



# UNIVERSITI TEKNOLOGI MARA

DIPLOMA IN BUSINESS STUDIES

FACULTY OF BUSINESS AND MANAGEMENT

FUNDAMENTALS OF ENTREPRENEURSHIP (ENT300)

CASE STUDY INDIVIDUAL

WAN NAZARUDDIN (GETPASAR)

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## **1.0 EXECUTIVE SUMMARY**

The report below is the report about a case study that requires me to do survey about entrepreneur and his competencies.

In this case study, the founder and the owner of GetPasar, named Wan Nazaruddin Bin Wan Hussin. He is the fourth child of seven siblings. This company was created because of pandemic COVID-19. He was a pilot but since he cannot fly, he created GetPasar to gain income and help people to buy the groceries around Kuala Lumpur and Selangor. The type of business is sole proprietorship. We had interview session through WhatsApp application and the session went very smoothly.

On November 8, 2020, GetPasar Enterprise was founded. Wan Nazaruddin Bin Wan Hussin, the founder, came up with the concept for GetPasar after struggling to make ends meet at his current profession as a pilot. COVID-19 caused a pandemic that affected the entire planet in 2020.

Through the interview session, I get to collect all the information I need. Wan Nazaruddin very friendly as he gave all details about his business. From my case study, I get to determine which entrepreneurial competencies that Wan Nazaruddin have. Wan Nazaruddin Bin Hussin have three entrepreneurial competencies that he practice in his business.

## 2.0 INTRODUCTION

### 2.1 Entrepreneur Profile



*Figure 2.1.1 Wan Nazaruddin Bin Wan Hussin's Photo*

Wan Nazaruddin Bin Wan Hussin, or known as Nazar, he is the fourth child of his siblings. He was born in 23 February 1971. Now, he is 49 years old. He is from Kota Bharu, Kelantan but currently stay at Shah Alam, Selangor. He was divorced 2 years ago, but now he's married to new family. The first family, he has 3 children, a son and two daughters. The second family he has 4 children, which is two boys and two girls.

Wan Nazaruddin studied at Oxford Flying School at Scotland. He's studying there for almost 2 years. His ambition since child is want to be a pilot and he get to achieve that. Even though his family at the time not rich, he keep studying very hard to get his ambition. He works as a pilot at the age 22 years old. When he gets to work as pilot, his first company was with Malaysia Airlines (MAS). He's being working with MAS for 4 years and he wants to gain more experience and new environment with AirAsia and Malindo. He also get a title as a Captain Pilot when he was in 4 years experience as a pilot.

Furthermore, he also get into Royal Malaysian Air Force (RMAF) for two years. He said, by joining RMAF, he get more knowledge and gain more experiences since his job also related to it. He successfully get a rank which is Leftenan General. Many people respect him as a honour person. He also is a very humble person. Not only that, he also a very responsible and loving person. Whenever he flew to somewhere, which is outstation, he will always call his children and bring souvenir to his children and wife.

In 2020, our world was having a pandemic and he lost his job temporarily and did not get any income. With all his savings, he started his business which is GETPASAR to survive and help people around him. Even with pandemic, he use that opportunity to start something new in his life, which is business and now he is a successfully entrepreneur.

His first son, Wan Muhammad Uzair bin Wan Nazaruddin, 22 years old, currently studying at UiTM Shah Alam taking course Marketing Administrative also helping her father to running the business. Since he taking business course, he get to use his education to expand his father's business, GETPASAR.



*Figure 2.1.2 Wan Nazaruddin with his son*