROWNIES BROWNIES RM50/BOX	RM 50.00/BOX

#### 2.5 PRICE LIST

#### 3.0 FACEBOOK (FB)

We have established a Facebook Page as we launch our company. This is done to spread exposure of and interest in our Mama Na Durian Crepe business among Facebook users, particularly those who are local to our business location.

Additionally, we understand that many people today choose to shop online because it is convenient for them to look for and access information. Online purchasing has become so popular because of how we live our daily lives. As a result, setting up a Facebook Page is one of the greatest ways to connect our company with its clients online. We prepared Facebook Posts for the linked businesses on the Mama Na Durian Crepe Facebook page, including teasers, hard sells and soft sells.

G	Q Search Facebook	쉾	i d		7	Þ		 •	Î
	Post Abor	52 likes • 55 follo	wers	rian Crep			Edit cover photo		
	Intro			What's	on your mind?				Ŧ

#### 3.1 Creating Facebook (FB) page



Mama Na's Durian Crepe Facebook page

# 3.2 Customizing URL Facebook (FB) page

Facebook (FB) page URL:

https://www.facebook.com/mamanacrepe?mibextid=ZbWKwL

# 3.3 Facebook (FB) post - Teaser





Watch this space for the big reveal! It will be worthwhile to wait. Be prepared to be surprised by the creativity, inventiveness, and pure deliciousness that is in place for you.



## 3.4 Facebook (FB) post - Copywriting (Hard sell)

The promotion that we perform through a hard sell for Facebook post is directed at our sales prospects, and the language advertisement we post makes it clear that we are promoting to sell and want our customers to keep buying. In this case, we post a price on each post on our Facebook page and announce a promotion.







Mama Na

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With our tasty dessert selection, enjoy in a moment of pure joy while satisfying your sweet taste! Our desserts are expertly made, sending your taste buds on an incredible journey through delicious cakes, exquisite desserts, and tempting delicacies. Our tempting price list, which offers you the best value for your sweet enjoyment, is provided below:

~Durian Crepe 1 PCS: RM3.00 2 PCS: RM6.00 ~Brownies:

Per Box/Tray: RM50.00 ~Red Velvet Cupcakes: 1 PCS: RM5.50

~Carrot Cupcakes: 1 PCS: RM5.50

With these delicious sweets, you may treat yourself or surprise others you care about. The best ingredients are used in each product, which is made with a love for perfection. Don't fight the urge to indulge! Come into our shop right away to taste the sweet delight that is waiting. Location and seasonal discounts may affect prices.



...

Discover the Magic of Sweet Treats

Relax, there is a solution. The answer is to purchase our Sweet Treat from Mama Na at an affordable cost.





LIMITED ITEMS

MAMA NA'S DURIAN CREPE

#### ...

#### 3.5 Facebook (FB) post - Copywriting (Soft sell)

Soft sell sentences helped us attract the audience's interest and attention while successfully building a positive relationship between our brand and items. Utilizing this strategy, we may invite our audience to discover and enjoy our specialties while effortlessly highlighting their advantages. Moving ahead, we will continue to use soft selling strategies to keep up a positive and interesting social media presence and generate interest in our tasty products.





#### MAMA NA's Durian Crepe is 💆 feeling fantastic. 16 May · 🕥

Do you guys want to taste the richness of the chocolate?

We take pride in creating the most decadent, melt-in-your-mouth brownies you've ever tasted.

Imagine sinking your teeth into a fudge, moist brownie that is rich in chocolate flavor.

We are very sure that there's a lot of choco lover!



...

🐇 Why Choose Our Brownies? 💈

Rich and Fudgy: Our brownies are the epitome of indulgence. Each bite is an explosion of rich, velvety chocolate that will leave you craving more. Get ready to experience the ultimate fudgy deliaht!

Handcrafted with Love: We pour our heart and soul into every batch of brownies we bake. Made in small batches, our artisanal treats are crafted with love and attention to detail, ensuring a taste that's simply divine.

3 Premium Ingredients: We believe in using only the finest ingredients to create our brownie masterpieces. From high-quality Belgian chocolate to farm-fresh eggs and creamy butter, we spare no expense in delivering the utmost quality.

Customizable Options: We understand that everyone has their own preferences. That's why we offer a variety of tantalizing flavors, including classic chocolate and more. There's a brownie for every palate !



💛 Why Choose Our Red Velvet Cupcakes? 🕌

Heavenly Flavors: Our red velvet cupcakes are a perfect balance of velvety cocoa goodness and creamy tanginess. Each bite is a symphony of flavors that will leave you longing for more.

2 Made with Love: We pour our love and passion into every cupcake we bake. Our artisan bakers meticulously create each batch to ensure the perfect texture, moistness, and heavenly taste.

3 Premium Ingredients: We believe in using only the finest ingredients. From high-quality cocoa to farm-fresh eggs and silky cream cheese frosting, we spare no effort in delivering a cupcake that exceeds your expectations.

B Eve-Catching Delights: Our cupcakes are not just delicious; they are works of art. Adorned with elegant designs and delightful decorations, they are visually stunning and make for an Instagramworthy treat.



🍣 Why Choose Our Durian Crepes? 🍣

Pure Durian Bliss: We source the finest, premium-quality durians to create our crepes. Each bite is a delightful combination of creamy, luscious durian and delicate crepe that will transport you to durian paradise.

2 Artisanal Craftsmanship: Our crepes are meticulously handcrafted by skilled artisans who take pride in every fold and layer. From the first sight to the last bite, our crepes are a work of art.

3 Freshness Guaranteed: We believe in serving only the freshest durian crepes. Our ingredients are carefully selected and our crepes are made to order, ensuring that you experience the true essence of durian with every mouthful.

A Delight for Durian Lovers: If you're a durian aficionado, our crepes are an absolute must-try! We celebrate the unique and exquisite flavors of this king of fruits, delivering a taste experience that will leave you craving more.

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As a thank you for being a part of our sweet-loving community, we're delighted to offer you an exclusive deal! Simply mention this Facebook post when placing your order and enjoy a complimentary upgrade to a deluxe box of brownies. It's our way of adding an extra touch of indulgence to your treat!



To show our appreciation for your support, we have a special treat just for you! Present this Facebook post at our store and enjoy a complimentary upgrade to our deluxe durian crepe set. It's our way of saying thank you for being a part of our durian-loving community.



🥐 Exclusive Facebook Delight 💞

To express our gratitude for your support, we have an exclusive offer just for you! Mention this Facebook post when you visit our store, and we'll treat you to a complimentary upgrade to our deluxe red velvet cupcake box. It's our way of thanking you for being a part of our cupcake-loving community.

	MAMA NA's Durian Crepe	
$\bigcirc$	9 July at 11:32 · 🚱	
💞 Exc	clusive Facebook Treat 💞	

As a token of appreciation for your support, we have an exclusive offer just for our Facebook fans! Present this post at our store and enjoy a complimentary cream cheese frosting upgrade on your first carrot cake purchase. It's our way of adding an extra touch of indulgence to your carrot cake experience.

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💥 Why Choose Our Carrot Cakes? 띓

**1** Taste Perfection: Our carrot cakes are the epitome of harmonious flavors. Each slice offers a delicate balance of moistness, sweetness, and a hint of warm spices that will transport you to dessert heaven.

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2 Handcrafted with Love: We take pride in creating carrot cakes that are made with love and passion. Our skilled bakers use time-honored recipes, ensuring every cake is crafted to perfection, just like grandma used to make.

Premium Ingredients: We believe in using only the finest ingredients. Our cakes are loaded with freshly grated carrots, plump raisins, and crunchy walnuts, combined with the perfect blend of spices. No shortcuts, just pure deliciousness.

Unforgettable Delights: Our carrot cakes are not just desserts; they are moments of pure delight. With every bite, you'll discover layers of flavor that captivate your taste buds and leave you craving another slice.



MAMA NA's Durian Crepe 9 July at 11:35 · 🕥

🏂 Share the Carrot Cake Love! 🏂

Know someone who can't resist a delectable carrot cake? Tag your friends who deserve a little slice of joy or those who appreciate the perfect blend of flavors. Let's spread the love of our mouthwatering carrot cakes together!



# 3.6 Relevant graphics to each post/ copywriting





# 3.7 Sales Report



#### CONCLUSION

In conclusion, Mama Na Durian Crepe is the company where we use Facebook pages to conduct online marketing campaigns. We can draw the conclusion that by operating our businesses through Facebook pages, we can advertise our goods and services and increase knowledge of our company's brand among Facebook users, particularly those who live close to our business location. We also post the most recent updates of our business activities or events through this type of platform.

Additionally, it is advantageous for both our company and for ourselves because it allows us to stay current with business trends by using platforms like Facebook as well as other ones that are available and that allow us to advance our IT knowledge and expertise. Then, it will not only guard us from becoming an out-of-date businessperson but also help us grow by keeping up with the pace of our country's growth.

As a result, we were able to accomplish some of our objectives as a start-up business using our Facebook page, and we will keep working to accomplish all of Mama Na Durian Crepe's goals in the future by expanding and running our operations through other social media platforms as well as streamlining our marketing strategy. Our accomplishment thus far has exceeded our expectations, therefore we must continue. We'll make sure that Mama Na Durian Crepe's business is successful and that it advances occasionally.