



**UNIVERSITI TEKNOLOGI MARA SARAWAK  
KOTA SAMARAHAN**

**FUNDAMENTAL OF ENTREPRENEURSHIP (ENT 300)**

**UNI-SPORT CENTER**

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**DIPLOMA IN ART & DESIGN (AD111)  
(GRAPHIC DESIGN & DIGITAL MEDIA)**

**SEPTEMBER 2011**

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## 1.2 ACKNOWLEDGE

Firstly, highly thankful to god because give us a strength and opportunity to get our business project plan complete in time.

Moreover, also a highly thankful to our entrepreneurship lecturer, mr. Jammeson Garry because guide us in making this business plan. Without his guideness, we may not make it done in time. His full support have encourage us to do our part in business plan much better.

Also a lot of appreciation to my group members because of their cooperation in order to complete their task. Work as a team really helps me to gain more experience and taught us that working as a team is much better rather than working as a individual.

I also like to say thank you for those who are involved during the progress of our business plan project and to my family which have always support me in financial part.



## 1.4 SUBMISSION LETTER

Student of Faculty of Art and Design,  
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August 15, 2011

To those related

### BUSINESS PLANNING REPORT SUBMISSION

Consider to above this is our report of business plan. This business plan that is planned of provide a futsal and badminton service for resident of Kota Samarahan.

Our business plan is located at Desa Ilmu Kota Samarahan that address:

1. These business plan acts as giving a sport service to customer of Kota Samarahan. We are target people between 15-40 years old and especially for Unimas, iptar and uitm students. With this preparation of business planning, we are from uitm graduate students that have fully knowledge and skills about fundamental of entrepreneurship to cover position of general manager, administrative, operational, financial and marketing.

2 We are highly feel graceful because have been given this opportunity to complete this business plan which can guide us in the future. Plus, all those involve in completing this business plan I would like to give high appreciation.

Thank you.

You're sincerely

**(MOHAMAD TAUFIK BIN MORHAJI)**  
General Manager of Uni-Sports Centre

## 1.5 FUTURE PROSPECT THE BUSINESS

In Kota Samarahan, have one company that also servicing futsal and badminton. So that we take want to take this opportunity to get involved in this type of business. Thus, there is only one competitor in Kota Samarahan which is Golden Hawk Company. Even though this business maybe have a competitor, we believe that we can success to fight against our competitor because we have a advantage that we providing a world class futsal and badminton service.

In the future we believe that we can be the best company that providing futsal and badminton services in Kota Samarahan and perhaps whole Sarawak because we have a good management for customer, quality of service, worker, strategic place and pus provide a world standard sport. Besides, we also provide "take five café" a simple café which can refreshing our customer with isotoñic drink.

Our business is fully targeting people between 15-40 years old and especially for university students from Unimas, iptar and uitm. we have a strategies to attract customers which is by giving a discount by time to time.

Business plan is all about the information gathered regarding the projects to predict viability, forecast success and propose strategies for the company. Administrative planning is divided by two periods:

### Short-term planning

- make sure our company strategies effectively
- make sure the income is consistence positively.

### Long-term planning

- provide a futsal and badminton every month to gain sharp profict.
- open a new branch at other place